

Smart Training

Case Study: Smart Training

Transformation from photocopier to software supplier

Kate Stock – Managing Director, Smart Training.

“The Genesis team have become trusted consultants, taking time to listen to our needs and bringing the right Canon technology to bear in order to realise our goals.”

● The Challenge

As a provider of training in the workplace we have a regulatory obligation to retain documents for 7 years. Consequently, we were spending tens of thousands of pounds per annum on paper and printing. Not only were our printers getting bigger and bigger but they were also getting more numerous, occupying valuable office space during a time of rapid expansion. Our challenge was to find a better way.

● The Solution

After a market review, we chose Genesis because of their commitment to transform the way we approached document capture, printing, and storage. Unlike any other copier supplier I have come across, Genesis were forthright in their belief that we should remove the majority of our printers and move our document management into the cloud by adopting Therefore™, Canon's document storage and retrieval software.

● The Result

Today I consider Genesis our software supplier not our photocopier supplier. Whereas previously documents were printed and filed, now information is scanned, tagged and stored electronically, leading to considerable savings and the removal of over 30 printers throughout our 4 offices. I feel fortunate to have a supplier who truly values my business whilst having access to the innovation of Canon. The best of both worlds!

The Customer

Smart Training provides training courses and qualifications in the workplace. It operates from 4 offices throughout the UK and employs 140 home and office based staff.

Canon
Accredited Business Partner

GENESIS
London and West