

HP & Canotec



In one of the most exciting and significant developments for our customers, Canotec has now been confirmed as HP's first UK Business Partner to have all of the accreditations in the imaging and printing group.

For supply of hardware and consumables, complete managed services agreements, software integration and development work, and consultancy services and auditing, Canotec now has an unique proposition for its customers offering a truly consolidated approach to customers' total imaging and printing needs.

Canotec director David Newman said: "For many of our customers, a print strategy does not mean getting rid of all of their printers. Culturally, this is just too much for them.

"Whilst they embrace the idea of standardisation, what they are really after is consolidation and a balanced deployment. The HP/Canotec partnership allows us to deliver just that."

With best-of-breed print solutions from both Canon and HP, the synergy between the two brands is the key. HP Laserjet printers are made by Canon and both platforms converge at a software and application level, with solutions such as Safecom, eCopy, and Invu capable of working across both platforms.

This delivers real business efficiencies, standardisation, and continuity across the best two platforms in the business.

So what does this mean for our customers?

The appointment of Canotec at the top tier means that any current or prospective Canotec customer can now consolidate all printer support, management and copier needs into one 'balanced' deployment from one team and effectively outsource the whole printing challenge to a skilled and proven provider.

All of the award winning Canotec engineering team are going through service and IT support accreditation to allow our customers the benefit of a more personal and consistent service offering. The same engineers will be able to support all of the imaging and printing products and solutions across both HP and Canon fleets.

Great news for the customers!