

San Donato Hospital Group



GRUPPO OSPEDALIERO
SAN DONATO



San Donato

Based in Milan, Italy, the origin of the San Donato Hospital Group dates back to 1957, when surgeon Luigi Rotelli founded, together with other doctors, the City of Pavia Care Institute.

In 1969 this was expanded to include the San Donato polyclinic.

Now with revenues of over Euro1.65B, and employing over 16,600 staff, the Group is also a leading teaching facility working co-operatively with the Vita-Salute San Raffaele University, the University Hospital of San Donato Milanese and 11 other Hospitals.

**"The Culture of
Health since 1957"**

The Challenges

The sheer size of the hospital group included a number of regional locations across Italy. These locations were subject to variable power supply and the associated challenges of IT equipment (including printers) being susceptible to these variations.

An associated challenge was the increasing power and electricity costs across all of Italy, for a Group this size this became one of the considerations when selecting new print and copy devices.

The hospital work environment, by nature, was clinical and demanded a clean-hands, clean-air solution when it came to print. This was one of the challenges they faced with their existing toner-based devices.

Finally the size of the Hospital demanded smaller devices located close to Doctors and Nurses stations so they could work more productively, and larger, faster devices where high volume, time-sensitive reports were required.

Epson. Built to Perform,

Built for Business.

Devices (number of units)

Epson WF-M5299 WF-M5799 (3,500)

Epson WorkForce WF-C579R (900)

Epson WorkForce WF-C869R (250)

Epson WorkForce WF-C17590 (250)

Applications

- Patient Reports
- Operation Analyses
- Student Notes

The Solutions, The Benefits

Once the major buying criteria was established, it was clear that inkjet technology ticked all the boxes. The Epson PrecisionCore ink technology gave the hospital the clean-hands solution that a laser-based, toner-based, ozone-emitting machine couldn't provide. The low power consumption of an inkjet (using just one-eighth of the power of a laser machine) not only stayed operational during power fluctuations, but also handed the hospital significant power and electricity cost savings.

During their pre-tender print analysis the Hospital found that over 85% of their print jobs were 5 pages or less. During testing they found the 24ppm Epson inkjet printer was consistently faster in delivering a print job than a 50ppm laser device. The reason was the inkjet technology, with 0 second warm-up time, started printing immediately, whereas a laser printer took 20 to 30 seconds to warm-up the fuser unit to the right temperature.

The Return on Investment

As much as San Donato appreciated the energy and associated cost savings of the Epson devices, it was the productivity gains - fast print-on-demand and uptime for regional locations - that helped them improve the overall efficiency of their operation.



Epson is a global technology leader dedicated to connecting people, things and information with its original efficient, compact and precision technologies. With a lineup that ranges from business inkjet devices, digital printing systems to 3LCD projectors, smart glasses, sensing systems and industrial robots, the company is focused on driving innovation and exceeding customer expectations. Established in 1983 Epson Australia is headquartered in Macquarie Park NSW and is a subsidiary of the Epson Group headquartered in Japan.

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