

Seymour Hicks Achieve Savings In Excess of £400,000 For The 8th Largest Accountancy Firm In The UK.

Smith & Williamson

Founded in 1881, Smith & Williamson is the 8th largest Accountancy firm in the UK employing 1500 people. The company provides accounting, investment management and financial advisory services.

The Challenge

The challenges that Smith & Williamson faced concerning their printing, photocopying and scanning, were:

- 1) To reduce costs
- 2) The management of a large and complex tender process.
- 3) The provision of a blueprint / roadmap for printing to meet their businesses demands and challenges now and in the future.

The Solution

Smith & Williamson engaged with Graham Varndell of Seymour Hicks. Graham visited the key offices in the UK in order to understand how the business functioned and the challenges involved from a printing viewpoint. Graham aligned innovation, technology, service and cost with strategy, which enabled us to understand our strategic approach in order to manage the tender process.

In the early stage, initial savings for our 100 devices were identified and implemented. Subsequently after implementing the roadmap for the future over £400,000 of savings have been realised for Smith & Williamson.

Testimonial

“Graham produced the entire tender document, selected several suppliers and then followed a structured approach to supplier selection. The cost savings we have made are considerable – in excess of £400,000 over the length of the contract.

On top of that, we now have a clear vision and strategy around printing and photocopying, which has enabled us to embrace technology which in turn helps drive improvements in our business processes in the future.

Graham has been easy to work with. He is professional, responsive and structured in his work. I would highly recommend the service that Graham and Seymour Hicks provide.”

David Smart




Operations Director

Smith and Williamson Holdings Limited

The logo for Smith & Williamson, featuring the company name in white serif font on a dark red rectangular background.

Smith & Williamson

SEYMOUR  **HICKS**

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