

Frankham Consultancy Group Case Study

Frankham Consultancy Group Limited is one of the largest consultancies operating in the South of England. The business covers numerous sectors including commercial and retail, government, housing, education, transport and health. This in turn produces significant amounts of printed and copied literature, ranging from site plans, tenders and educational brochures to environmental studies. These often require a lengthy process of colour scanning, copying and printing.

Previously at Frankhams, each office used various different types of machines from numerous manufacturers. This posed problems when ordering toners due to the variety of model numbers. This also meant that there was 'dead' money sitting on the shelf as well as a number of different invoices which were difficult to allocate equated costs to.

This, in turn, was challenging to store, buy and distribute the vast quantities of toners and maintenance kits to the end users. Indeed, as Frankhams have four offices in the South East they felt they needed a document strategy.

Vicky Matthews, Head of Finance says "Since we have worked alongside Image Runner we have simplified and reduced the number of 'model' types, thereby reducing the number of cartridges we keep on the shelf. Before, I had to shop around for the best prices for toners. Image Runner supply all the toners we need within our inclusive package which makes life so much easier. It also means there is less paperwork as there is only one invoice".

The Brief

- Deliver a fixed quarterly cost, a total solution incorporating new equipment, complete with all toners, maintenance and service.
- Take over any existing service on all wide format plotting devices.
- Have one point of contact or dedicated account manager.
- Significantly reduce current costs.

The Solution

After closely working with the I.T. department and Vicky Matthews, Head of Finance, Image Runner recommended 7 Ricoh multifunctional devices, 3 Konica Develop multifunctional devices and 21 Samsung multifunctional printers. After 2 short visits to each of their 4 offices, all equipment was installed and networked.



Benefits

Time management: As all toners are supplied by Image Runner as part of the inclusive package, no time is wasted on looking up costs and suppliers.

Cost savings: After carrying out a total audit, Frankhams, as well as improving their in-house strategy we were able to make a significant saving. This figure equated to in excess of £8000 per annum.

