

Sixcess Drug Testing Services

A business that's grown increasingly successful—thanks in part to HP print quality



"From the up-front cost of purchasing, to the replacement ink, to the quality of what we're putting out—the HP Officejet Pro L7680 All-in-One saves thousands of dollars from having to go out-of-house for printing needs."

—Jann Six, Owner/Founder, Sixcess

HP customer case study: How the HP Officejet Pro L7680 meets a growing company's needs for quality, productivity and business benefits

Industry: Corporate and government testing services

Objective:

- Meet growing print and production needs
- Manage the shift from a small, home-based business to a larger, office-based company
- Elevate print quality to present a more polished, professional image

Approach:

- Upgrade from a previous, lower-quality printer to an HP All-in-One machine

IT Improvements:

- New HP Officejet Pro L7680 All-in-One

Business Benefits

- Print more promotional materials in-house
- Higher-quality color printing—faster and at lower costs
- Increased ease of maintenance—including replacing ink cartridges



From humble beginnings to HP print quality

Since 1995, this family-owned business has been meeting the drug testing and related needs of businesses and the entire community from its headquarters in Lancaster, California, in the northeast section of Los Angeles County.

Geared specifically toward small business, Sixcess formed when "the little guys were getting stepped on by the big guys" in terms of larger testing companies overcharging smaller ones for government-mandated testing for drugs and other criteria, according to company founder and owner Jann Six. "So—we decided to give them a better service, and a faster product," he says.

Lab testing—HP Officejet All-in-Ones' value as tools for small, growing businesses

Even though they're a small (but still growing) business, Sixcess has plenty of big printing needs when it comes to projecting a credible, professional image to its growing base of corporate and government clients, according to Six.

Six says his company's marketing and promotions really haven't changed much in the last decade and a half—but the print quality they need for their business certainly has. "We started working out of the house," he remembers. "Just a desk and a small computer with a small desktop printer at the time. And then about six years ago, we really started to grow; we received a government contract that required the need for an office, so we made the transition from home-based to an office-based business."

In the early years, Six remembers, self-printing was still the name of the small business game—but print quality wasn't quite yet part of the equation. "The quality of the printing when we first started was, at best, a dull color. It had the lines through it; it didn't have the professional look."

"But with the upgrading we did (to the HP Officejet Pro L7680), I couldn't tell the difference between my printing from that of a laser printer, as far as the quality of the color," says Six. "I love the quality of the HP Officejet Pro printer—the color's great, the crispness of the printing's great, we like the speed... just about everything about it has exceeded what we would have expected."

The HP Officejet Pro L7680 All-in-One: much-needed versatility for multiple business output needs

"We use our Officejet a lot for printing. We print business cards, envelopes and monthly statements. As we hire new companies, they get certificates showing they're a part of our business." It's not just printing that the Officejet Pro L7680 All-in-One provides Sixcess, either. "There's a lot of faxing required. We keep records of everything we do—so there's lots of copying, too."

Attracting new business at high speeds with an HP Officejet All-in-One

There's more to Sixcess's HP Officejet L7680 All-in-One than just taking care of current business, Six is quick to point out. "We've actually attracted some business through the brochures that we print out. Again, it gives us a professional look. I've seen some from other companies that have been mailed to me, and I know they've been done at a print shop...I can look at mine and say, 'there's no difference.'"

When it comes to printer speed, Six notes, "it's changed our business in that it allows us to do more, faster. If we have an idea that we need to get out—or if a client wants some information that we don't regularly have on hand—we can create it quickly and professionally. And they wouldn't know if it came from our HP Officejet Pro or a printer downtown."

Easy to set up. Easy to service. Easy to succeed.

One thing that continues to impress Six about the HP Officejet Pro L7680 All-in-One is how easy it is to use, from setting it up to servicing the ink supply as needed. "Easy," he summarizes, "It was up and going in minutes." And the ink cartridges? "Pull one out; the other one plugs right in. It has grooves top and bottom, so I can replace it without having to twist and turn it or fight it in," he adds. "It slides right in without any issues at all."

An easy recommendation for other small, growing businesses

When asked if he'd recommend the HP Officejet L7680 All-in-One to other small, growing companies, Six doesn't hesitate. "I would recommend the HP Officejet Pro to businesses that I work with—and those who would ask me my opinion, basically—because it's so economical for us. From the up-front cost of purchasing, to the replacement ink, to the quality of what we're putting out—the HP Officejet Pro L7680 All-in-One saves thousands of dollars from having to go out-of-house for printing needs."

To learn more, visit www.hp.com

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