



A minimum saving of £1000 per year on printing achieved!

Carmalor has over 20 years of experience working in the construction industry. They specialise in building both new and refurbishing existing properties in commercial and residential sectors.

Alongside large scale building projects, Carmalor also employ a team of dedicated, skilled and professional tradesmen to tackle individual jobs such as laying a patio to decorating a spare room.

No matter what the size of the job, the company's aim is to "build quality on every level". This mantra and business culture extends from the point where an enquiry is received, right through until the project is handed over to the client.

In order to remain a successful organisation and stay true to their mantra, Carmalor addresses every area of their organisation to ensure operational efficiency is achieved, this includes continually evaluating their IT processes with the help & expertise of Jalapeno Business Services.



The challenge

Jalapeno Business Services support Carmalor on a regular basis with their IT Management Services and pride themselves on adding value for their clients. Jalapeno recognised that Carmalor's printing facilities had not been monitored or addressed to ensure that they were still meeting the needs of the organisation.

As a large building firm, Carmalor have a variety of support functions from Accounts and Admin through to Contract Management and Buying. All departments rely heavily on printing facilities for documenting and reporting specific tasks and business processes.

Over a period of three months Jalapeno monitored print types and volumes across Carmalor's printer network and recognised that the vast majority of prints from all departments were being recorded as produced in colour. It became clear that many prints could have been produced in mono (black and white). This oversight was clearly an inefficiency within Carmalor's printer network. After noticing inefficiencies in Carmalor's colour management, Jalapeno undertook further analysis of Carmalor's printer network. The audit revealed that Carmalor had 8 printers in the building all of which were completely different models which resulted in the organisation having to repeatedly invest in a large stock of different consumables (ink cartridges, toner, etc). It also became clear that none of these printers had any hardware maintenance contracts.

I have worked with Jalapeno Business Services for several years now and during this time have established a great working relationship with the business. Jalapeno's pragmatic and professional approach have helped in significantly improving our IT infrastructure and business processes resulting in Carmalor achieving substantial (and ongoing) cost savings.

Mark Brown – Joint Managing Director, Carmalor Group

The solution

In order to reduce colour printing costs, Jalapeno Business Services configured computer settings for all staff to print mono by default and to manually adjust the print settings if they require colour printing. After making Carmalor aware of their uneconomical printer network, they were advised by Jalapeno to go to tender with a number of suppliers to run their printer fleet under a lease agreement.

This resulted in the facilities of 7 printers being reduced to two multi-function workgroup devices and the installation of a brand new photocopier. All costs charged to Carmalor are now done on a page impression basis (price per page printed) and hardware rental fees.

The benefits

Huge cost savings

A reduction in colour printing and constant restocking of expensive consumables has allowed Carmalor to achieve an impressive cost saving of £1000 per year on printing costs.

An efficient printer network

The new contract with Carmalor's printing network provider now includes a regular maintenance agreement and break/repair service. This ensures that Carmalor are covered should anything happen to their printer network in the future. It also means that Carmalor are now operating efficient and modern printing equipment.