

## Case Study

# NEW CANON DEVICES BOOST BUSINESS PERFORMANCE



## ORGANISATION

Public Sector Organisation with over 5,000 employees across the UK

## INDUSTRY

Public Sector

## LOCATION

United Kingdom

## RELATIONSHIP WITH CANON

Since 2010

## Objectives

- To streamline processes
- Improve quality of output
- Minimise cost of change

## Challenges

Ineffective ways of working from an environmental and process perspective.

## Approach

In-depth research was carried out to build a complete understanding of the customer's business requirements and processes to establish which Canon technology and software solutions fulfilled the site's needs.

## The Canon Solution

- 1 x colour Canon imagePRESS C750
- 2 x colour Canon imagePRESS C810
- 1 x mono Canon varioPRINT 130

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**These Canon machines are built to be work horses. They do what they say on the tin. To have this resilience, capability and sustainability on 13amp is amazing.**

**Production and Resource Manager,  
Public Sector Organisation**

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## Results



**Cost savings** that positively impact the bottom line



**Improved productivity** thanks to the double punch function; jobs are now completed in a few hours instead of nine days



**Improved sustainability results** and reduced carbon footprint



**Improved end-user satisfaction** due to ability to print on a variety of media, including waterproof items

This large public sector organisation located in the UK employs approximately 5,800 service personnel with 1,200 contractors and 300 staff, all of whom are potential users of the organisation's print facility.

**"Before 2010, when we entered into our first contract with Canon, our print facility was more like an office photocopier system,"** says the Production and Resource Manager (PRM). "Today we run a significantly more substantial print room with an average of 3.4 million clicks each year."

The customer's contract with Canon has been renewed twice since 2010. "Even though I know from experience that the **Canon devices really are the leaders in the industry**, they have to prove themselves against all competitors when it comes to renewing contracts," explains the PRM.

"As a public sector organisation, we have to prove that every penny we spend gives value for money. For example, including maintenance and consumables in the click charge, is worth the initial outlay over using older machines. **These Canon devices really are the blue ribbon!**"

## Green Machines

The PRM is also very impressed with the environmental credentials the four Canon devices bring to the print room.

"We very much have a green agenda," he explains. "When I arrived in 2013, our entire print solution was provided on 32amp single phase, which obviously had a large impact on power consumption. We now have a fleet of machines that are solely on 13amp feed, which significantly reduces the amount of electricity we use. Better still, **our mono machine is carbon neutral meaning our fleet is 25% carbon neutral**, which is certainly a step in the right direction."

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**We print documents such as maps, manuals and information booklets. The quality of these documents – which are often printed on waterproof media such as vinyl – are top notch with no errors or illegibility.**

Production and Resource Manager,  
Public Sector Organisation

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## Double Punch Solution Is A Game Changer

In 2020, when this customer took delivery of its new imagePRESS C810 devices with their double punch capability, expectations were high, but – it transpires – not nearly high enough.

**"We invested in these new devices because we knew they were going to transform life in the print room by saving substantial amounts of time, money and energy,"** says the PRM.

"However we didn't appreciate just how absolute the transformation was going to be until we had taken delivery of this wonderful new equipment and received the in-depth training from Canon."

The double punch facility has been a game changer for the PRM and his crew. **Jobs that previously took up to nine days to complete now take only a matter of hours.**

**"The joy of printing on our Canon devices is that not only are they incredibly user friendly and easy to operate, but we know they will deliver precisely what we require time after time, which gives us total peace of mind."**

Production and Resource Manager,  
Public Sector Organisation

**"These imagePRESS colour devices are extraordinary and exceptional on so many levels, not just because of the double punch facility. The quality of the printed output is consistently excellent, very little input into the software is required, they are 13amp, have a double scan facility and the booklet-making capability is second to none."**

Production and Resource Manager, Public Sector Organisation

"The ability to print two documents and hole punch simultaneously saves so much time, especially on the larger jobs," continues the PRM. "Before, we had to guillotine and punch the holes manually. Frustratingly, the hole puncher used to overheat so we had to wait around for it to cool down before we could continue the job. Now we are so much more productive as we simply have to get the machine going and then we are free to get on with something else. All we have to do is guillotine the final product."

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**The icing on the cake is the excellent support from Canon that is only ever a phone call away. We've been so impressed right from the outset when our account manager oversaw the seamless installation.**

Production and Resource Manager,  
Public Sector Organisation

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**We look forward to discussing your requirements**

E: [customer.marketing@cuk.canon.co.uk](mailto:customer.marketing@cuk.canon.co.uk)

T: 0844 892 0810

**Canon**