

# FollowMe® Embedded from Ringdale, Inc.

HP Global Solutions Catalog

Partner case study: job accounting and authentication



FollowMe® Embedded provides complete security for printed documents and accountability for HP LaserJet printers and MFPs. Unique roaming capabilities let you share output devices without loss of privacy or security while enforcing policies to save toner and paper.



Ringdale, Inc. is an innovative technology leader offering secure document output management and access control solutions for business.

#### Benefits and features:

- Provides an all-in-one solution to fully control and manage HP LaserJet printer and multifunction printer (MFP) functions such as printing, copying, faxing, scanning and digital sending
- Creates a “virtual personal printing environment” by allowing you to collect print jobs from any networked output device
- Integrates with the widest range of user authentication methods available, including on-screen (embedded), numeric keypad, proximity card, smart card, magnetic swipe card, bar code and biometrics (fingerprint)
- Applies policies globally and for individual users to control printing costs and reduce unwanted paper waste
- Generates usage and cost reports that accurately account for all output jobs, including those that are submitted but not released, so you can quantify the savings from printing fewer pages

## Secure printing for global chemical manufacturer

#### Customer problem

A global, integrated producer of specialty chemicals wanted to implement secure printing with card readers, while decreasing the number of output devices in its administration offices. To maintain a “user friendly” environment, the customer wanted to use an existing identification card technology that was being used for building access and time and attendance. However, over the years different vendors’ cards were being used around the world. In order to prevent security issues, the customer wanted a single sign-on experience.

#### HP and partner solution

After reviewing several vendors, the company chose to deploy Ringdale’s FollowMe® Secure Document Output Management Solution and over 150 HP devices at locations in four countries. Deployment began in Germany, where most of the desktop printers in an administration building were replaced with new HP MFPs (LaserJet 4345, LaserJet M4345, Color LaserJet 4730, Color LaserJet CM4730 and Color LaserJet CM6040) enabled with FollowMe and a single Mifare card reader for user authentication. Offices in three other countries soon followed suit.

#### Business results

- 40 percent cost reduction in output printing expenses
- Seamless integration with existing authentication technology
- Increased productivity with secure printing and a scan-to-e-mail feature
- Easy-to-use interface gained high user acceptance

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4AA2-1492ENW, August 2008

