

TOSHIBA



SUCCESS STORY

Toshiba Managed Document Services constructs the perfect print solution for SPIE Matthew Hall

With a history dating back to 1848, SPIE Matthew Hall is a leading UK building services and facilities management company. Operating from a UK branch network incorporating Edinburgh, Glasgow, Darlington, Manchester, Birmingham, Solihull, London, Heathrow, Bristol and Cardiff, it provides a range of multi-technical and support services from mechanical and electrical design, installation and commissioning, to longterm maintenance and facilities management.

Customer: SPIE Matthew Hall
Country: United Kingdom
Industry: Facilities Management



THE CHALLENGE

SPIE Matthew Hall were facing increased costs from their existing print fleet and increasingly complex document management with drawings, bid documents and reports being produced on a large scale. They also have a number of project sites which change on a regular basis, they need a print solution which has the ability to react quickly to these changes. With storage and availability of devices essential to provide best-in-class services they are known for; SPIE Matthew Hall need a print fleet which is flexible and easily accessible.

THE SOLUTION

Toshiba Managed Document Services (MDS) is responsible for SPIE Matthew Hall's print facilities across its entire portfolio of fixed and project sites. To gauge SPIE Matthew Hall's patterns of behaviour, the Toshiba MDS project team carried out detailed assessments alongside a series of interviews with stakeholder groups from different departments. The team could then accurately assess critical documents and processes. Once this data had been collated and analysed a bespoke corporate policy was devised and a clear plan of action outlined. Based on the assessment Toshiba then recommended an innovative mix of monochrome and colour printers and MFPs, wide format printers and industry-leading solutions.

Ben Gaston, Toshiba Managed Services' Sales Manager commented, "Because SPIE Matthew Hall has a number of project sites that change on a regular basis we need to be able to react quickly to their needs. Therefore, by keeping the previously used machines we have created a ready-made fleet that we use to make sure printers and copiers are always available."

THE RESULT

This has helped the company decrease costs by tracking usage patterns for staff, meaning it can manage cost recovery from printing and copying more effectively.

The machines are also configured with Toshiba Re-Rite OCR software. This can convert a scan of any fixed hard copy original into a number of electronic formats so it makes work quicker, easier and more accurate with Toshiba e-STUDIO MFPs.

Further, SPIE Matthew Hall is extremely proud of its energy saving and carbon reduction credentials. By using Toshiba's MFPs they are able to operate an entirely carbon zero print environment.

Paul Smith-Allen, SPIE Matthew Hall's Head of IT commented, 'It is refreshing to be able to work with a company that shares our determination to reduce carbon emissions wherever possible. The fact that we can operate an environmentally friendly print operation is only possible due to the ability of Toshiba to implement successful initiatives such as its Carbon Zero scheme and for this it should be applauded. We are now working with Toshiba on extending our agreement into our sister company SPIE WHS.'

Toshiba Tec Corporation
Printing Solution Business Group
E-Mail: TEC-ADS@ml.toshibatec.co.jp
FAX: +81-3-6684-4008
Website: www.toshibatec.com/