



## Case study: Skovby Synshal MPS



**Two new printers and an MPS solution from Brother optimised Skovby Synshal's work and allowed the business to make significant savings.**

### The challenge

Vehicle inspection center, Skovby Synshal, had originally purchased two Brother HL-L3270CDW laser printers. Over time, they became costly to run as the company's print volume increased, and more and more toner cartridges were needed to keep up with its printing needs. It was necessary to purchase new toner cartridges all the time, and they chose to purchase them online as that was the cheapest option. That process was time consuming, frustrating and expensive, so they wanted a simpler, more economic print solution that would make their working day easier and free up resources within the company.

### The solution

The owner of Skovby Synshal, Jens Christian Pedersen, asked Brother to present a better print solution, and soon it became evident that there was a great deal of money to be saved by investing in two larger printers designed to meet their growing printing needs. It was also possible to secure a Brother MPS (Managed Print Services) solution that provides automatic ordering and delivery of consumables.

The investment that these printers represented will, according to calculations, pay for itself in less than a year, mainly due to the lower costs of the MPS solution.

Brother supplied Skovby Synshal with an MPS solution that eliminates any concerns about downtime and transfers monitoring of consumables and servicing to Brother.

Automatic ordering and delivery of toner cartridges means that Skovby Synshal can focus on carrying out more inspections and taking on other assignments.

Skovby Synshal purchased two MFC-L9570CDW all-in-one colour laser printers with colour print, scan, copy and fax features that are both more efficient and eco-friendly.

The MPS solution also comes with Brother's Service Pack, SWAPplus, which is part of the 5 year MPS agreement. This solution provides Skovby Synshal with a 60-month warranty on its printers and includes replacement of all maintenance parts, with no limits on printing, which ensures reliable operation and means that the company no longer has to worry should any issues arise.



Brother all-in-one  
MFC-L9570CDW  
colour laser printer



## The benefits

The combination of an MPS agreement and a SWAPplus Service Pack has meant lower costs, greater efficiency and time savings for Skovby Synshal.

The financial benefit of an MPS solution has proven to be significant as they have saved up to 70% on consumables.

**“We have saved a great deal of money on consumables, so the printers have already paid for themselves. It’s simply fantastic – now everything is cheaper and easier,”**

says Jens Christian Pedersen, owner of Skovby Synshal.

The MPS solution means that there is no longer any administration associated with procuring new consumables. They are delivered at exactly the right time before the old ones need replacing, and it’s a huge relief for Skovby Synshal to be able to avoid the practicalities of dealing with that.

“It’s good to have a couple of eco-friendly printers that can meet our growing printing needs. And it’s simply fantastic that toner cartridges just arrive at the door, meaning we no longer need to spend time checking if the toners levels are running low and remembering to order new cartridges ahead of time,” says Jens Chr. Pedersen.

The solution has also provided another important benefit. The company has seen significant time savings when scanning larger documents to their PCs over the network.

This is something they need to do regularly throughout the day, and the efficient scanner that is built into both of the all-in-one printers can cope with the work much faster than the old printers.

Jens Chr. Pedersen elaborates:

**“Previously we had to stand next to the printer and turn the pages when we scanned documents, but that’s no longer necessary as our printers now have a 2-sided scan function. We simply place the pages in the document feeder and the machine does the rest. It also ensures that the file is sent directly to the folder where it is to be archived, and we do not have to do anything except starting the scanning process. That represents an enormous time saving for us.”**

The increased efficiency has freed up time, enabling Skovby Synshal to perform more inspections each day and deal with other administrative tasks. That’s why they want other vehicle inspection centers to learn about the benefits of examining their print solution more closely and getting a customised MPS agreement. It’s better for your productivity, your finances and the environment – as well as your mood!

## CONTACT US

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