



## Case Study

### The Food and Drink Federation

How installing Papercut with PIN Authentication enhanced compliance and reduced print waste



## Introduction

**The Food and Drink Federation is the voice of the UK food and drink industry, the largest manufacturing sector in the country.**



Employees



Sites

The Food and Drink Federation accounts for 15.7% of the total manufacturing sector by turnover and employ around 400,000 people in the UK across 6,360 businesses.

They help their members operate in an appropriately regulated marketplace to maximise their competitiveness. They communicate their industry's values and concerns to Government, regulators, consumers and the media. They also work in partnership with key players in the food chain to ensure their food is safe and that consumers can have trust in it.

Client:  
The Food and Drink Federation

Website:  
[www.fdf.org.uk](http://www.fdf.org.uk)

Client Industry:  
Food and Drink

What we deliver:  
**Managed Print Service and Papercut with PIN Authentication Solution**

## The Client's Challenge

**According to global technology business Xerox, 87% of employees report that they are not required to enter a passcode before printing from a computer device.**

The Food and Drink Federation had no formal documents strategy in place, making it challenging for management to monitor and control their print fleet.

In addition, the voice of the UK food and drink industry wanted to reduce the amount of paper being wasted by documents that were being printed but not being picked up. Furthermore, management found that confidential documents were being printed and left around, representing a significant risk to the business' security and compliance.

## Key Results

- > **Enhanced compliance by introducing Papercut with PIN Authentication solution**
- > **Introduced a fully managed service across entire print infrastructure**
- > **Reduced amount of paper waste**
- > **Enabled management to have more control over print fleet**





## Our Solution

We assessed the Food and Drink Federation's print infrastructure and our audit revealed that they could benefit from replacing their print fleet with Ethos' Multi-Function Devices (MFDs) and placing them under our Managed Print Service (MPS).

Under our MPS Service, we regularly review the performance of each device in the fleet and make further recommendations to improve its cost or functionality. This pragmatic approach ensures that as the contract progresses, the Food and Drink Federation's print infrastructure is gradually optimised on a case-by-case basis, maximising value.

We installed the Papercut with PIN Authentication solution ensuring document security and a full audit trail. This means that the Food and Drink Federation can collate jobs and departmentalise; ascertaining and restricting usage and giving management more control over their print infrastructure.

## Results



**As a result, the Food and Drink Federation's entire print infrastructure is monitored, supported and maintained by Ethos under our Managed Print Service.**

Thanks to the Papercut with PIN Authentication solution implemented, employees now have to type in their unique identifier code prior to printing, reducing the amount of print wasted.

In addition to reducing print waste, the Papercut solution installed has stopped confidential documents from being left around, increasing the business' security and compliance.

**“ We chose Ethos because we knew the account management we would receive would be second to none ”**

The Food and Drink Federation

## Improving your communications

**At Ethos, we have over twenty years' experience delivering services and solutions across the three main forces of business communications: voice, documents and data.**

4,000 customers worldwide regard us as part of their extended team – a single contact point for their managed print services, telephony systems, mobile networks and IT.

Over the years we've remained independent because it's the best way to deliver what our customers need – a bespoke service offering independent advice across all of the leading providers including Xerox, Mitel, Cisco, Microsoft, BT, Vodafone, O2, Konica Minolta and HP.

So, whether you're looking for a single point solution or for unified communications partner across your business, we're the experts.

Quote Code:  
**MYFREEROI**

# Free ROI Consultation?

Ask one of our representatives today:

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