



Other Information

As part of their solution King Legal put in constraints for unprinted jobs. If a job is not printed within 48 hours, then it will be deleted, thereby reducing print queue congestion.

In addition, they are working to define and introduce rules for volume and colour printing. To save costs, if someone sends for example 60 colour jobs then they will see a pop up that informs them that the job will be automatically redirected to a high volume printer in the post room.

Quote: Ian Selby IT Manager: "Xerox and Pinnacle have worked together to provide us with the solution that we wanted and we're very happy with what we've implemented."

Information about Equitrac®

Increased Security, confidentiality and compliance

Equitrac Follow-You Printing with Secure Document Release helps protect client confidentiality, and satisfy regulatory privacy requirements. Documents no longer sit exposed and unclaimed in remote output trays. Instead print jobs are routed through a secure server and only released when user authenticates themselves at the printer. Wasteful, unnecessary output can be reduced by automatically deleting unprinted expired documents from the print queue.

Better use of Billable time

Equitrac Follow-You Printing increases mobility and productivity by freeing professional and support staff to output documents at any printer where they can enter a user ID or swipe a card. With no more waiting in line or standing guard to catch private documents before their print, your staff can make better use of billable time.

Xerox Equitrac Solution

- Simplifies and centralises print management, makes network printing more convenient and secure, helps eliminate waste, and lowers cost.
- Integrates seamlessly into your existing IT infrastructure and provides unparalleled support and document accounting accuracy for your network accounting enabled Xerox multifunction printers
- Commitment to information security through tight and secure integration with Xerox multifunction printers and your existing authentication infrastructure
- Flexible and convenient authentication system that gives users quick, easy, and secure access to Xerox MFP system functions that need to be tracked for accounting or regulatory requirements

Kings Legal

Increased flexibility means improved productivity and reduced costs





The Challenge

Kings Legal were moving to brand new office headquarters building. The move prompted them to look for a most cost-effective and streamlined way of working.

Kings Legal are a large organisation and their staff were working with a high number of desktop printers, all of which had associated costs from consumables to maintenance. To this end, Kings Legal wanted to consolidate their print suppliers to a single vendor who would help them reduce increasing desktop printing costs and to track how much it was really costing them to provide a complete service to their clients. They wanted to streamline their print provision via three dedicated Business Centres that all staff would be able to use, as well as provide high volume printing in the Post Room.

The Solution

Following a complete print audit by Pinnacle, the Equitrac Follow-You® Printing with Proximity Smart Card solution was implemented alongside 11 Xerox multifunction devices.

The MFDs were installed into the three purpose-built Business Centres, as well as in the Post Room, Accounts and HR departments. Using Follow-You Printing® with Secure Document Release, anyone can use any machine in any of the three Business Centres or the Post Room, and release their print jobs by swiping their proximity smart card.

The solution provided Kings Legal staff the ability to perform all their individual work and have it available to them securely at any time of day, and at any machine ready for them to print at their convenience. The flexibility that the solution brings means that staff do not need to specify a business centre to be used. Once someone sends a print using the solution they can go to any device within the organisation. For example, if a particular device is busy, or there are people waiting to use it, then it's easy for anyone to go to any business centre and use the devices to print their work.

Ian Selby, Kings Legal IT Manager: "Follow you printing was key. When you have over 150 users sending print jobs there's a lot of time spent sifting through and sorting documents. By using

the Follow-You® printing solution, it's simple for anyone to walk up to a printer, swipe their card and release their jobs - with no more wasted time spent trying to find what you'd printed."

Ian Selby, Kings Legal IT Manager: "The solution, level of service and approachability from Pinnacle was key in our decision making. There were some initial teething problems, but Pinnacle together with Xerox, tracked down and resolved the cause so we were up and running quickly."

Benefits Summary

The print audit results concluded that all 100 existing desktop devices could be replaced with the Xerox MFDs. This has resulted in some significant benefits for Kings Legal.

- One point of contact for support and consumables
- Fewer machines means less waste and less energy used, leading to a reduced carbon footprint.
- More audit and cost control.
- More flexibility. With the ability for staff to be able to use any machine within the organisation, with no restrictions, there are significant time savings by not having to sift through paperwork.
- Savings in IT management of new staff
The Proximity Smart Card tracks each individual and integrates seamlessly with the IT infrastructure. The first time someone uses their proximity card, the IT system automatically recognises that person and there is no further need for IT intervention to provide that individual with appropriate access to devices.
- Confidentiality is a critical part of Kings Legal's business, there needed to be no risk of the Accounts or Human Resources teams sending a job to a printer where anyone could pick up the documents. With Follow-You® printing and dedicated devices for accounts and HR, this risk has been totally eliminated.



Pinnacle Office Equipment has held the status of Xerox Premier Partner for over 15 years. This partnership offers Pinnacle's clients the benefit of the world's leading document imaging products delivered via the UK's leading reseller. Pinnacle has maintained this prestigious status not only through excellent sales results but by demonstrating outstanding customer satisfaction for both the supply and maintenance of the product range.



DC252



WorkCentre 7232



WorkCentre 5675

"...the Follow-You® printing solution, it's simple for anyone to walk up to a printer, swipe their card and release their jobs - with no more wasted time spent trying to find what you'd printed."

Ian Selby, IT Manager - Kings Legal