

“BOULTING GROUP  
DISCOVERS SAVINGS OF  
£120,000 ANNUALLY WITH  
KONICA MINOLTA”



**DISCOVER**

## DELIVERING COST SAVINGS AND CONTROL TO BOULTING GROUP

### EXECUTIVE SUMMARY

Boulting Group is a leading supplier of multi-disciplined engineering solutions that provide customers with innovative design and engineering excellence. By working in partnership with Konica Minolta to streamline processes such as printing, copying and scanning, the organisation is experiencing cost savings of £120,000 annually, has greater control over its print fleet and is driving increased levels of employee productivity.

### CHALLENGES

Boulting Group's legacy print and scanning solution was expensive, unreliable and time consuming for staff to manage. The company required a fully managed print infrastructure to gain complete visibility and control over performance, streamline processes and reduce costs.

- Equipment was expensive but often malfunctioned; problems also included paper jams and slow processing speeds
- Excessive staff time was focused on simple tasks such as printing, copying and scanning
- Boulting Group needed to reduce waste and increase document security. There was no solution in place for secure print release to protect sensitive information, for example
- Uncollected print jobs were resulting in increased paper wastage
- Systems were time consuming and unmanageable without technical support

### SOLUTIONS

First steps were to implement the Konica Minolta 'Discovery' process conducting interviews, assessing all sites and establishing requirements. The assessment enabled Konica Minolta to truly understand the company's processes so they were able to provide a solution fit for purpose. The team assessed volume, document types, document creation, distribution, storage, scanning workflows, the printing process and levels of waste. Konica Minolta was awarded the contract after demonstrating how an Optimised Print Services maximizes efficiency, improves workflow, speed up business processes and increase productivity.

- Print fleet and software was standardised
- Controls were put in place to maximize efficiency; default b/w, duplex printing
- Improving workflow automatically sped up business process and increased productivity.
- The managed print solution also provides ongoing governance, management throughout the contract term, delivering continuous transparency and control over expenditure.

## BENEFITS, RESULTS, ROI, FUTURE

The implementation was undertaken in just one week, with minimal disruption to the business. Since working with Konica Minolta, Boulting Group has realised significant productivity and cost savings.

The new solution is enabling employees to conduct everyday business processes faster and more efficiently. For example, simplifying procurement from an ad-hoc, multi-vendor buying model to a single point of contact with ongoing management of the print infrastructure has delivered visibility and control over total spend for the first time.

Moreover, the central point of contact ensures any issues or concerns are raised straightaway and resolved quickly.

The adoption of a fully managed solution has also led to a significant reduction in the number of print-related ticketing requests in the in-house IT helpdesk. In parallel, Boulting Group benefits from a faster response rate to service, and an automated toner replenishment process alleviates the burden of replacing consumables.

Boulting Group has also benefitted from regular updates and weekly meetings with Konica Minolta. Regular review meetings and ongoing management and monitoring will ensure it continues to achieve significant cost savings and productivity gains across the contract term.

## GET SET TO DISCOVER THE FUTURE

### ASSESSMENT

Our certified experts conduct rigorous analysis of your business processes and requirements, surfacing opportunities for cost savings, increased efficiency, improved compliance and enhanced security.

### OPTIMISE

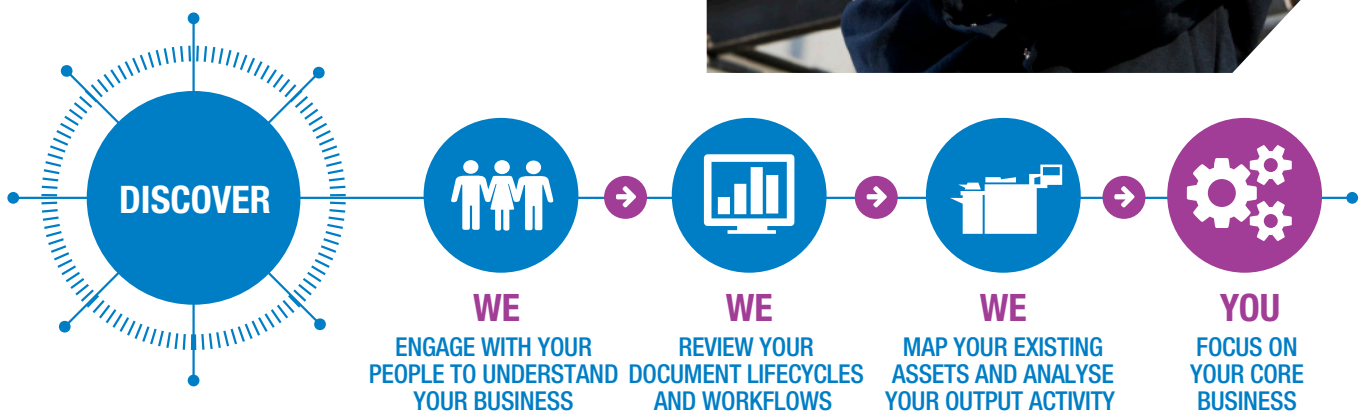
We work with you to design and deploy a modern, efficient document management infrastructure. One that combines dedicated project management, change management and training—all tailored to your unique needs.

### MANAGEMENT

Innovation and improvement are the watchwords of the Discovery Service. Trusted Konica Minolta experts partner with you on opportunities for continuous improvement—from improved reporting and SLA monitoring, to remote management and workflow automation.



“DISCOVER A SMART, AGILE WORKPLACE”



**BOULTING**