

A new approach to cost savings provides substantial benefits

When significant parts of B&CE's print and copy fleet started coming up for renewal, Danwood was already in the running. At that time they provided some of B&CE's photocopiers, and had impressed with their attention to detail. Danwood suggested that rather than simply replacing the devices like for like, B&CE could leverage big savings and efficiency improvements with a fully networked solution. They proved true to their promise.

"We recognised the need to improve workflow, efficiency and minimise costs and put a project in place to implement an effective print strategy."

Rick Cole, IT Manager, B&CE



"In the past when we were 1800 pages into a 2000 page document a printer malfunctioned. It wouldn't let us resume the job, so it had to be restarted from page one! We are literally **saving thousands of pieces of paper** now."

Rick Cole, IT Manager, B&CE

Problems at a glance

- Fleet of 54 aging devices experiencing increasing breakdowns
- Many devices without service contract support
- Lengthy call out times resulting in expensive downtime
- Increasing demand on IT time and resources
- Multiple invoices to process
- Expensive consumable costs and storage requirements
- Large print jobs having to be outsourced at additional cost

Solution summary

- A mixture of new and existing devices rationalised into one contract
- A fully managed print service covering consumables and service
- Fixed cost per page agreement
- Four hour on site engineer response

Benefits and results

- Single supplier quarterly invoice means reduced admin
- Fleet rationalised by 48%
- 100% of devices covered by the service agreement
- Reduced paper wastage
- Reduced operating costs
- Improved productivity and efficiency
- In-house functionality so no need to outsource large print jobs

The key issues

B&CE's efforts to operate their business efficiently were being compromised by the inefficiency of their print fleet.

B&CE had 54 devices of varying models, mostly without service contracts, with some over five years old. Faults and breakdowns were a costly problem and had an obvious impact on productivity. As well as lacking reliability, the print fleet failed to match demand. Then there were the wide ranging consumables requirements and wasted time dealing with multiple invoices. Ordering from many sources was expensive; and ordering in bulk led to storage issues.

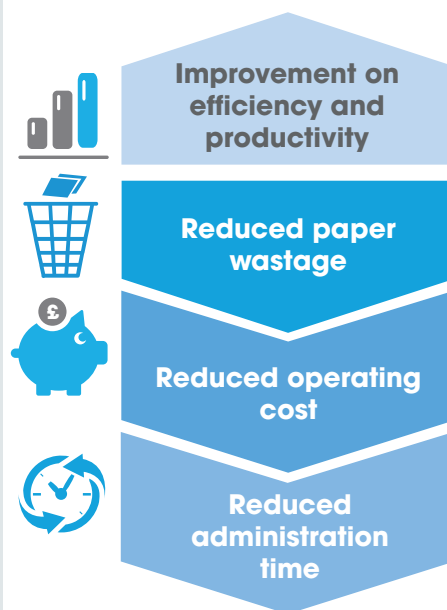
How Danwood helped

Danwood identified a number of drivers to enhance B&CE's print potential. Foremost among their recommendations was a fully managed print solution. This immediately reassured B&CE as every device – including the newer legacy devices – would be fully covered by a responsive service contract, thus freeing up IT and Facilities to devote their time to other projects.

The first step was to rationalise the fleet so Danwood suggested 10 new Samsung laser printers whilst keeping 10 existing HP laser printers, 4 Sharp MFDs and 4 Sharp large production printers. This gave B&CE optimum capacity whilst reducing capital expenditure and consumable costs.

But Danwood's solution didn't just confront the issue of cost – it addressed usage too. Larger capacity Sharp production devices with bigger print trays and better sorting capability were provided for large scale prints, eliminating the need for expensive outsourcing of larger print jobs.

B&CE is enjoying a whole new approach to print with its faster, more reliable devices, increased capacity and additional functionality. Duplex settings are saving paper and having a single supplier invoice covering everything has reduced admin. Finally, bringing bulk printing back in-house has had a significant cost reduction.



“We'll go on reviewing the contract (as we have been) every quarter to ensure we go on making **productivity and efficiency improvements.**”

Rick Cole, IT Manager, B&CE

About Danwood

Danwood is the largest independent provider of print and document management solutions in Europe.

With a network of branches throughout the UK and Ireland, Danwood have industry leading service back up and support for your business. With over 400 technical consultants and engineers all over the country a working relationship with Danwood means choosing informed, knowledgeable and independent advice first time, every time.

- Full consultancy services to ensure you select the best solution for your organisation
- Fully supported deployment – with minimum disruption to your operations
- Training to suit the needs of your staff
- Project management throughout the implementation lifecycle
- Support services you can rely on – as and when you need us

Talk to us about the challenges you're facing, and let's discuss the options available to make your life easier.

For more information on how Danwood can help you please call us on **0800 597 5555** or alternatively email: mail@danwood.co.uk

About B&CE

Established in 1942, B&CE has risen to become the UK's largest provider of financial benefits to construction industry workers. Its primary goal is to improve the financial security of construction employers and employees. B&CE works with employers to implement an attractive benefits plan that helps attract and retain the best people. These are designed to safeguard the long-term future of industry workers through benefits now, and in the long term.

The company has a substantial print and copy requirement and depends on a reliable infrastructure to ensure continuity of service.

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