



KONICA MINOLTA

Giving Shape to Ideas

Production Print



Success Profile

SIR SPEEDY – DOCUMENT SOLUTIONS OF OLATHE, INC.

Document Solutions Grows Confidently with Konica Minolta’s ‘Great Partnership’

CHALLENGE: Registration front to back. Color consistency. Finishing issues with static curl. The ability to handle a variety of paper media and weights. Reduced waste. These are common issues that print shops like Document Solutions of Olathe, KS, – a Sir Speedy shop – face daily. Its team of nine employees pride themselves on producing top-notch printing or creating a fully developed and integrated marketing campaign for their customers, which they’ve been doing since owner Greg Oswald took over the family business 10 years ago. While 75 percent of the business is paper-based, its other 25 percent regards a fast-growing signage, eMarketing and wide-format industry. So when Oswald secured a major account that required him to beef up his shop’s color capabilities, he knew he had to address all the issues to accommodate the many ways his company was growing since his parents founded it 28 years before. His world, like Dorothy and Toto’s, had changed. He wasn’t in Kansas anymore.

His overall assessment of his partnership with Konica Minolta has “been excellent,” Perry said. “The company works very hard for you – like a partner – which is really great.”

SOLUTION: For the past 10 years, Document Solutions has been an exclusive Konica Minolta user. In place were a black-and-white bizhub PRESS® 1200 and color units, the bizhub PRESS C7000 and the bizhub PRESS C8000. With the major account signing and its high-quality color requirements, Konica Minolta proposed to Oswald that he upgrade the C8000 to a bizhub PRESS C1085 – equipped with a Fiery Controller, a humidifier and an operator replacement unit (ORU) – but leave the C7000 for small job overflow and redundancy. That was June 2015.

RESULTS: By implementing the bizhub PRESS C1085, Oswald said his shop can produce 20 percent to 30 percent more work than they had with the C8000. And, he added, it has reduced turnaround time for clients because of the greater efficiency. The C1085 has also:

- Provided more capacity, which allows Oswald to win more jobs
- Increased client satisfaction
- Given his staff the confidence in knowing that they can meet 99 percent of any quick turnaround requests
- Allowed staff to generate more work with better quality, which has increased business revenue
- Generates less paper waste due to the quality output of the C1085’s excellent registration and minimal proof copies needed because the paper lays flatter, an environmental boom.

BENEFITS

The bizhub PRESS C1085 addresses Document Solutions’ issues in a number of ways:

- The improved registration abilities save prep time and increase job set-up efficiency.
- The single fuser unit provides far less curl and static in paper media so the paper lays flatter and significantly increases finishing productivity and reduces waste.
- The ability to handle a variety of paper media weights and types has reduced labor costs in terms of time and provided more bandwidth in production regarding job set-up time, quality control and proofing.
- The ORU allows the customer – trained by Konica Minolta – to perform maintenance on their own instead of having to wait for a service technician to arrive, substantially decreasing downtime.



Oswald also noted that now he can focus on other aspects of his business – such as wide-format banners and window signage – to drive additional profit dollars to his bottom line. This flourishing area, he said, has proven to be a great supplement to the offset print business that he has seen steadily decline from about 40 percent to 10 percent industry-wide. “This area of our business (wide format) is a natural extension of what we do,” Oswald said. “We really see ourselves as a marketing consultant for our clients. A small business client may not have a marketing person or staff, or they can’t afford to retain an agency, so we want to be that partner for them.” For Oswald, “partnership” is an important ingredient in his recipe for success.

“For 10 years we’ve been working exclusively with Konica Minolta,” he said. “They’ve always taken good care of us. They’ve always been there with great solutions and great products to help us grow our business. And that’s the key: having a partner who can work alongside you.”

Oswald added, “My philosophy has always been that the vendor relationship should be like the customer relationship. The vendor is valuable to us just like our customers are because we can’t do what we need to do without them. So, it’s been a great partnership with Konica Minolta.”

TECHNOLOGY:

- bizhub PRESS C1085
- Fiery Controller Color Profiler Suite
- Humidifier
- Operator replacement unit (ORU)



Partnership.

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