General Data

SUCCESS STORY

Rent A Wheel/Rent A Tire is the largest Rent-To-Own custom wheel and tire retailer in the nation.

Managed Print CHOICES

Rent A Wheel/Rent A Tire

Case Study

Rent A Wheel/Rent A Tire requires a solution to reduce their corporate spending, reduce printer downtime, and improve their printer service plans.

"General Data analyzed our facilities and was able to make expert recommendations for our printer fleet."

- Matt Seaburn,

President

THE CUSTOMER

Rent A Wheel/Rent A Tire was founded on the principle of providing the highest quality products and services for the lowest possible price. They provide a 'No Obligation To Buy' agreement that gives customers a variety of options. Customers have the flexibility to try wheels and tires and return them for any reason, buy them within 90 days for the retail price, or continue with payments and buy the wheels at any time over the first year at 50% off the remaining agreement value. Over the last 20 years, Rent A Wheel/Rent A Tire has grown from one store in California to over 121 stores across 15 states. It is now the largest Rent-To-Own Custom Wheel and Tire Retailer in the nation.

THE CHALLENGE

As Rent A Wheel/Rent A Tire continued to grow, they began to look for ways to reduce their corporate spending. When ordering printer consumables, each location would contact various vendors which failed to leverage their overall corporate purchasing power. Each time they placed an order they were being invoiced, creating considerable internal administrative expenses to process those invoices. Another area for improvement was printer downtime. When printers needed to be serviced, they relied on manufacturer warranties which were a standard 12 months. If the equipment was past warranty, they would purchase new printers which added to their overall spending.

THE SOLUTION

Rent A Wheel/Rent A Tire reached out to General Data Company for help in reducing their costs. In order to determine their pain points, General Data performed an in-depth assessment of their printer fleet operations. Every company has different needs, objectives and problem areas and by providing a Managed Print Choices (MPC) solution, General Data's team of experts came up with a plan to reduce hard and soft dollar cost and standardize their printing methods. General Data became the sole provider for printer service and supplies which streamlined the company's operations nationwide.

THE ROLLOUT

With General Data's Managed Print Choices, Rent A Wheel/ Rent A Tire gained immediate long term savings by streamlining all aspects of their printer fleet to a single vendor, eliminating inconsistent and costly service methods and reducing rogue

spending from all retail locations. They decreased their invoices from 1,200 invoices per year, to a single billable invoice for all supplies purchased that month and went from using several different vendors to a single vendor. The MPC program also provides an automatic, remote meter read collection, supply level readings enabling auto-replenishment of supplies, service requirements, error codes and more. The real-time software alerts enable proactive service, which decreases help desk calls, printer downtime and optimizes device usage for maximum life.

THE RESULTS

With this solution, Rent A Wheel/Rent A Tire was able to gain control over their printer service, printing efficiencies and printing management, including many hidden costs that had previously been undetected. "General Data analyzed our facilities and was able to make expert recommendations for our printer fleet," said Matt Seaburn, President of Rent A Wheel/Rent A Tire.

The Managed Print Choices program provides a single, predictable bill for service, consumables and parts for all printers in the fleet. It continuously monitors the printing environment, supplies usage, per-page costs and maintenance issues. "The first year of implementing General Data's MPC program lead to an overall savings of 35% by standardizing our printing operations," said Seaburn.

35% SAVINGS

IMPROVED EFFICIENCY

DECREASED DOWNTIME

How To Get Started

Please visit our website at www.general-data.com or call us at 1-844-643-1129

Contact Us Today

For A Free Consultation

There are many questions and things to consider when evaluating an MPS system and what impact it can have on your organization.

We're here to help.

To begin, simply contact us with your questions or request for information, and a General Data managed print services adviser will be in touch with you to answer your questions.

GeneralData

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