



Case Study:
Tillitoimisto A.
Karppinen Oy

Challenge:

Finnish accounting company Tillitoimisto A. Karppinen Oy used to store cartridges and drums in their office. This meant proactive investment in supplies which also took up office space.

Solution:

Brother dealer Toimistotarvike Juntunen Oy offered a simpler solution to its long-term customer Tillitoimisto A. Karppinen Oy. From now on their printing is being conveniently managed by Brother Purchase & Click (part of MPS, managed print services).

Benefits:

Print management improved significantly. There is no need to store supplies as they are being supplied automatically. Operating costs will be charged based on actual pages printed. And printers include a 3-year SWAP on site warranty.



HL-5450DN

“ This is a great concept as we don't have to tie up capital in supplies and store them. I will surely go for Brother solution again!”

**Tapani Mäkinen, IT manager, certified accountant
Tillitoimisto A. Karppinen Oy, Oulu, Finland**





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Accounting company Tilitoimisto A. Karppinen Oy simplified their print management

Accounting companies still need to print a lot and therefore simplified print management can save up time and resources. In their working environment it is key to be able to print important documents in a timely manner whenever needed. Simply, there is no room for printers to run out of cartridges. Brother Purchase & Click contract gave them piece of mind and assured print management.

Accounting company Tilitoimisto A. Karppinen Oy was founded in 1978 in Oulu, in Northern Finland. Their offering includes versatile financial administration services meant especially for SMBs in Northern Finland. The company operates in seven locations and employs 60 professionals. Previously, they had printers from several brands and thus were forced to store a number of different cartridges and drums. Moreover, there was no chance to anticipate operating costs related to printing.



Accounting company Tiltoimisto A. Karppinen Oy simplified their print management

Accounting companies still need to print a lot and therefore simplified print management can save up time and resources. It is paramount for the smooth work flow that there are always cartridges available when needed so that important documents can be printed whenever needed. Brother Purchase & Click gave us piece of mind and good print management.

**Tapani Mäkinen, IT manager, certified accountant
Tiltoimisto A. Karppinen Oy, Oulu, Finland**

Print management that works: Purchase & Click

Toimistotarvike Juntunen Oy is a reseller with focus on office equipment for over 30 years. Both companies share a common denominator: an active customer relationship dating back to over 30 years. Teijo Juntunen has taken good care of Tiltoimisto A. Karppinen Oy's print management earlier too but this simply got better in 2016 thanks to Brother Purchase & Click. Print management is now more clear and controllable with automated supply deliveries.



Toimistotarvike Juntunen Oy was able to offer its customer first-class service and added value by the means of Brother Purchase & Click contract to 20 Brother HL-5450DN mono laser printers.

Benefits all parties

Tapani Mäkinen, IT manager at Tiltoimisto A. Karppinen Oy (in the photo), is content with the concept since operating costs are being charged based on actual pages printed. Furthermore, now they can estimate operating costs a lot better thanks to statistics. "There is no longer need to store cartridges or drums. Cartridges will be delivered automatically and way before they are running out. Highly recommended to others too!" Mäkinen says.

The solution facilitated reseller partner Toimistotarvike Juntunen Oy too as it is now easier to serve their customer in an optimal way in terms of cartridges and overall print management. "Thanks to Purchase & Click, it is easier for us to serve our client Tiltoimisto A. Karppinen Oy in an optimal way when it comes to print management. Bluntly put, this simply works!" Juntunen concludes.



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