



Goldsmith Williams Solicitors

PretonSaver™ CASE STUDY



Goldsmith Williams Solicitors reduces its printing costs while improving print management information and Benefiting the Environment



"PretonSaver™ allows us to save money and be Environmentally Responsible at the same time, we appreciate the contribution Preton makes."

Maria Rodman
Administrator Manager,
GWS



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Goldsmith Williams Solicitors

Goldsmith Williams is one of the largest solicitors firms in the UK specialising in property conveyance. With over 20 years of experience in this sector and hundreds of employees, Goldsmith Williams is on the panel of every leading bank, building society and centralised lender. They fully understand the market and provide a fast reliable high quality service to over 20,000 clients a year. The firm is located in prestigious premises in the heart of Liverpool's premier business area close to the Mersey Waterfront.

Business Problem

Committed to modern management methods and the provision of high quality service, Goldsmith Williams have invested heavily in the latest technology and were one of the first firms to be awarded BS5750 Kitemark and ISO 9001 certification. As a solicitor firm, the nature of their daily work requires high volume printing. To ensure high quality printing which meets the needs of their clients and a smooth workflow, Goldsmith Williams uses a large printer fleet, which confronted the firm with the following challenges:

- A consumables budget which increases annually.
- Management has no way of seeing or managing how printers are utilised and find it impossible to accurately determine the cost of printing for each user and printer.
- It is difficult to create and enforce any Corporate Policy on printers.
- An increasing adverse impact on the environment at a time when staff and clients are increasingly environmentally conscious.

Maria Rodman, the firm's administration manager, recognised the above issues and was especially concerned over the magnitude of her consumables budget and the lack of print management information. When Maria was approached by John McDonald the TLS Sales Director [Preton Distributor for UK and Ireland] she decided it was well worth further investigation and decided to set up a full test which would allow them to categorically prove the level of the savings.

The test was conducted at Goldsmith Williams offices in a test environment selected by the firm and the supervision of the IT department. The test clearly indicated that PretonSaver™ could provide Goldsmith Williams with an average 38% toner saving.

Following the successful test, TLS agreed to undertake an extensive trial with Goldsmith Williams and installed the PretonSaver™ software in a number of departments. The exercise was a complete success with average savings exceeding 30% on all current document formats with high quality documentation being produced. Subsequently Goldsmith Williams confirmed the order for PretonSaver™ and distributed the software to its users.

PretonSaver™ has been running at Goldsmith Williams offices for 6 months. Over that period, the firm has printed several hundred thousand pages through the system with an average overall saving of 35%.

Success Case Summary

Goldsmith Williams Solicitors

Industry **Legal**

Number of Users **Hundreds**

Printer Fleet **HP, Brother**

Location **Liverpool, UK**

www.goldsmithwilliams.co.uk

PretonSaver™
Average Savings 35%