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Luxury car company Harwoods drives down costs by £30,000 with new printing software

Renowned car dealership Harwoods will save more than £30,000 in back office costs this year, after print specialists SOS Systems introduced new software across its 17 sites in the South East.

The new secure print management software installed across Harwoods' 250 printers, means every member of the 1,000-strong workforce has a personal card to authorise print runs at the machine instead of from their desks, eliminating printing mistakes and significantly improving security as sensitive paperwork can no longer be left on printers.

Using remote reporting, SOS Systems can now record and share details of how many copies have been printed at each dealership – a number that has significantly reduced in the three months since the software was introduced.

Figures to date show total annual savings could easily reach £30,000, with some dealerships having already reduced the number of print jobs by half.

Paul Smith, Group IT Supervisor, Harwoods Group, says: "In any business working with tight margins, it is important to reduce business costs, but I don't think any of us realised quite how much difference could be made with printing.

"We have completely stopped anything being printed by mistake and we are all just a lot more thoughtful about how much we print, which is making a real difference from a cost perspective and also for the environment."

He added: "The SOS Systems team advised us how we could reduce costs, proactively managed the installation and hardware upgrades and the roll-out was the best project I have been involved with from a management perspective in nearly 20 years at Harwoods. The savings we're making speak for themselves."

In addition to reducing the number of copies printed, the new software has made life easier for Harwoods staff who travel to different locations as they can print on any machine using their authorised card.

And because SOS Systems remotely monitor all machines, their technicians replace toners before they run out and replace parts before they break, preventing machine downtime.

SOS Systems Director, Chris Sills, said: “The majority of businesses could make substantial savings when it comes to print, and when you have an operation the size and scale of Harwoods the difference really adds up.

“And it’s not just costs that are being saved. Having secure print software is a huge part of GDPR compliance for businesses that deal with sensitive data, which is why it is more in demand now than ever.”

Harwoods specialises in Audi, Aston Martin, Bentley, Jaguar/Land Rover alongside its newly acquired McLaren franchises.

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Note to editors:

Print and technology specialist SOS Systems recently became Canon UK’s largest single channel solutions provider and is committed to increasing efficiency, reducing risk and saving time and money through digital transformations.

Renowned for passion, proactivity and reliability, the Crawley-based team works with customers in all sectors from across the UK, providing equipment, software and full management of all devices, as well as regular visits and advanced remote monitoring and diagnostics.

The business also works with the Department for International Trade and has clients internationally, particularly Europe, the Middle East, Hong Kong, Singapore and the USA.

SOS Systems is accredited by the British Standards Institute, recently upgrading its certification to ISO 9001:2015 – the highest level available. The team has also achieved Platinum Partner status from Canon, a distinction reserved for those businesses that demonstrate “outstanding dedication, health and continuous year-on-year growth and a high level of expertise, stability and focus.”

For further information, please contact:

Lucy Pitcher or Jason Pritchard at Garnett Keeler PR

Tel: 020 8647 4467

Email: lucy.pitcher@garnettkeeler.com or jason.pritchard@garnettkeeler.com

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