Your Printing Is So Much More Complicated Than It Needs To Be

Documents are how business gets done. Every product sold, every service rendered, every step of every process in every department is documented, which is why document technology is among the most important parts of every business's infrastructure. If it operates efficiently, workflow will flow smoothly. If it doesn't, productivity goes down – and profits right along with it.

Yet for too many companies, print technology is implemented and managed poorly. Why?

Too Many Suppliers, Too Much Complexity

Because companies are constantly evolving – because document processes are continuously changing – printers and scanners tend to be purchased on an as-needed, ad hoc basis. The result is often a wide range of hardware and consumables to maintain, and an unwieldy supplier base to manage. Systems aren't optimized, issues aren't easily resolved, and data security isn't as secure as it should be.

Productivity inefficiencies often include:

- Numerous supplier relationships
- Systems not tailored to business needs
- Components that are not well integrated
- Difficulty managing and ordering toner and other consumables

Additionally, by not working with a primary supplier, companies often miss out on the opportunity to fully leverage supplier expertise, which is usually reserved for suppliers' best customer relationships.

Companies work with as many as 15 technology hardware suppliers

Source: Brother Predictive Assessment Compiler of 100 Businesses, 2022.

11 Reasons to Consolidate Document Technology Suppliers

Streamlining suppliers simplifies everything. Devices are easier to maintain, consumables are easier to manage, and working relationships are both less time-consuming and more productive.

Ideally, primary suppliers will now be better able (and more motivated!) to align document systems with specific needs and workflows. Often this means replacing large, centralized machines with devices for each individual workgroup.

Simplicity

1. Fewer invoices
2. Single point-of-contact
3. Easier relationship management
4. Easier security checks

Service

5. Higher level of service
6. Closer relationship with account manager
7. More closely tailored to your business
8. Easier to fix problems when they occur

Efficiency

9. Bulk-buy savings for toner and other consumables
10. Easier integration across technology hardware
11. Better negotiating power for purchasing