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**Canon**

## Case Study

High Speed  
Digital Print Systems

# Greenwich Services Ltd



**Greenwich** was formed in 1996 by an amalgamation of four well established businesses. It advised on Lloyds membership dealing with third party capital and Lloyds syndicates.

Greenwich has been fundamental in enabling individual 'Names' to convert their membership to limited liability corporate status.

The business is involved with property, marine and reinsurance. With an abundance of paperwork to process, the company has looked closely at its processes and chosen technology that would maximize on productivity and efficiency.

Instead of separate copiers and laser printers, Greenwich has opted to install networked digital copier printers which enable a workgroup to share resources thus reducing overheads.

Network administrator Tony Doyle says *"these systems are incredibly fast and reliable and provide a high quality finish. As Falcon's agreement includes toner, we have enjoyed great savings against the price of laser print cartridges."*

*"We used Falcon for copier supply and servicing in one of the company's and when we amalgamated four into one, Falcon was chosen as preferred supplier for the group".*

This was based upon three factors as follows:

- After sales service
- Understanding of our business and requirements
- Competitive pricing with fair contracts.

The next move for Greenwich is to move away from colour printers to a centralized Canon full colour copier printer. Tony says *"the savings on consumables and outsourced printing will comfortably pay for the hardware investment. It will also provide us with much greater flexibility and less waste due to print on demand."*

Greenwich has also solved a major archiving problem with the installation of Canon's document management system - Canon Scanfile 2000.



Account Average  
Response time

2h 17m

Equipment on-site

Canon GP 215 Copier/Printer  
Canon GP 555 Copier / Printer  
Canon DR-5020 Scanner  
Canon CP 660 Colour Printer

Client Since

September 1998

### Contact Details

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