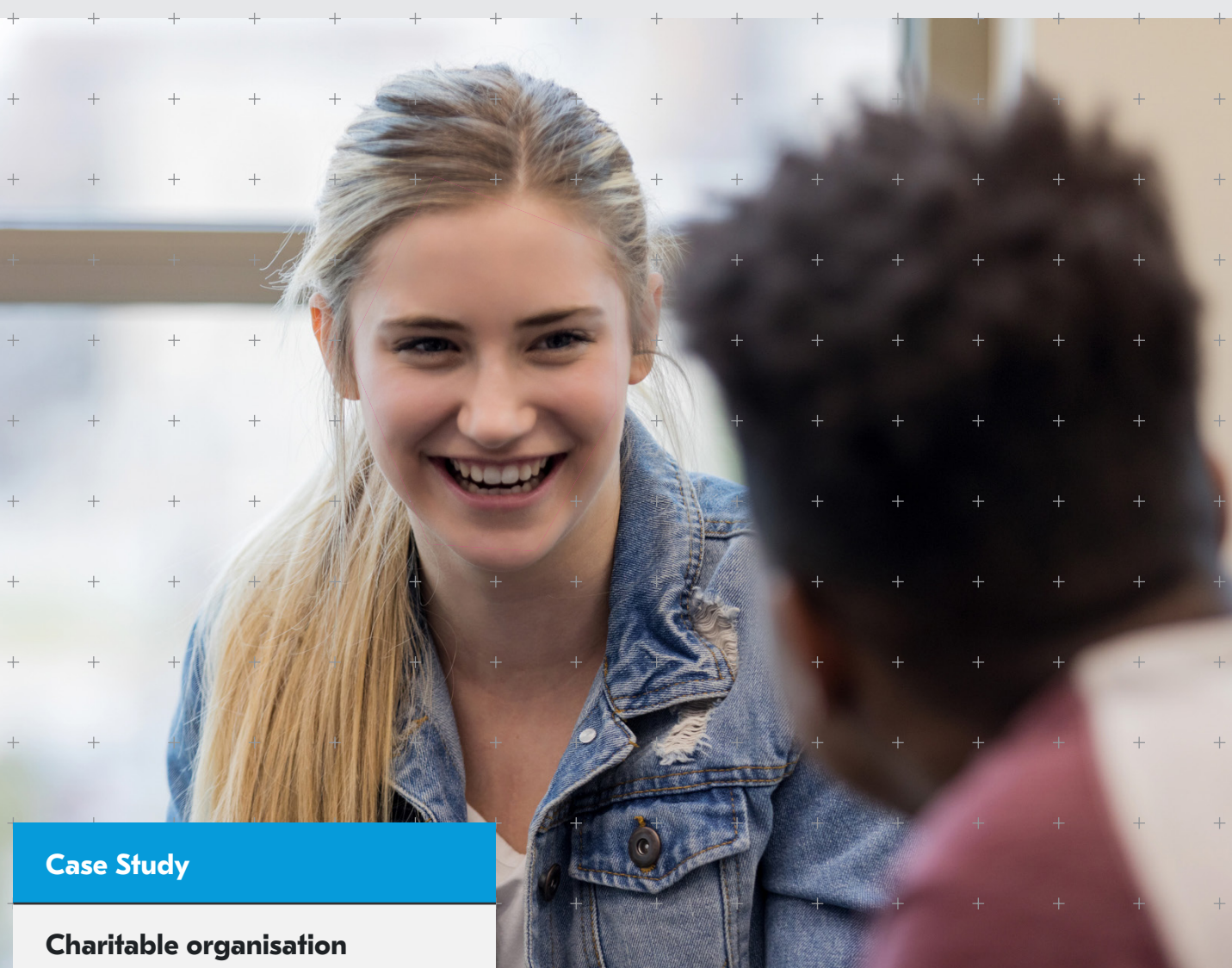




# Lending Dean & Cauvin Young People's Trust a helping hand.

With reliable new managed print solution.



**Case Study**

**Charitable organisation**



## Key points

- Annodata's managed print service delivers a 20% reduction in print costs for the Trust.
- Print management software from PaperCut provides improvements in security and reduces page prints by 15%.
- Ultra-reliable BLI-award winning printers from Kyocera improve the Trust's operational efficiency.



## About Dean & Cauvin Young People's Trust

Established in 1733, Dean & Cauvin Young People's Trust provides a range of support services to disadvantaged young people in Edinburgh, helping them fulfil their potential regardless of their life experiences. The charity offers a range of supported residential placements and

single supported tenancies to young people between the ages of 15 and 21, with dedicated courses designed to improve their life skills.

## The challenge

The Trust relies heavily on its printers for its day-to-day operations, printing staff schedules and reports, lesson plans and training packs for the young people it looks after, together with a range of materials to support its marketing activities. Indeed, despite its relatively small size, the Trust prints around 200,000 pages annually and its printers are critical to the smooth running of the charity.

However, the Trust's ageing printer fleet, which consisted of a mixture of multi-functional printers (MFPs) and desktop printers spread throughout its head office and residential facilities, was getting in the way of daily operations. Regular device faults hit productivity, a lack of functionality slowed down the rate at which staff could get things done and the printers were becoming increasingly costly to maintain.

With its print support contract coming to an end, the Dean & Cauvin Trust was keen to take the opportunity to invest in a new, more cost-effective and reliable solution. George

Jose, the Finance Manager at the Trust, explained: "As a charity, we have a duty to spend our money wisely and are always looking for new ways to improve our efficiency. We decided to reassess our print estate as part of this efficiency drive, and it became clear that by changing suppliers we could cut our bills, while improving the reliability and quality of our printers.

"At the same time, we produce a wide range of marketing materials, the printing of which we have historically outsourced to a local provider at a considerable cost. We wanted to bring this function back in-house to deliver further savings," he continued.



## The Annodata solution

The Trust turned to Annodata to see what could be done and, after a comprehensive audit, a new solution was proposed that could meet the Trust's print requirements. Annodata rationalised the fleet down, replacing ageing devices with Kyocera's highly-reliable award winning MFPs, including a large 80 page-per-minute device with an EFI Fiery controller.

The Annodata solution included print management software from PaperCut on all of the devices, providing the Trust with vastly-improved control and visibility over its print activity.

The follow-me printing feature of the software means that prints are only released when staff input their personal printing codes, helping to cut down on waste and improve the security of documents.

Importantly, the solution is supported with a rock-solid service-level agreement (SLA). Should a device ever break down, one of Annodata's engineers will be on site within a minimum of four hours, ensuring service continuity.

## The results

The measures taken to revamp the Trust's print estate has led to a significant reduction in print expenditure and their carbon footprint. Thanks to the installation of the new devices and software, the number of pages printed annually has reduced by 15% and the Trust is now saving £5,000 a year, equating to 20% of its overall print expenditure.

PaperCut has not only reduced the number of pages printed, but has also provided the assurance that personal documents regarding the vulnerable young people in their care will not be left lying around on printers.

George elaborated on the benefits of the solution and the charity's partnership with Annodata: "Annodata's new print solution has made a significant difference to how we operate and has enabled staff to focus on our core mission, rather than on trouble-shooting print devices. The reduction in our print costs and having the ability to produce our marketing content in-house has meant that we have been able to invest this additional money into areas that will be of benefit to the young people in our care. This includes using helping fund a new kitchen at one of our properties."

**"Having worked with Annodata for a number of years, they've become a trusted partner for us and we look forward to working closely with them as we take the organisation forward."**

George Jose, Finance Manager

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