

CASE STUDY



IMPLEMENT A COST-PER-COPY PROGRAM SAVING TIME & MONEY

Multiple Business Inefficiencies

Multiple Vendors: the reliance of multiple vendors led to numerous redundant meetings.

Manual Order: county had to order their own toner each time they needed it.

Multiple Contracts: multiple contracts to reconcile each month.

Equipment Returns: other vendors not assisting with returning equipment.

The Business Case

Efficiency with both time and money was something Lancaster County prioritized as they sought out new solutions to the ongoing issues their current system was responsible for creating. The county reached out to Higher Information Group (HIG) to streamline their current processes, save money, implement a cost-per-copy program and use their buying power to get the best possible price.

Higher Information Group's Business Equipment Solutions

Simplified the process with one lease, one partner and one go-to person

The County saved \$44,000 a year switching to one vendor

Improved efficiency saving the county time with a single vendor

Equipment was returned upon HIG buyouts

HIG Delivers the Solution

HIG conducted a full site survey, including several in-depth meetings with county department heads to bring all the county's needs into focus. The County saw multiple tangible results by switching to one exclusive vendor. Providing Lancaster County with one lease, one partner, and one person to go to for all their business equipment needs saved them time and money allowing for a more efficient workflow.