



JUST MAKE IT SIMPLE.

OFFICE MACHINES AND MULTIFUNCTIONAL DEVICES

Anyone can ask for prices

When a requirement arises to obtain a photocopier, anyone can send requests to various different companies such as Minolta, Sharp, Xerox, brother, Ricoh, Toshiba, etc. and ask for a price. But how do you know that the photocopiers from each brand are 'fit for purpose' for your organisation?



Who to ask

The first step should be to ensure the equipment you select is 'fit for purpose' today and in the future. This should be done with the help of third party specialist whose only vested interest is that the client selects the correct equipment, regardless of the manufacturer.



Who not to ask

Asking a supplier for advice will not necessarily give you the right answer as the supplier has a vested interest to sell their equipment, which means they will tailor their answer accordingly.



Staying in-house for prices

If your organisation receives its office machine pricing through in-house resources, whilst the individuals may be experienced, it is unlikely they will have the in-depth knowledge of current available equipment, features and options, market information, as well as changes in government regulations. They may also not know the possible opportunities for rebates, cost effective financing and leasing (where relevant) that affect your chance of getting the best possible deal. Choosing the type of agreement and duration is as important as choosing the correct fit for purpose equipment.

The J6 Efficiency Way

We are an independent third party, who works for and represents the client. J6 Efficiency includes a team of third party office machines (photocopiers, franking machines, etc.) specialists who work solely within this sector.

J6 Efficiency take a holistic and comprehensive approach when analysing information. We do it from a 'print to paper' point of view and not from a photocopier point of view when producing the various recommendations to increase efficiency and produce sustainable and continuous savings.

We will meticulously audit each of your locations with the use of a floor plan and identify, for example; individual and departmental requirements; distances; IT and networking; cabling arrangements; and facilities. Our third party specialists will then write a set of specifications to identify the most suitable manufacturer and recommend a fit for purpose, cost effective photocopier solution.

Our experience shows a better than 97% success rate in providing customers with savings of up to 35%.

Furthermore and where applicable, we will arrange to replace old equipment with up-to-date digital technology at no extra cost to the client whilst maintaining the savings.

Where appropriate, we also provide advice on how to reduce the volume of copying in general and the actions that need to be taken. We will ensure that our solution integrates with your overall IT requirements and strategy. And finally, we can help you to get out from an 'evergreen' or any other detrimental and draconian contract, resulting in significant savings.

Points to consider when you look to purchase a photocopier:

- Printing securely of confidential documents
- Budget
- Allocation of costs to departments or individuals
- Multiple locations
- The organisation's IT infrastructure and network
- Operational requirement in organisations with multiple locations
- The added equipment options available to increase efficiency and reduce ongoing cost, etc.
- The amount of desktop printers they operate
- Type of agreement & duration

Photocopiers can also influence the cost of an organisation's external printing and collateral printing costs. Consider variability, types, and material used to ensure the correct equipment is selected.

Also consider ongoing costs such as toners and cartridges, the quality of service, frequency of maintenance, machine utilisation, performances, and charges.

If you **want to know more or would like a second opinion** on how to reduce your office machine and multi-functional device costs, then get in touch.



We are a third party specialist who works 100% on your behalf in an honest, open and transparent way.

Elie Jankelewitz
07801 376 333
elie@j6efficiency.com
www.j6efficiency.com