

## **CASE STUDY: COMPUMAIL**

*In order to increase productivity, lower cost, and provide more flexibility in media support with a digital printing solution, CompuMail installed the Memjet-powered Delphax Elan500.*

*"The Elan printer has allowed us a 94% increase in productivity."*

**Sam Andreasen**  
CompuMail Information Services

**COMPUMAIL**



## CASE STUDY:

COMPANY: CompuMail    INDUSTRY: Direct mail    LOCATION: Concord, CA

### THE SITUATION

CompuMail Inc., which printed over 88 million collection letters in 2014, was experiencing technical issues printing thicker mailer pieces with their EP devices. This led to investigating alternative print technology solutions.

### THE MEMJET-POWERED SOLUTION

CompuMail chose the Memjet-powered Delphax Elan500 due to its flexibility, speed and low acquisition cost.



### RESULTS

- » More reliable printing on a wider variety of media
- » Increased productivity to meet 24 hour SLA
- » More consistent color quality, enabling expansion into other color dependent applications
- » 94% increase in productivity vs. EP equipment
- » High capacity duplex printing—500 images per minute.

### RETURN ON INVESTMENT

“ Normally the ROI on a press of this size is 7 years. With the Elan, we’re able to realize 5 years because of the low acquisition cost and increased productivity.”

—Sam Andreasen, CompuMail Information Services

#### Before Memjet

Experienced multiple issues printing on any media other than plain bond with EP technology

#### After Memjet

Expanding into a variety of specialty printing applications, increasing overall business bandwidth

#### Before Memjet

It required the output of up to 10 competitive devices allowing for maintenance and operator availability to complete the required production

#### After Memjet

All jobs can be printed easily within one shift with spare production capacity

#### Before Memjet

Losing some jobs to competitors due to higher cost and limited applications

#### After Memjet

Able to be more competitive on pricing in competitive situations and now expanding business beyond plain paper applications

*How will Memjet change the way you work?*

*See more case studies at [memjet.com](http://memjet.com)*

