

# JANUS HENDERSON INVESTORS CASE STUDY

Cost is important but for us this was more about picking the supplier that we felt can take us on a journey and help us select a more strategic approach to the way that we implement a print solution.

Daniel Moustache, Procurement Manager, Janus Henderson Investors

With a history that goes back to 1934, Janus Henderson Investors has developed a strong reputation as a leading independent global asset management firm. It currently manages £101.0bn and employs more than 1,000 members of staff worldwide\*. Staying on top of a fast-paced industry – and the regulations that govern it – means taking a proactive approach to deploying technology solutions that enable the business to run securely, efficiently and transparently.

## RESPONDING TO THE BUSINESS NEED FOR SECURE PRINT

Helping it to achieve this from a print perspective, is a new fleet of networked Xerox multifunction printers. The devices are equipped with Intelligent Print Management software and were supplied, installed and are supported by Xeretec. Today, the new print fleet is helping Henderson to reduce cost, print volumes and honour compliance regulations with respect to document security. It is also providing the company with a greater insight into its print expenditure, while enabling it to meet its objective to provide a uniform print experience across its network of global offices.

## FACING UP TO MULTIPLE PRINT CHALLENGES

Previously, the company had a disparate mix of unmanaged print devices which proved to be costly to run and complex to manage, as Damien Francis, Global Head of Client Technology explains: "Originally Henderson had approximately 50 multifunction printers (MFPs), and 150 or so standalone devices in the London office. The MFP devices were very old and were starting to cost us a lot of money in terms of maintenance." Xeretec's strategy of device consolidation has seen in excess of 100 print devices within the London office reduced to 42 highly efficient, modern MFPs, which feature Equitrac Intelligent Print Management software.

\*as at 31 December 2016

## A MEETING OF PRINT NEEDS AND PRINT SOLUTIONS

In order to optimise the new print fleet and to relieve the IT team from the day to day management responsibilities, Xeretec provided the Henderson London office with a Print Services Manager. Damien explains "As part of the Xeretec solution we have an on-site print services manager, the service that he provides has allowed us to drive up the reliability of our devices, in our most recent quarterly review we have an uptime across our entire fleet of around 99.8%, we've not had that before so the business are very happy."

## HIGHLY EFFICIENT DEVICES WITH INTELLIGENT PRINT MANAGEMENT

Today, the combined print device and Equitrac Intelligent Print Management solution is exceeding Henderson's expectations, as Daniel explains. "The new print offering has provided us with a Management Information solution that gives us clear, real time insights into print expenditure and we can also see where we've saved costs. This data is all managed effortlessly by Xeretec. We just log on and all the information is there for us to see. This is really useful for me from a procurement perspective, but I can imagine how it would help any business owner to both see and manage their budgets more effectively."

## THE ASSURANCE OF SECURE PRINT

In terms of addressing the company's document security obligations, Damien feels that a robust solution has now been implemented. "Prints are only coming off when the user actually collects them because we're using the Follow Me print solution. This is a massive difference from perhaps a year ago where you could literally walk around any of the departments and see stacks of print outs sat on printers, potentially some of that information was confidential so from a security point of view we're in a much better place."

## A PRINT STRATEGY DESIGNED TO DRIVE A GLOBAL EXPERIENCE

Importantly, the new devices have helped the company to realise its global print strategy. Daniel added: "One of the key benefits we've seen is that we now have a consistent print solution and user experience across the globe."

## PARTNERING WITH XERETEC TODAY AND FOR THE FUTURE

Concluding with his experience of working with Xeretec, Daniel stated: "Cost is important but for us this was more about picking the supplier that we felt can take us on a journey and help us select a more strategic approach to our print solution."

With Xeretec, we had that and that was probably the key differentiator between them and a few other competitors that tendered for this project. In our opinion, we feel that they gave us a solution that fitted our needs for today, but from day one Xeretec always spoke about a future path and a future journey together; I think that's why we're really excited to be working with Xeretec."



## **XERETEC** **ABOUT US**

We have a 30-year history of delivering contract and lifecycle services for customers that range from Global Household brands across the World to family run businesses in the local community. Our focus is on delivering a complete technology experience designed to provide tangible business benefits, no matter how big or small you are.

Our selection process handpicks a range of solutions and service options in addition to offering off the shelf technology products. We provide bespoke solutions addressing digital workspace and communications, through to process automation.

## **WANT TO LEARN MORE?** **GET IN TOUCH**

Tel: 0800 074 8136  
Email: [info@xerotec.co.uk](mailto:info@xerotec.co.uk)

