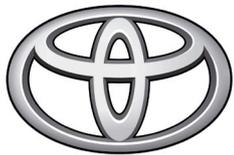




# John Roe Toyota.



**TOYOTA**

## COMPANY NAME

John Roe Toyota

## INDUSTRY

Retail

## FOUNDED

1969

## LOCATION

Yorkshire & Lincolnshire

## WEBSITE

[www.johnroecars.co.uk](http://www.johnroecars.co.uk)

## Peace of mind over document and information security.

### The Company

Since opening the Grimsby dealership in 1969, to this day, John Roe continues to be a family-owned and run business, with Toyota dealerships in Grimsby, Hull and Scunthorpe. The company prides itself on customer service and is a trusted name throughout the region.

### Objective

In an effort to improve office efficiency and reduce spiralling print costs throughout the organisation, John Roe recognised that a reliable, trusted and proven partner was required to introduce a new Canon print fleet. John Roe also recognised the necessity for them to embrace the latest technologies when it comes to print management, in order to regain control of their expenditure on print.

### Challenges

- Need to improve capability of devices
- High cost of cartridge spend
- Lack of control over printing
- No security over printed documents

## RESULTS.



Improved efficiency of print/copy/scan fleet



Consistently high levels of service

John Roe provides their clients with the highest standards of care and service, turning to IT@Spectrum to grow and strive for ways in which they can continuously improve.



## The Solution

IT@Spectrum's solution was to provide John Roe with best-in-class Canon multi-function devices. Not only did this meet their existing print needs, it also addressed their challenges of wanting to increase efficiency and security, control costs, and give them better visibility of how their print is managed and operated.

As part of the overall print solution implemented by IT@Spectrum using industry-leading Canon devices, John Roe now have secure, confidential printing throughout the organisation through aptly placed, centralised devices. Print usage can now be effortlessly controlled and monitored, reducing the overall spend, and allowing them to see a quick return on investment in less than two years. Furthermore, our close account management, remote monitoring of devices and understanding of the customer's needs allows us to provide a high-level sales and support service on an ongoing basis.



Multi-site solution  
across the UK



Closely managed account  
to meet ongoing needs

"Before using IT@Spectrum as our print solution provider we had a multitude of desktop printers and old copiers scattered across the business. These were costing a fortune and draining valuable staff time addressing printing problems. Working with IT@Spectrum has allowed us to improve the facilities available to staff and also reduce the overall cost to the business"