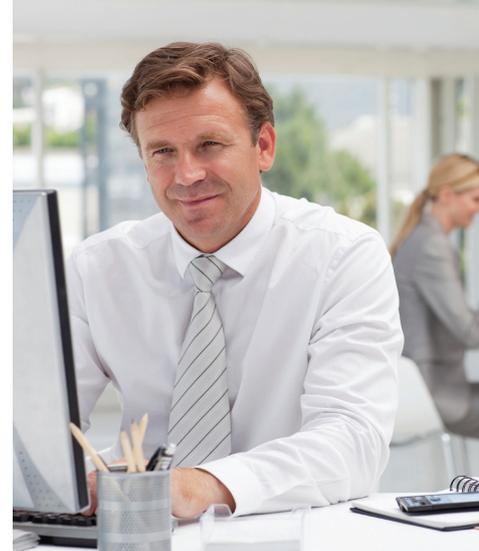# Case Study

ARAG Legal Insurance secures documents, reduces waste, and consolidates costs with Sharp devices and print management.

Operating within a document intensive industry, ARAG Legal Insurance work in close partnership with brokers, insurers and solicitors to offer a full range of pre and post event products and services. The organisation needed to stop wasteful printing behaviours and reduce overheads, whilst ensuring its confidential client documents were secure. Innovative Sharp multifunction devices and intuitive print management software have streamlined the print process, producing cost savings and increasing productivity.

SHARP

Be Original.

The challenge

- Managing many basic devices
- The need for document security
- Reducing costs from wasteful print

An initial challenge for ARAG was the number of devices they were managing unnecessarily. Ian Screen, Projects Manager at ARAG says: "There were so many. They were slow, limited in functionality, and no longer meeting our business needs."

Because of the confidential nature of the organisations documents, ARAG also needed some method of ensuring their prints were safe. Moreover, the overall cost of their existing print environment was proving to be an additional drain on resources. The unreliable devices were producing lots of waste, which was also a burden financially.

The solution

- Consolidating devices to two multifunction photocopiers
- Keeping documents secure with print management
- Introducing PaperCut to also reduce waste

Sharp's first solution was to remove the headache of managing multiple machines by reducing the fleet of basic desktop machines to two MX-3061 multifunction devices. Richer in functionality, these photocopiers would also be Sharp managed, taking device management out of the hands of staff.

Secondly, Sharp proposed the installation of PaperCut print management software with the new machines to make documents secure. FollowMe Print built into PaperCut would only allow employees to see their own jobs by requiring authentication at the device before they're released.

Furthermore, PaperCut would give ARAG's management team complete visibility of the print process, showing them who was printing wastefully. This would allow them to make employees accountable, with a view to encouraging responsible printing behaviours to ultimately reducing waste and saving money.

The result

- Hassle removed with Sharp-managed devices
- Documents locked down and water-tight
- Financial savings made from reduced waste

When speaking about the new Sharp-managed devices, Ian says: "Our employees are much more productive with the new technology. The two identically configured multifunction machines let them collect documents, at their convenience, from either device, reducing bottlenecks. They're proving to be flexible, reliable, and with Sharp monitoring the equipment and replenishing toner, it is seldom offline."

ARAG is also getting benefits from the PaperCut print management software. "Our printers and prints are now totally locked down" says Ian, "staff can rest easy in knowing their job won't be released by the printer until they enter a unique PIN at the device, so confidential data is safe."

Because staff are now made accountable for waste, Ian says: "We've seen a huge reduction in unnecessary printing. This means that we're now saving money by not wasting ink or paper, and we can reinvest that money into other areas of our business."

"Sharp have gone to great lengths to ensure the solution was fully tailored to our needs. We're very pleased!"

Ian Screen, Project Manager, ARAG Legal Insurance

SHARP

Be Original.