

Business Partner



WSV Success Story



a new approach to secure printing

The department that looks after invoices and personnel for the Wasser- und Schifffahrtsverwaltung des Bundes (WSV, the German federal organisation for managing ship and water traffic), wanted a secure way of controlling the printing of sensitive information, without having the overhead of a printer on every desk. Not only did the solution need to lower their total cost of ownership, it also needed to be easy to use and allow them to maintain the quality and usefulness of their established printing processes.

The WSV had already tried the standard "private printing" functionality offered for HP LaserJet printers, but it proved difficult to implement from all of their applications. This approach, which required the users to enter a PIN at the printer to retrieve their printouts, was unsatisfactory for their needs, and when they mentioned this to their HP dealer as they were replacing their printers, he suggested that they get in touch with stethos, a s.a.x. partner in Germany, to talk about the wider range of possibilities that add-on solutions could offer.

easy choice

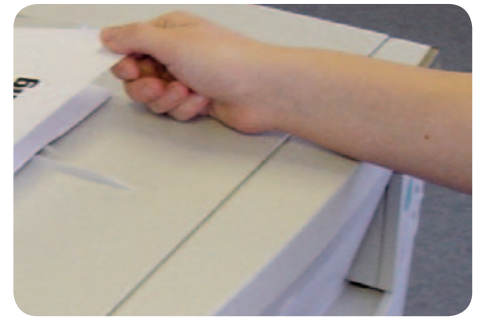
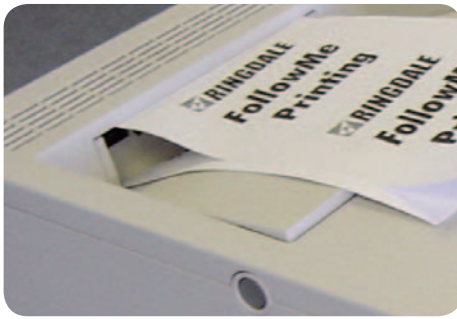
stethos talked with the WSV's IT manager to examine the conditions, and discuss possible solutions. It quickly became obvious that FollowMe fit the requirements for ease-of-use at the right price. A trial version was arranged, and the IT department could easily verify for themselves that the product could deliver the required security from the applications being used.

FollowMe is a secure printing solution that routes print jobs to a Windows PC where the FollowMe Queue Server stores them, ready for printing. Different versions of FollowMe use PIN codes, fingerprint identification, magnetic swipe cards, or Motorola or HID cards to release the print job. In this case, the WSV decided to use proximity cards. Once the user's card is close enough to the proximity card reader, which is attached to the printer, their print jobs are released from the server, and printed.



Printed on an HP Colour LaserJet Printer





personal

By providing the combined advantages of personal printing on network printers, the WSV could consolidate the printers in the department. They chose a HP 4550 Color LaserJet printer and a HP 4100 LaserJet printer to handle all the department's colour and monochrome printing needs. Given the ease with which the IT department had installed the trial version, they also chose to handle the simple implementation of FollowMe themselves. This involved connecting the card reader to the printer's LAN connection, installing the FollowMe Queue Server, and setting up the PCs in the department for network printing.

The whole implementation took around 3 hours, and as soon as it was running, the staff quickly came to terms with the new system – no special training was required, there were no PINs to be remembered, and there was no change to familiar practices apart from having to hold the proximity card to the printer to retrieve print jobs.

practical in

Although the system is still new, it enjoys high acceptance from its users, and by eliminating workplace printers, it has helped keep costs under control for the department.



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