

### At a Glance

- **£600k - 45%** saving over 5 years
- Lease-free period of 2 years
- Improved business process

### Client Challenge

The client is a leading media and communications company, headquartered in London with a global network of offices servicing clients worldwide.

The client needed to improve print services and deliver the first class service that is expected in the creative industry.

The project team had to:

- improve colour calibration
- streamline the number of machines without affecting the user experience
- upgrade all of the machines without huge capital outlay
- enable greater print capability in house, to reduce outsourced print costs
- increase print security on certain machines
- enable accurate onward billing of print jobs to clients

### Solution

Turnstone was deployed to identify the technologies that could be employed in-house and to select the most suitable supplier to deliver those.

A full tender process was adopted, including RFI, RFP, Proof of Concept and final negotiations to achieve a satisfactory final contract. The Project included the following steps:

1. Identifying, prioritising and shaping the client's needs into formal requirements to ensure comparable supplier responses
2. Communicating closely with all stakeholders throughout the process
3. Liaising with the finance staff to ensure that commercial aspects matched budget requirements

### Outcomes

#### Commercial benefits

- Hardware refresh
- Full colour calibration
- Reduced cost of printing with the use of Uniflow and follow me printing
- Purchase and disposal of old hardware by vendor at no further cost
- Improved technology and business process integration
- Low effort for the client - Turnstone dealt with the vendors and most of the workload

*"We work in an industry that is very much concerned with how things look and our print service was holding us back.*

*Turnstone helped us to select a supplier who could meet our requirements of colour management, improved functionality and quality output whilst significantly reducing our annual costs."*

**Head of IT**

#### Cost savings

- £600k - 45% saving over 5 years
- Lease-free period of 2 years