



**BUILDING DISTRIBUTION**

## SAINT GOBAIN

# Building quality managed print solutions

### THE CHALLENGE

Along with a large head office based in Coventry, the Saint-Gobain group consists of multiple UK building distribution brands such as Jewson, Graham, Roger Jones, Bassetts, CTD and many more who have branches spread throughout the whole of the UK. It was vital for a standardised solution to be put in place at each branch and office, to enable higher efficiency levels and save on excessive print costs.

With over 10,000 members of staff across the group using print devices, there was limited control over how much employees were printing and whether this was in mono or colour. This had a knock-on effect with the high printing costs spanning across the group.

As part of the existing solution, the multifunctional devices within the retail branches did not have colour capability, which posed a problem when printing POS materials in-house was required. Ad-hoc, smaller colour printers were in use, but extremely expensive to use in such high volumes. It was also necessary to provide the capability to scan in colour – up to this point, all customer plans and internal documents were unable to be shared internally in colour.

This led to a brief for Altodigital to provide a solution that extended affordable colour print availability out to the business, with the ability to control and manage the print expenditure, all in line with the group's print policy on maximising the use of MFPs and to (where possible) remove standalone printers.

## ALTODIGITAL CLIENT CASE STUDY

### CLIENT PROFILE

Saint-Gobain is the world leader in the habitat and construction markets. Its group of companies design manufacture and distribute building and high performance materials, providing innovative solutions to the challenges of growth, energy efficiency and environmental protection. In its 350th year (2015), some of the most successful and well respected UK brands in the construction sector are part of the Saint-Gobain group.

### LOCATION

Head office in Coventry, Warwickshire

### KEY TECHNOLOGY

Ricoh multifunctional devices, Kyocera colour printers, Equitrac print management solutions and Optimise software

### KEY BENEFITS

Reduced print output, standardised costs, 25% cost saving, paper and wastage savings

### WEBSITE

[www.saint-gobain.co.uk](http://www.saint-gobain.co.uk)

“Together with the team, I felt we've achieved above and beyond our original projected results.”

COLIN BAUCKHAM  
Project Delivery Manager



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## THE SOLUTION

Upon appointment, Altodigital completed a detailed audit to ascertain which devices were already being used across the business, the volumes being printed, and the associated costs. Time was also taken to interact with the core team to fully understand their needs and expectations, and to ascertain the most appropriate device to roll out to the branches.

The first step of the roll out was to supply in excess of 1035 new Ricoh multifunctional devices and a number of Kyocera colour printers where necessary, across over 900 sites. A bespoke approach was applied when installing new equipment, as branches were given a choice between an A4 full colour MFD, or an A3 mono MFD with a smaller colour printer if required. Altodigital's fleet management software, Optimise, was installed across the fleet to give Saint-Gobain the ability to track its fleet performance and efficiency levels across all the retail branches and offices. Ensuring that unnecessary costs were avoided and annual print costs were both trackable and reduced.

Also, installed as part of the solution was Equitrac print management and retrieval software. One of the main functions of this software is to create a pull-print environment within the main offices, meaning each print job has to be authorised at the device, reducing the potential for members of staff to print unnecessarily with wasted paper left at the printing station.

The software's 'anytime anywhere' mobility features provide the ability to securely print to a terminal of choice across the business's network, also its ability to manage colour volume control at the branches was a significant driver, as colour costs would no longer be able to escalate.

As part of the managed document service, specific applications were installed on the devices, aimed at improving security and document workflow for the organisation. This included scan-to-mail, and scan-to-file programmes, as well as encrypted hard disks on all scanning and print devices. Intensive user manuals were also supplied to all members of staff to encourage positive print behaviour among the personnel, and to further add to the ease of usability.

Speaking of the solution, Ian Collinson, Facilities and Services at Saint-Gobain Building Distribution said, "With over 950 branches across the UK, it was vital that we chose a supplier who not only had full national service coverage, but could respond to service calls on a timely, efficient manner without disruption to our business – whatever the location. Altodigital have answered this brief and effectively manage our entire print fleet, keeping device downtime to a minimum."

## THE BENEFITS

The move towards a structured managed document service has improved the business's efficiency and overall workflow processes, with the ability to cap all unnecessary printing. Enhanced applications have streamlined scanning processes, in doing so, saving significant man hours.

The issue of variable charging has also been removed, allowing costs to be standardised under one main contract, covering all areas of the print and IT infrastructure, reducing needless administration hours. Automatic toner ordering has also been enabled, reducing the in-house administrative burden, ensuring prompt and accurate billing.

Enlisting the help of Altodigital has enabled Saint-Gobain to meet its initiatives set out in its print policy, helping to reduce excessive printing costs and paper usage. The cost savings have been significant, in a small period of time, with an expected 25 per cent saving.

The streamlining of the initial print fleet has also contributed to huge savings in paper, ink and wasted paper in addition to improved and more robust equipment, with the ability to print double the volume of pages in the same time period. The implementation of Equitrac software ensures enhanced document security for all employees across the network and provides a greener carbon footprint by reducing consumables and paper waste. Optimise fleet management ensures devices on the network are constantly monitored to ensure they are working effectively and are deployed in the right areas of the business.

Colin Bauckham, Project Delivery Manager at Saint-Gobain said, "Our main challenge was to tailor-make a solution that would cater for the varying needs of both the offices and retail branches, while really driving cost savings. Together with the team, I felt we've achieved above and beyond our original projected results."

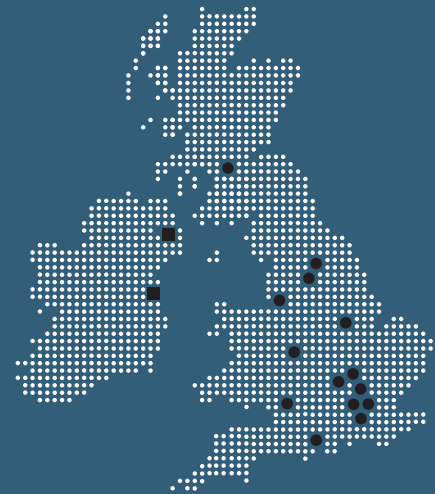
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# ALTODIGITAL CLIENT CASE STUDY

## 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)

