

Founded in 1989, the Jelf Group has built its reputation on quality support and unsurpassed service to both individuals and businesses alike in the insurance and financial services sector. With a plan for growth through reinvestment and acquisitions, Jelf expanded into the Healthcare market in 1997, and Commercial Finance in 2005. It is now one of the leading corporate consultancies in South England and Wales, and in October 2004, the Jelf Group was floated on the Alternative Investment Market (AIM). Voted the Fastest Growing Broker at the 2006 Insurance Times South West Regional Broker Awards, Jelf has a corporate client base of over 16,000 client companies and also looks after more than 18,000 individuals. To look after the needs of all these clients, Jelf employs over 500 people working from 19 different locations.

We had been supplying a number of photocopiers to the Jelf Group since the mid 1990's and therefore they were already familiar with our high service standards. When, in 2004, they decided to look at the option of migrating print volume from slow and expensive traditional laser printers to drum based multifunctional printers (MFPs) configured to print scan and copy at their Head Office and some of their branch offices, they therefore approached us for advice. The first thing we did was to carry out a print audit of the various sites involved to establish the extent of their current printing facilities and what their printing requirements were. Having gathered and analysed all this information, it was clear that the situation at Jelf lent itself ideally to the introduction of print-enabled MFPs to take over much of the print volume produced by the existing mono laser printers which were slow and lacking functionality. We were then able to propose a detailed solution to the Jelf Group, whereby we supplied 8 new linked Ricoh MFPs in various locations, all print and scan enabled, as well as adding print functions to two of their existing machines.

In order for print migration from traditional laser printers to MFPs to be successful, it requires the backing of all concerned. At Jelf Group, there was 100% support for the project. As the new devices were installed and the training programme rolled out, Jelf actually disposed of the vast majority of their old laser printers. This meant that all print volume was immediately directed towards the new cost-effective MFPs and Jelf started to make savings from day one. It also freed up valuable office space for other uses.

Since the original print migration project, we have continued to work with Jelf Group when new offices have been acquired. The principle of print migration is now a part of standard practice at Jelf Group. We always carry out a print audit before making any proposals for a new site to ensure that the solution we propose is tailored to the particular location. Where applicable, we are also introducing new black-to-colour MFPs with mono and colour print/scan/copy functionality.

We currently have a total of 25 fully linked MFPs across the country at different Jelf offices. In the past 3 years, the print and copy volume going through our devices has increased more than 7-fold. The Jelf Group has seen its printing costs fall as it has benefited from the standard all-inclusive price per page available on our MFPs. Regular performance reviews ensure that all the equipment keeps running smoothly to our high standards, whilst ongoing training for Jelf staff means that they can be sure of getting maximum value from their investment in technology.

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