



# Pinsent Masons

## Pinsent Masons

### Giving Altodigital the 'Green Light' to supply its fleet across all UK offices. Savings across UK print landscape - green credentials achieved

Pinsent Masons' office network includes the major international business and financial centres of London, Munich, Paris, Dubai, Beijing, Shanghai, Hong Kong and Singapore and the key business centres in the UK.

#### THE CHALLENGE

Altodigital, the leading independent supplier of digital print and document solutions to businesses across the UK, won a tender to supply Pinsent Masons LLP with Ricoh multifunction devices (MFDs) across all of the firm's UK offices.

Pinsent Masons ranks among the top 20 law firms in the UK, with headquarters in London and regional offices in the key UK economic centres of Birmingham, Edinburgh, Glasgow, Leeds and Manchester.

#### CLIENT PROFILE

Pinsent Masons is an established, full service law firm with international reach. The firm has a reputation for delivering both world-class service quality and excellent value, providing a full range of corporate, financial and commercial legal services to major UK and international corporations, institutions and public bodies. The firm has over 350 partners, a total legal team of around 1,500 and more than 2,500 staff.

#### WEBSITE

[www.pinsentmasons.com](http://www.pinsentmasons.com)

"Working with our support teams, Altodigital helped us to streamline our print operation by reducing the number of devices to a more manageable level. Not only do we now have a print fleet that is more economical to run, we also have a bespoke software solution in place that enables our people to securely print documents when they travel to different offices across the UK."

ALLAN CLARK  
Facilities Manager,  
Pinsent Masons



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## SOLUTION & BENEFITS

Due to the nature of a law firms' operations, a great deal of printed material is produced each year by partners, lawyers and associated support staff. Central to the account win was Altodigital's ability to provide bespoke and remote monitoring software, enabling staff to be able to securely retrieve documents from office locations across the UK.

Before Altodigital audited the companies existing print provision, the firm had a mix of 475 Lexmark and HP printer and copier devices located at different UK offices. Post the audit, Altodigital recommended a reduction in units to 166 multi-functional devices (MFDs), which not only increased the firm's ability to support staff, but also reduced year on year costs.

The reduction in installed units and the power and toner saving features employed by the new Ricoh MFDs also means that the firm is able to realise upon its green credentials, by showing an annual overall reduction in wastage and power consumption.

Allan Clark, Facilities Manager at Pinsent Masons explains, "We found ourselves in a position where we had numerous printers and copiers from multiple brands that had a mix of consumables and support requirements across all of our offices. Working with our support teams, Altodigital helped us to streamline our print operation by reducing the number of devices to a more manageable level. Not only do we now have a print fleet that is more economical to run, we also have a bespoke software solution in place that enables our people to securely print documents when they travel to different offices across the UK."

Tim Hubbard, Altodigital Regional Sales Director continues: "As a company we specialise in assisting businesses and the public sector to reduce costs and also claim back control of their print fleet. Pinsent Masons presented us with some unique challenges, as a leading law firm, they had very specific requirements around security and safety of printed documentation.

Being an internationally 'mobile' law firm with partners active across the UK, another challenge we had to overcome was that partners and key staff had a desire to be able to print documents from whatever office they were visiting, something we resolved for them with our 'Follow Me' print software offering. We were also very pleased to enable cost savings and a reduction in consumables and power usage and to achieve against the green credentials set for us by the Pinsent Masons' procurement team." Ricoh MFDs and software solutions are now installed within Pinsent Masons offices across the UK.

### SUPPLIERS OF:



### FOR MORE INFORMATION

Established for over 35 years, we have focused exclusively on providing unbeatable office technology solutions, and although we are a truly national operation, our success has been forged around our unique network of local offices providing on-the-spot response, rapport and reliability.



Altodigital has offices all over the country. Call us and see what we can do for your business.

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