

COMMSCOPE

HP Officejet 100 Mobile Printer eases customer presentations



COMMSCOPE®

"Hotel business centers can be crowded, noisy and inconvenient. The HP Officejet 100 Mobile Printer lets us produce high-quality customer presentations on the fly right in the hotel room."

—Todd C. Taskerud, global account manager, Global Customer Solutions, CommScope, Hickory, N.C

HP CUSTOMER CASE STUDY:

CommScope global account manager eases travels with HP Officejet 100 Mobile Printer

INDUSTRY:

Network infrastructure

OBJECTIVE:

Fast, efficient, high-quality printing while traveling

APPROACH:

Bring HP Officejet 100 Mobile Printer on business trips

IT IMPROVEMENTS:

- Eliminate up to one hour wasted per trip setting up drivers, troubleshooting problems at hotel business center
- Respond in the moment from virtually anywhere to print needed documents
- Gain flexibility to print from a variety of mobile devices

BUSINESS BENEFITS:

- Increase effectiveness of business trips with on-the-go printing of high-quality customer presentations
- Eliminate time and hassle of using noisy, crowded hotel business centers
- Increase productivity, collaborate easily through wireless connection to shared resource
- Help keep documents more secure and private compared with using a shared, public printer



Global Account Manager Todd C. Taskerud of the network-infrastructure company CommScope spends 50% of his work life on the road visiting customers and potential customers as far away as China. He needs to print presentations, reports, and emails—sometimes on the fly and always with maximum efficiency. The hotels he stays at typically offer business centers, but it takes time to set up print drivers and the output quality is not always something he wants representing his firm. For a solution, Taskerud turned to the HP Officejet 100 Mobile Printer.



CUSTOMER SOLUTION AT A GLANCE

PRIMARY APPLICATIONS

Mobile printing of customer presentations and information materials

PRIMARY HARDWARE

- HP Officejet 100 Mobile Printer
- Original HP Supplies

"It saves me up to an hour of setup time and lets me avoid crowded, noisy business centers," Taskerud says. "I print high-quality presentations with ease, and because the device is wireless more than one person can use it at a time without tripping over cables or each other."

HIGH QUALITY OUTPUT, WIRELESS CONNECTIVITY

Based in Hickory, N.C., CommScope designs and produces coax, fiber optic, twisted pair and hybrid cables for enterprise, HFC broadband, and carrier applications. On a recent business trip, Taskerud and a colleague shared an HP Officejet 100 Mobile Printer while working on different projects. "My director was at one end of the hotel room and I was at the other, with the printer between us on a coffee table," he says. "Thanks to its wireless connectivity, both of us could use the device with ease."

"I keep my HP Officejet 100 Mobile Printer in an airline roller bag so I can set up shop wherever I go."

—Todd C. Taskerud, global account manager, Global Customer Solutions, CommScope

The HP Officejet 100 Mobile Printer's compact size, light weight, lithium-ion battery and built-in Bluetooth technology enable printing on the go from a variety of mobile devices including netbooks, notebooks, certain smartphones and PictBridge-enabled cameras.¹ Mobile professionals can remain productive at meeting sites, in hotel rooms, even cars and airports, printing documents with laser-quality black text, vivid color graphics,² and lab-quality, borderless 4 x 6 inch photos on the go.³

The printer's laser-quality, fast-drying black text and vivid color graphics are ideal for the customer presentations Taskerud typically prints. He can produce multiple copies of a 30-page document and rely on consistent color from first page to last. Print speeds of up to 22 ppm black/18 ppm color and ISO speeds up to 5 ppm black/3.5 ppm color⁴ save time. Taskerud usually prints his handouts in advance, but sometimes issues come up and additional documents are needed. In a recent meeting, an engineer asked a question answered in a whitepaper Taskerud was able to print out on the spot. The printer can produce up to 500 pages on a fully charged battery. When the included battery is fully charged, there is no need to delay printing with the search for a usable outlet.

He also appreciates the energy efficiency, recyclable ink cartridges and ability to handle recycled paper. "We're involved in LEED-certificated work (Leadership in Energy and Environmental Design), so we're always looking to be good stewards of the environment."

At his home office, Taskerud uses an HP Color LaserJet Printer and an HP Designjet Printer. On the road, he also uses an HP Notebook Companion Projector.

"Being a mobile professional, I want tools that help me save time, deliver quality and respond in the moment to customer needs," Taskerud says. "I travel with the HP Officejet 100 Mobile Printer at my side."

To learn more, visit www.hp.com/officejetpro

Contact the HP Reference2Win Program, 866-REF-3734 for more information

This customer received a complimentary HP mobile printer and Original HP Supplies as part of an early adapter program.

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¹ Notebook or netbook must be Bluetooth enabled. Includes Windows Mobile® phones. Additional fee required through 3rd party service provider for BlackBerry smartphones.

² Based on paper-industry predictions for acid-free papers and Original HP inks; colorant stability data at room temperature based on similar systems tested per ISO 11798 and ISO 18909.

³ On photo paper only.

⁴ After first set of ISO test pages. For more information, see www.hp.com/go/printerclaims.

