



# Case Study

Newlyn Plc transforms its print strategy with Sharp multifunction and production print devices, increasing productivity.

A national court enforcement agency, Newlyn Plc provides bailiff recovery services to more than 65 local authorities and commercial clients. The organisation requires print to be able to produce legally binding documents as part of the law enforcement process. Basic, dated devices were threatening to impact the turnaround of work by stalling print, so Sharp installed rapid multifunction and production print devices. Since, Newlyn has seen a massive reduction in overheads and running costs, and a huge increase in productivity.



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## The challenge

- **Managing lots of personal printers**
- **Basic devices with minimal functionality**
- **Waiting for mission-critical print runs, stalling business**

The main challenge for Newlyn was the number of devices they had to self-manage. Terry Durrant, Director at Newlyn Plc says: "We had a lot of basic personal printers with high running costs. We weren't really getting what we needed from them, they weren't suitable for the sort of printing we were doing."

Furthermore, the agency prints court bundle packs, which contain legally compliant documents. Terry says: "Bailiffs cannot be dispatched until their court bundles are ready, so we couldn't afford to wait for slow devices, we needed something that could print off these hefty packs at pace."

## The solution

- **Strategically placed, consolidated fleet**
- **Upgrading devices to upscale functionality**
- **Sharp high-volume production printer**

Sharp's first solution was to audit Newlyn's print strategy. It was decided that having lots of basic printers was an ineffective way of utilising print. Sharp wanted to consolidate their basic devices with robust, centrally placed multifunction machines. This would not only upgrade functionality, but also reduce the spiralling running costs of a larger fleet.

Crucially, upgrading functionality would allow staff to scan their paper-based records directly to the company's electronic document management system, streamlining the process and saving time.

Lastly, Sharp proposed the installation of an MX-M1204FK production printer. Capable of outputting black and white documents at a speed of 120 pages per minute, this rapid machine would power through the organisations mission-critical court bundle packs.

## The result

- **Upgraded functionality, cost and time savings**
- **Minimal downtime and increased productivity**
- **Production printer powers through time-sensitive work**

Now enjoying a Sharp-managed fleet of more capable devices, Newlyn has seen savings in both time and money. Terry says: "The new machines are so much quicker. They keep us operational at all times which lets us turn around work quicker for the courts." Because staff can now make use of scanning functions, the daily hassle of printed file storage is eliminated, saving further time.

Sharp's managed print service also takes device management out of the hands of staff, allowing them to focus on their time-sensitive work. Terry says: "Sharp monitors the performance of our machines and remotely diagnose and service any issues, there is minimal downtime."

Lastly, capable of printing 7,200 documents an hour, the Sharp production printer has dramatically improved productivity. "Court bundles are now printed on demand" says Terry, "this allows our enforcement agents to work more efficiently, and nothing gets stalled, its revolutionised the process."

*"Sharp have shaped our print strategy to help us drive our business forward, whilst improving productivity at a reduced cost."*

*Terry Durrant, Director, Newlyn Plc*