



# Case Study

Life Leisure leads the way in fitness with best-in-class Sharp managed print services and multifunction print devices.

Multi-site organisation Life Leisure strives to offer affordable opportunities for fitness from its twelve innovative gynasiums. As a registered charity, remaining competitive and having a clear handle on costs is essential to the future success of the organisation. By implementing leading-edge Sharp multifunction print devices, Life Leisure has seen a massive reduction in running costs and inefficiencies. Coupled with intuitive print management software, Life Leisure staff can now focus efforts on providing a familiar affordable array of services that encourage excellent physical health in their respective local communities.

  
**lifeLEISURE**  
liveFITNESS liveSPORT liveLIFE

**SHARP**  
Be Original.



## The challenge

- Ageing hardware with limited functionality
- Increased breakdowns due to ageing devices
- Staff printing not monitored, spiralling costs

Life Leisure's first problem was limited functionality. Adelle Izzard, Systems Manager at Life Leisure says: "Our mono devices were tired and slowing our basic processes." Stemming from the ageing hardware needing more repairs, Adelle says: "A mounting backlog of prints was taking our reception staff away from customer service, and office staff away from management."

Another problem was waste ink and paper. Adelle says: "As a charity we really need to make every penny count, and with no insight into where waste was taking place, we had no strategy for tackling it." A financial burden, if left unchecked this may have hindered the expansion and growth of the organisation.

## The solution

- Upgrade functionality with innovative Sharp devices
- Comprehensive managed services, reducing downtime
- Intuitive print management software to consolidate costs

Sharp's first solution was to modernise the fleet. Eight full-colour multifunction printers and six Sharp desktop devices were proposed. The new fleet would be fully capable of scanning to email or folder, and document feeders would allow piles of member documents to be scanned at once. Furthermore, the innovative upgraded devices would allow staff to print colour posters in-house, removing the need to outsource.

Lastly by installing print management software in conjunction with the best-in-class Sharp technology, Life Leisure's management team would have sight of their print fleet across all twelve centres. This was proposed to provide valuable

information on who was printing, how they were printing, and where waste was mounting.

## The result

- Increased productivity by upscaling functionality
- Cost savings from waste reduction
- 24/7 operation with Sharp managed print services

Now equipped with multifunction Sharp devices, all twelve Life Leisure centres have had a massive upgrade in functionality. Adelle says: "We have new scanning features that allow any member of the team to scan directly to a company-wide shared server, making work streamlined and collaboration easier."

Sharp's all-inclusive managed print service has also produced efficiencies. Adelle says: "We have no issues, Sharp periodically monitor our devices to proactively prevent breakdowns which is fantastic, it keeps us operational at all times."

Benefits continue to come from the installation of print management software. Built-in secure follow me print release functionality lets staff print to a single print queue, which in turn has brought the charity in line with the General Data Protection Regulation, by only letting employees print out and see their own jobs.

"The software has given the management team total sight of who is printing, which is encouraging responsible printing behaviours and reducing waste because staff are now accountable" says Adelle. "The savings made from that reduction in waste continue to be reinvested into our centres and has contributed to our growth further afield." Life Leisure now has it's eyes set on an exciting venture into Cumbria.

*"It's been almost 10 years that we've partnered with Sharp, and in that entire time I could count issues one hand! They're brilliant."*

*Adelle Izzard, Systems Manager, Life Leisure*