



Case Study

The Severfield Group reduces costs and increases mobility with Sharp's intuitive managed print service and innovative visual solutions.

The UK's largest structural steelwork group, Severfield design and build intricate steel infrastructures, with high profile projects including the Gateshead Millennium Bridge and the London Shard. Employing around 1,200 people nationwide, Severfield needed a mobile print solution that could be scaled up and down as the organisation opens and closes construction sites. The firm also wanted to revitalise its Bolton office with tools to enhance meetings and presentations. Sharp has exceeded expectation, providing Severfield with a solution that has consolidated costs, upgraded functionality, and improved mobility.



SHARP
Be Original.



The challenge

- Basic machines draining resources
- The need for print mobility
- Refresh meetings with modern technology

Totally reliant on print for construction processes, the first challenge for Severfield was dated devices struggling to keep up with demand, and draining resources. Exasperating the print issue further, the group needed an entirely mobile print solution, one that could be scaled up or down as new construction sites emerged or ceased operation.

Additionally, Severfield wanted to help make meetings and presentations more engaging at their Bolton office. Using old, clunky flipcharts was becoming an issue, so staff wanted a technology refresh for the office meeting spaces.

The solution

- Innovative, multifunction print devices
- Sharp managed print service for fleet mobility
- Interactive touch screens to improve meetings

Sharp's starting point was a detailed assessment of the existing print environment. By mapping document workflows and recording costs, Sharp could identify where resources were being drained, and proposed replacing basic machines with a range of multifunction devices.

Because Severfield needed mobility, Sharp proposed its comprehensive managed print service. Fully scalable, Sharp would manage the devices, moving them in-line with construction site openings and closures, and adding new devices should the group acquire additional companies.

To help increase meeting engagement at the Bolton office, Sharp proposed the installation of a 70" and 80" BIG PAD. Located in Severfield's meeting spaces, these impressive touch screens devices would encourage collaboration by adding a layer of interaction to presentations.

The result

- Upgraded functionality, at a massively reduced cost
- A highly mobile print solution, increasing productivity
- Meetings more engaging with Sharp BIG PAD

Since Sharp upgraded Severfield's print functionality with multifunction devices, staff are more productive. Intuitive scanning tools automate time-consuming scanning processes. Documents can be scanned in bulk, digitally 'cleaned', annotated, indexed and distributed to any network destination or folder, directly from the printer. And yet, when the costs are compared on a like-for-like basis, the refresh is yielding cost savings of £250,000 for the group.

Furthermore, Sharp now maintains the entire fleet for Severfield, giving the organisation more print flexibility and mobility. Providing the same responsive service support for all sites, including those in Northern Ireland, Sharp proactively monitors the performance of individual machines, automating delivery of toner and recording meter readings. The service can be easily scaled up and down as construction sites open and close.

Lastly, the interactive BIG PADs are helping to make meetings more engaging. The fast and responsive pen-on-paper touch experience lets staff maintain complete control over displayed content, helping them leave a lasting impression with guests.

"Sharp's service is excellent, and we have access to state-of-the-art tools!"

Richard Davies, Group IT Manager, Severfield