

CM Downton Haulage

UK wide distribution and logistics specialists



LOCATION

Gloucester, UK

INDUSTRY

Logistics

SIZE

Large

EMPLOYEES

1,350

SERVICES RENDERED

pMPS Contract
Hardware Improvements
Supplies Management

CHALLENGES

Established and headquartered in Gloucestershire, Downton operates 600 tractor units and 1,800 trailers out of ten major distribution hubs across the UK. Downton's client list includes some of the UK's largest companies across a range of industry sectors including Dyson, Sainsbury's and News International.

Print challenges;

- Time-consuming ink/toner purchases.
- Inflexible and expensive contracts.
- Inefficient use of devices – wrong machine in the wrong environment
- Ageing printer fleet
- Reactive consumables replenishment means running out at the wrong

SOLUTIONS

Downton's fleet consisted of 78 machines of varying make and size, printing 138,076 mono pages per month and 37,130 colour pages per month.

We quickly established that Downton's could drastically reduce their costs through implementing a HP Partner Managed Print Service, even when compared to the aftermarket printer supplies they were currently buying.

How do we do it?

Firstly, we deployed software diagnostics to find all the print devices and calculate their residual value, measure their performance and calculate their costs.

Secondly, we proposed which models to retain and which to replace and finally we managed the deployment of fully tested device, pre-configured with IP addresses.

£250k

SAVED ON
INK/TONER

25%

SAVED ON
HARDWARE

RESULTS

Downton had previously spent on average £6,300 per month on printer supplies, with all support handled internally.

HP replaced 35 printers with new HP MFP devices. Post install we used our unique software to calculate and order which supplies are required for each site. All the cartridges are then shipped in consolidated orders to each location.

CM Downton ended up saving over £40,000 a year, each device used HP's original ink/toner. Over the first contract's length the savings had totalled over £250,000.

With the HP MPS solution now in place, HP provides regular business reviews with print environment data to help identify areas for ongoing improvement. Any maintenance (replacing rollers, device cleaning and firmware upgrades) is covered by HP's technical support.

Compared to their previous expenditure, Downton reduced their ink/toner costs by 26%.

CM Downton Haulage

UK wide distribution and logistics specialists