

Supply Direct Limited enjoy a massive **40%** reduction on their copying and printing costs with Quadtronix

CALL FREE ON 0800 252 282

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Mr. Damian Bell, Managing Director of Sales & Marketing at Supply Direct Limited speaks about his experience with Quadtronix:

"I knew we had outgrown our Kyocera KM-2530 copier. Although it had been reliable and ideal when originally installed, now printing at only 25 pages per minute black & white it wasn't keeping up our increasing print volume.

Also we had an HP laserjet printer for colour printing and there was absolutely no way of telling how much this was costing. Both products had been supplied by a different company and were serviced by another, consumables were provided by yet another! I guessed that a fair amount of admin time was being wasted managing the consumable, maintenance, invoicing and callouts required but I wasn't sure how to calculate how much.

I continually read advertisements from companies quoting massive savings to be had on printing and copying costs due to high Total Cost of Ownership but I wasn't entirely sure whether this applied to my organisation's situation or even if they were true.

We then received a quotation from a company who recommended that we replace the KM-2530 with a Canon iR 3225, a new model but still a black & white machine. The quotation was higher than I envisaged but I still had reservations about retaining the HP 8500 due to the high consumable costs.

I decided to get a second opinion and contacted Quadtronix. Chris Rumble arranged to meet me at my office and I soon realised that he was very experienced in his field and had obviously dealt with companies in my situation. He asked about our requirements, took meter readings, looked at invoices and spoke to my staff. He analysed everything and verbally provided the Total Cost of Ownership (TCO) of my products.



Chris then recommended that we replace both our products with a Canon iRC 2880i multifunctional device, which would provide us with both black and white and colour printing, duplex and would be networked. This product had cost-effective colour printing whereby it would detect which pages contain colour and then print accordingly. So when colour isn't required, you pay only for black and white prints.

I received a detailed written quotation confirming everything Chris has explained. The machine was ordered, installed, the old equipment removed, my staff trained all within 14 days. I now have one point of contact for servicing, supplies and any problems. I receive one detailed invoice per month, the machine does what Chris said it would and I am more than happy.

I would have no hesitation in recommending Quadtronix. I was sceptical as I am sure other people are. My advise is just go for it., contact Quadtronix, ask for a Free Print Audit and see how much better off you could be."



Chris Rumble,
Quadtronix Sales Manager

**IF YOU WANT TO REDUCE COSTS AND IMPROVE EFFICIENCY,
CALL 0800 252 282 NOW TO ARRANGE YOUR FREE PRINT AUDIT.
WHAT HAVE YOU GOT TO LOSE?**