



# EBM Ltd

**Specialists in Managed Print Services & Office Equipment**



Did you know...

**69%** of businesses in the UK have no idea how much they spend on printing?

Ink, toner, wasted paper and even productivity lost during downtime all contribute to high printing costs.

EBM Ltd can conduct a FREE print audit to calculate how much your business could be saving annually.

We will also develop a print strategy which we review regularly to make sure you are getting the best deal possible.



Countylinen



Our Client, County Linen, says:

*“Before Essex Business Machines conducted the print audit back in 2010, we had no idea just how much money we could save by upgrading our machines and being smarter about the way in which we print. £20,000 over 5 years is a considerable saving, and this has allowed us to free up cash flow and invest in growing our business”.*

**Malcolm Clarke, Finance Director,  
County Linen**

# Leasing Benefits for SMEs

When the time comes to purchase a new photocopier or printer there are three choices you face. You can either, pay using cash, pay with a loan, or you can choose to lease.

Using your cash reserves can have a negative impact on trading. Just think, if that major client places that dream order, will you have enough cash to purchase the stock?

Loans bring difficulties too, requiring frequent bank meetings and masses of paperwork. When you take out a loan it will likely be for a large expenditure, with the admin quite complex.

At EBM Ltd, we have supplied leasing contracts to companies across the South East, providing the products and equipment they need at an affordable fixed monthly rate, allowing customers to quickly progress their business with minimum impact.



## Smaller Upfront Costs

Revenue is something that builds over time, which is why having to pay large sums upfront for equipment can be damaging. With leasing you are charged monthly or quarterly, reducing the impact.

## Cash Management

At EBM Ltd our leasing options are set with a fixed monthly payment, regardless of interest rate rises. Our leasing options start from £500, helping you preserve your existing bank lines and optimise your use of commercial credit sources.

## Technology Upgrades

Take advantage of the latest technological advances at a reasonable cost. By leasing you can keep up to date, without having to dispose of an asset first.

## Flexible Payment Levels

We allow you to choose your payment level. Our finance lease options range from one year to five, with our dedicated team able to guide you in selecting the right equipment for your term.

## Google Cloud Integration

Google Cloud Print and Google Drive are revolutionising the way in which an office functions.

Employees no longer need to be at their desk to be able to access the files and documents they need to work, and staff that work from the office or those who are out on the road can increase productivity by being able to retrieve and print the documents they need – no matter where they are based at the time – from a number of devices.



Our client, Age UK Essex, says:

*“We’ve achieved substantial cost savings in the short term but we’re also set to benefit from a vast decrease in the number of technical complication requests received by its internal IT department. This means that less time is being wasted on IT support issues and instead resources are being directed towards improving core business operations and efficiencies”.*

**Robert Stanford, IS Manager, Age UK**

# The average employee wastes 6,800 sheets of paper every year

Paper wastage is often a big problem in offices all across the UK. Many businesses have no idea how much is being used and this is costly to not only their business, but the environment too.

Sustainability is at the core of our company. We recognise that we as a company have a responsibility to trade and conduct business in a way that will not be harmful to the environment, so when it comes to helping businesses reduce paper consumption, we know our stuff!



## Even small changes can make a huge difference

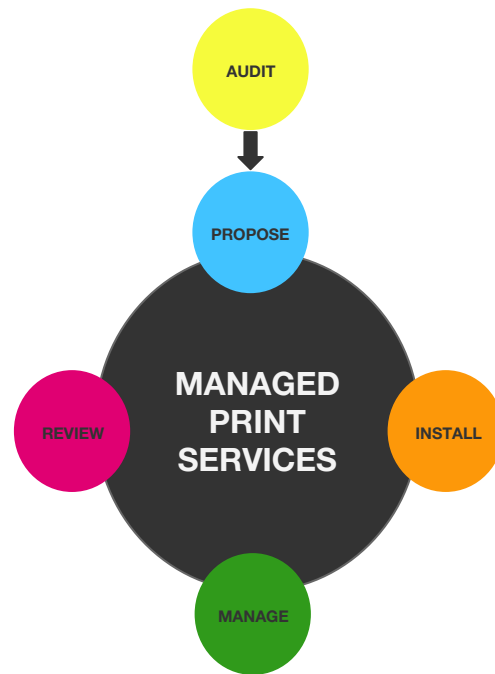
- Minimise the use of paper in the office, through staff training and print management software
- Seek to buy recycled and recyclable paper products
- Reuse and recycle all paper where possible
- Refill cartridges to prevent them going to landfill
- Change font settings to print smaller
- Use duplex printing where possible

# Managed Print Services

Printing in large organisations can be a nightmare. Maintaining and managing print infrastructure and processes can be a costly and time-consuming drain on your business

Managed print services can help to:

- Ensure maximum uptime
- Monitor your print spend
- Automatically reorder consumables
- Lower your operating costs
- Utilise cloud functionality for easy access to documents from a range of devices
- Provide added security via access methods that best fit your business
- Increase employee productivity
- Help reduce costs and control wastage by educating your staff on print policies
- Reduce your carbon footprint with an eco-friendly fleet



## What our customers say...



“What impressed us the most about EBM Ltd was that they fully understood our needs and our desire to implement a solution that was completely compatible with Google Cloud products, and they delivered exactly what we wanted. They made the entire process from start to finish really simple.”

**Robert Stanford, IS Manager, Age UK Essex**



“Since replacing our old printer we have had no problems at all (previously a real headache for us). The new Ricoh printer was a revelation, quick, quiet, quality prints and most importantly no issues.

The whole process of purchasing was easy and informative and the installation went very smoothly. All in all a great product combined with great service. I wouldn't hesitate to recommend you guys in the future.”

**Gareth Jones, Marketing Manager, Saint Arnold Pubs & Restaurants**



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**Malcolm Clarke, Finance Director, County Linen**



**Get in touch with EBM Ltd to find out more**

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