

CASE STUDY

PAUL SCHOFIELD

WEALTH MANAGEMENT LTD

The situation

Paul Schofield Wealth Management provide high quality personal advice on many aspects of wealth management. And assist businesses in the increasingly complex area of corporate financial planning, providing guidance on pensions, protection for directors, key employees or shareholders, tax reliefs and aspects of exit strategy planning.

Over the last few years Paul's team has grown significantly, and the printing needs of the business has changed. Printing, copying & scanning has increased dramatically and become critical to the success of the operation. But the 100% focus for Paul and his team is looking after the financial requirements of their customers, and not assessing if they have the right printing solution.

Customer objective

Paul asked us to assess their current printing solution and answer the following questions:

- How much is it costing?
- Is it fit for purpose?
- Is there a better solution & why?

Our solution

After providing Paul with a free assessment this is what we found:

- Paul's current solution costs £864 +vat a year (not including the printer cost)
- They have no support if it goes wrong (they end up messing with it themselves)
- They buy another one if it breaks (costing around £150 each time)
- They waste a lot of time sourcing & ordering replacement printer cartridges

And here is our recommendation:

- Replace it with our affordable managed print service (MY Print Service)
- It comes with a 'fit for purpose' printer, guaranteed support & unlimited cartridges
- It provides total cost & service/support certainty, giving you total peace of mind



Paul Schofield, Director

Financial and operational result

Financially, Paul is saving about £700 (70%) a year. When you add together what they spent on replacement printer cartridges & replacement printers. And this doesn't even include wasted time.

The MY Free Printer service is available in a fixed monthly fee (£24.99 +vat) or a discounted annual payment (1 month free). Which provides Paul with certainty of his total printing costs.

But that's only half the story. Operationally, the team has gained much time back (the most precious resource) too. No longer do they have to mess around fixing or replacing printers, and no longer do they have to source and order replacement cartridges. As everything is included, providing certainty of service and support. Leading to total peace of mind and allowing the team to concentrate on the most important thing. Looking after the financial requirements and wealth of their clients.