



Engineering Firm The Kleingers Group Draws Success from Sharp MFPs

Civil engineering and consulting firm The Kleingers Group relies heavily on printing speed, reliability and quality for its deadline-oriented environment. When the company looked to upgrade its printers, Sharp MFPs were precisely what it needed to improve performance.

Business Environment Challenges

The Kleingers Group is dedicated to help transform communities through improvements. However, the West Chester, Ohio-based civil engineering and consulting firm needed a transformation of its own to enhance the way it does business with customers.

Relying heavily on printers to provide documents and plans for clients in the fields of building infrastructure, transportation planning, landscape architecture, and other related areas, The Kleingers Group was not satisfied with the equipment it was using. Warm up time was quite long and print speed was too slow for the company's deadline-driven environment.

In addition, the printers only had single-sided scanning capabilities, which made the task a slow process, and the resolution needed to be higher as well for crisper images. Getting printouts quickly, reliably and of high quality is not a luxury, but a requirement for this type of specialized business.

Industry
Engineering

Organization
The Kleingers Group

Challenges

- Print speed was too slow for the company's deadline-driven environment
- Printers had single-sided scanning, making it a slow process
- Resolution was not high enough to best show details

Solutions

- Five Sharp MFPs ranging from 26 to 60 ppm were brought in to suit a variety of tasks
- PANTONE Color Matching allowed for more accurate color matching
- MFP management was improved through the Sharp MICAS app

Results

- Speed, reliability and quality were increased
- Time spent scanning was reduced
- The needs of roughly 200 to 250 types of IT equipment were met

Business Technology Solutions

The Kleingers Group received the right MFPs for its needs through Sharp document systems solutions. Five monochrome and color Sharp MFPs were installed with speeds ranging from 26 to 60 ppm to suit a variety of functions.

The Kleingers Group is now able to create and print accurate, detailed 11" x 17" drawings in much shorter amount of time. "The higher print resolutions provide our clients with drawings that are sharp and with greater detail than before," said The Kleingers Group System Administrator Mike Pillman. In addition, our marketing department benefits not only from the speed but also from the PANTONE® Color Matching for postscript printing. This ensures our company logo remains consistent with every print."

Aside from print quality, The Kleingers Group can now take advantage of double-sided scanning, which greatly improves scanning speed for converting customers' printed plans to electronic files. The single-pass scanning capabilities of the Sharp MFPs allows the company to easily scan numerous, double-sided 11" x 17" drawings and documents, right into the network to be edited. Software applications can be used in the editing process of the scanned items including those from Adobe, BlueBeam and Microsoft.

In addition to improved printing and scanning, The Kleingers Group also enhanced its document management solutions through MICAS, Sharp's cloud-based service application. The MICAS (Machine Intelligence Call Assistance System) service delivers real-time service notifications and remote diagnostics to help increase the Sharp MFPs' uptime.

Innovative results

"The higher print resolutions provide our clients with drawings that are sharp and with greater detail than before," Pillman said, adding that the improved scanning capabilities are "a significant time saver when you have drawing sets of 30 pages or more."

The Kleingers Group supports roughly 200 to 250 types of IT equipment, including physical and virtual servers, network attached storage and firewalls. Pillman attributes Sharp technology to successfully meeting this type of support.

"Sharp has done an awesome job as far as providing highly reliable printing services for our employees," he said. "Having technology that's high quality allows our employees to produce very accurate detailed drawings in a short amount of time."

Pillman added that The Kleingers Group is a "destination company," making sure that customers know that the company will give them the results they expect. Sharp was chosen to be its standard to achieve this goal.

[Watch a video success story for The Kleingers Group >>](#)



The Kleingers Group System Administrator Mike Pillman uses a new Sharp MFP.