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CASE STUDY

SITUATION:

When Tenaska first starting working with SolutionOne in 1997, there was no previous relationship between the two organizations. The initial interest in considering SolutionOne was for competitive shopping purposes with the result being a long lasting, mutually beneficial relationship between the organizations.

HARDWARE:

Upon the initial discovery, we learned that Tenaska had over 20 different vendors selling them office equipment for their offices in Omaha and across the United States. Tenaska recognized that trying to manage all their assets and the many different contract types offered by the various vendors was nearly impossible and the current vendors couldn't service their diverse needs and locations.

SolutionOne established national contracts with its vendors to help Tenaska standardize hardware, pricing, and process across their organization.

Utilizing the high-quality 8 bit print engines offered by Konica Minolta, Tenaska's internal marketing department was able to produce high quality, pantone matching color in-house and reliably, which previous manufacturers were simply unable to do.

SOFTWARE:

Through the convergence of print and scan technologies our products have become an integral part in the daily operation of Tenaska and its employees. The bizhub products they use are both the "on and off" ramp for most of Tenaska's documents.

Tenaska has acquired and implemented middleware management software offered by SolutionOne in our Professional Services Department. This software has had a dynamic impact on the productivity of Tenaska's employees and has helped them become a more technically capable company.

SUMMARY:

The relationship between Tenaska and SolutionOne has evolved in many ways. Through careful analysis, collaboration and consultation, our two companies have helped each other deal with the changes in business and have formed a unique partnership.



ABOUT TENASKA

Tenaska is an international power development company and energy marketer with expertise in power plant development, ownership and operation; natural gas and electric power marketing; fuel procurement and asset acquisitions. In business since 1987, Tenaska has grown considerably over the past years with more than 27 offices throughout the U.S. The headquarters office is located in Omaha, Nebraska, with additional offices in Dallas, Texas, Denver, Colorado, and Calgary, Alberta, Canada; and at each generating station. Tenaska Energy, Inc., and Tenaska Energy Holdings, LLC, were formed in 1999, and are the holding companies for U.S. operations.

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