

## **MULTI LOCATION - ON-LINE ORDERING NETWORK**

### **Situation**

A large, publicly held provider in the healthcare industry, with 72 locations in 21 states needed to evaluate their print spend and document management. The prospective customer conducted a Request For Proposal (RFP) and invited approximately 10 Print Companies to participate. Although DFI was literally invited to the RFP at the eleventh hour, they were quickly able to respond favorably to the process. Among the participants, DFI provided the best solution to their needs and subsequently was awarded the RFP.

### **Solution**

DFI provided a "Total Business Solution". Through DFI's secure online ordering portal, they were able to provide a means to not only print on-demand, but also to measure, manage, and control printing costs. This solution included consolidating the procurement of printing needs, including packaging, marketing, forms, labels, promotional items and more...

### **Results**

The selection of DFI as this client's exclusive print management provider not only resulted in significant hard savings, but also resulted in countless soft savings that will continue well into the future. The client has realized a reduction in PO's generated; improved cash flow; more expedient turn times; a structured ordering approval process; instant/online proofing; and much more. In addition, their corporate identity has now been established and protected.

### **Customer Comments**

DFI and the services and products they provide are most definitely an efficient tool for procurement of any printing need. Their sales team and customer service group are always on top of the game and extremely dependable.

- *Director of Purchasing* – National Healthcare Provider

Our printed pieces provided by DFI now allow us to compete with multi-billion dollar organizations.

- *National Director of Sales* – National Healthcare Provider