



## Higgs & Sons

# Altodigital counsel Higgs & Sons with dedicated print solutions

Reduced costs and a lower environmental footprint  
for leading West Midlands Solicitors firm.

### THE CHALLENGE

Merging two offices into one new prestige office meant the need for new equipment to service the various legal teams and support staff. Due to the nature of the firm's business operations, paper is used in large quantities by the law firm as hardcopy documents are stored in client files. If managed incorrectly there is a huge potential for a great deal of waste paper to be generated - which is inefficient, costly and has a negative environmental impact. The firm also recognised its duties under the Data Protection Act to ensure data was properly deleted from any MFD hard drive.

Higgs & Sons recognised this as an ongoing issue and tasked Altodigital with recommending a better way of working that would mitigate escalating costs. Altodigital decided on a comprehensive audit of the organisations print fleet to target the brief set for them. It was soon recognised that a new print solution would be the best course of action that would not only meet their working requirements, but would also fulfil the requirement to reduce the firm's overall carbon footprint.

Beyond the installation of more modern machines to reach the firm's business goals, Higgs & Sons also sought to use remote print management software to reduce the burden of staff having to monitor and manage their daily paper use and to enable the organisation to keep track of overall print output.

### CLIENT PROFILE

Higgs & Sons are a solicitors firm based in Brierley Hill in the West Midlands. The firm was formed 136 years ago and prides itself on its commitment to client service, technical excellence and understanding of all legal matters.

### LOCATION

Brierley Hill, West Midlands.

### KEY TECHNOLOGY

Ricoh MFDs for printing and scanning, Equitrac Print Management software, Remote software and HDD encryption.

### KEY BENEFITS

Reduced printing costs, reduced carbon footprint ensuring Data Protection compliance.

### WEBSITE

[www.higgsandsons.co.uk](http://www.higgsandsons.co.uk)

"We are committed to reducing our overall impact on the environment through both energy consumption and the amount of waste paper produced. As a business we recognise that we do produce volumes of printed material due to the nature of our business. Many of our legal cases demand a huge amount of paper and audit trails."

JOHN SMITH  
Practice Manager  
at Higgs & Sons



## THE SOLUTION

Altodigital and Higgs & Sons have a long standing relationship going back to 1997. It was therefore a natural choice for the solicitors to turn to Altodigital to provide them with the necessary equipment for their prestigious new office. Robert Brookes, Senior Account Manager at Altodigital commented,

“Altodigital has provided Higgs & Sons with a number of photocopiers, printers and fax machines over the past 14 years, so we were delighted to help them meet the needs of their new office. We were able to do this by installing a number of Ricoh multifunctional devices all of which are connected to the firm’s network.”

The need to address the business issues of reducing carbon footprint, reducing costs and ensuring the proper deletion of data led to the use of Ricoh multifunctional mono and colour devices. These units were chosen as they could perform both printing and scanning duties through a single device.

As all machines were linked into the network, Equitrac software was also installed to monitor the performance of each device remotely to ensure maximum uptime across the print network. HDD encryption was also installed to ensure compliance with Data Protection requirements.

## THE BENEFITS

The use of multifunctional devices has drastically reduced the number of machines that needed to be installed at the new office. Rationalising device numbers has led to a significant reduction in Higgs & Sons carbon footprint.

Fewer machines use less energy which also positively impacts consumable costs and the environment. With the installation of Equitrac Print Management, the solicitors can now manage and monitor print usage internally. This offers them the ability to identify inefficiencies and direct output to the most efficient devices. This process ensures that print waste and cost is again drastically reduced, helping Higgs & Sons streamline its printer and copier fleet.

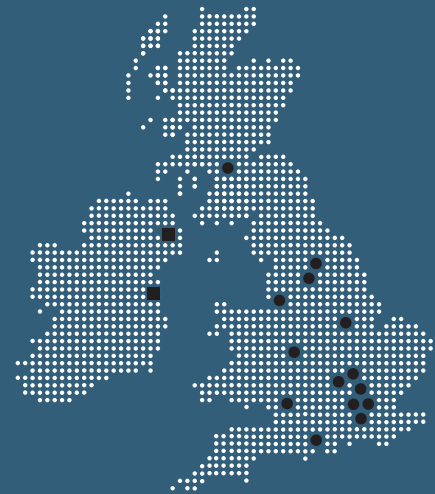
John Smith concluded, “The benefit of installing multifunctional devices alongside print management software is evident in the reduction of waste that is now being produced by our office. We are delighted that Altodigital has been able to aid us in achieving our two overriding key goals, saving on costs and reducing our environmental footprint.”

### 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.

To find out more about Altodigital telephone:

**0345 241 5444**

email:

[learnmore@altodigital.com](mailto:learnmore@altodigital.com)

or visit us at:

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

