

Call Arena 0844 863 8000

Our four main print partners are

Toshiba

Kyocera

Ricoh

FM Audit

However we are an independent supplier and regularly review the market for the best products.

#### About Arena Group

Arena Group is an award-winning copier, printer, IT and electronic document management business with five offices employing around 130 people across the North of England.

- Sunday Times 100 Best Small Companies to Work For
- Yorkshire's Best Company to Work For
- Winner, British Chamber of Commerce National Award for Excellence in Customer Service 2008
- British Chamber of Commerce National Award for Excellence in People Development 2009

To find out how Arena can help your organisation call **0844 863 8000** to book a free, no obligation, print assessment.



“Arena is probably the best supplier we have.”



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## Your print - our problem

Is print a hidden and uncontrolled cost in your organisation?

“Arena’s new print service has taken out layers of administration and management of printers – freeing people up to focus on their jobs.”

Nicky Knutton,  
Morrish Solicitors LLP



[www.arenagroup.net](http://www.arenagroup.net)

## Print - the hidden costs

Print remains one of the last uncontrolled and hidden costs in an organisation. Many have no idea how much they spend on print, how much they print or indeed how many printers they have.

Arena has done dozens of print audits in schools and businesses.

Here are some key findings

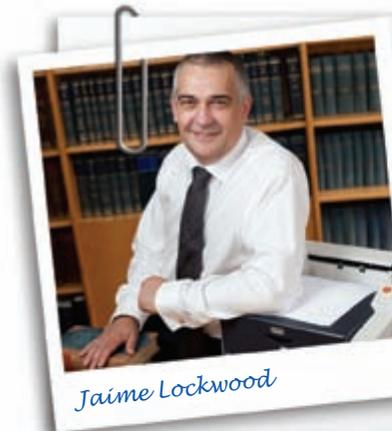
- More than 90% of organisations had no idea how much they spent on print
- A school had stockpiled a wall of toners worth almost £7,000 "in case they ran out"
- A number of businesses had bought cheap desktop printers and had no process in place for sourcing consumables, resorting to internet searches
- An independent school thought they had 39 printers. In fact they had 89 printers
- One business had more than 25 different makes and models among their 93 printers
- A housing association was dealing with 10 different suppliers for printers and consumables

- Schools and businesses were storing old stock for printers that had been thrown out 12 months earlier

**We saved one secondary school £8,000 a year. They had been spending £23,000 a year on print and copy – now it is £15,000**



## Case Study - Morrish Solicitors LLP



*Jaime Lockwood*

**“Arena has made my job easier. Now I don’t have to think about the printers.”**

Jaime Lockwood, IT manager at law firm Morrish Solicitors LLP which employs 100 people across four offices, says, “Print was a bit of a beast.”

Arena’s print audit revealed 20 printers across four sites, making it hard to assess volume of print or control costs. Now a combination of printers and photocopiers deal with the print and copy needs of a busy legal firm.

“Arena worked with us to get the right option for our business, says Jaime.”

“We haven’t had an error and Arena’s machines are greener, faster and more efficient. The new printers have duplex printing which reduces postage, filing and archiving costs.”

### What is Managed Print Service (MPS)?

- The right mix of printers and copiers to meet demands and minimise costs
- Software automatically monitors toners – despatched as needed
- Remote monitoring – engineers at site before you know there is a problem
- Print, copy, imaging into one monthly cost
- Single invoice – no surprise bills
- Can take away old printers and recycle them