

# HARWOODS group

## Case study

Harwoods is a renowned luxury car dealership specialising in Audi, Aston Martin, Bentley, Jaguar/ Land Rover and McLaren. The company has 17 sites across the South East including Bramshaw, Croydon and Basingstoke, with a 1,000 strong workforce.

### THE CHALLENGE

For the past 25 years, SOS Systems has provided Harwoods with its entire print infrastructure, including 250 printers across Harwoods sites. Following a review of the current software, SOS Systems identified an opportunity for Harwoods to reduce print costs and errors, as well as being GDPR compliant.

With a number of staff traveling between different locations, there was also a need to reduce the chances of sensitive paperwork being left on printers across the whole estate.

“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.”

## THE SOLUTION

SOS Systems upgraded the managed service across the whole estate by incorporating sophisticated software that has allowed tracking the cost of printing at all dealerships.

With the latest secure print software, staff can now authenticate print runs at any device, at any location through their personalised login card. Staff just need to click file, print and go to any device at any dealership with their card and print off the jobs they need.

Using remote monitoring and 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.

## THE RESULT

The upgrade of software to the secure print system is projected to save £30,000 across the first year alone, with some of the dealerships sights already halving the number of print jobs.

As well as the financial savings, the new software has increased security and improved environmental efficiency. 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.

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."



**REDUCED  
COSTS**



**INCREASED  
SECURITY**



**MINIMISE  
DOWNTIME**



Established in 1985, SOS Systems is a leading provider of print and document management solutions. ISO9001 2000 accredited, we are one of a select few Canon Platinum Partners in the UK. We help customers nationwide achieve their compliance obligations and digital transformation objectives through a portfolio of innovative software and services. From secure print management to e-Signature and Accounts Payable solutions, everything is backed by our Prince2 certified professional services team.

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