

# Standardized Printing Solution Boosts Efficiency and Reduces Costs for Dermatology Provider in Florida



**Industry:** Healthcare

**Services Used:** Copiers + Printers  
Managed Print Service (MPS)

“Our rep helped us put together a solution for a complete managed print solution for all our offices. They’re quick, fast, and they’re on the spot. I think it’s just the simplicity of everything. I don’t have to deal with fixing printers or copiers... it’s all done for me on the back end. It makes all our employees happier. And that’s all that really matters – a happy staff and happy management which leads to happy patients.”

**CRAIG GILLIAM**  
Suncoast Skin Solutions

## Customer Challenge

Suncoast Skin Solutions, a premier dermatology care provider specializing in skin cancer prevention and treatment, operates 30 locations across Florida. The IT Director faced the challenge of standardizing the in-house printing across all locations and was seeking a dedicated partner to provide a managed print services (MPS) solution. This solution was essential to streamline operations and allow the IT staff to focus on more strategic initiatives.

## Applied Solutions

Under their innovative Managed Print Services (MPS) program, Applied installed new printers of the same brand across all Suncoast Skin Solutions locations, ensuring uniformity in drivers and toner usage. The program automatically shipped toner when levels dropped to 20%, eliminating downtime and the staff’s need to manage consumables. Employees could call a single number for immediate resolution of any issues, either over the phone or through an on-site service call. The MPS program also simplified billing by providing a single invoice detailing all locations and printers, making it easier to understand print volumes per location.

## The Benefits

**Zero downtime – printers never out of service due to lack of toner**

**Quick and reliable service**

**Transparent billing with a clear understanding of print volumes per location**

**Over \$40,000 in annual savings with MPS program**

**Simplified printing processes**



At Applied Innovation, we have over 35 years of technology expertise, 500+ team members, world-class brand partners, and a passion you’ll rarely find in a business like ours. Plus, as an independent dealer, we have the autonomy to always do what’s right for you.

Whether your goal is adopting new technologies, making smarter use of the tools you already use, or maybe a mix of both, our people are always available. And always happy to help.