



fit and ready for 2008?

let your information flow & your documents fly

canotalk

canotalk issue 5 winter/spring

welcome to our latest edition of canotalk!
is your business fit and ready for 2008?

inside this super-healthy issue...

- Is your business fit and ready for 2008?
- How do you become a lean, mean, productive machine in 2008?
- Why you need to take advantage of the Canotec health check.
- Save pounds (£), instantly & effectively with our "4-step Office Diet".

Plus...

- Improve your sex life in 2008... get home from the office earlier, happier & less stressed!
- "Does my bottom line look big in this?" Small steps that can have a positive impact on your bottom line...

Plus all the latest gadgets, gizmos, gossip and goodies from your friendly Canotec Printing & Imaging Solutions Team.

Welcome to 2008 and best wishes for a successful and prosperous one at that.

Despite posting record results for the third year in succession and having seen our business grow by nearly 160% in that period, Canotec is under no illusions that it will be a challenging year ahead for many, including ourselves. If the doomsayers are to be believed (and we are good at getting behind them) or the fallout from the financial markets continues, our 16th year in business could be one of our most *successful*, yes successful, if we now help our customers weather the storm...
(continues page 2)



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canotec.co.uk a whole new way of working

ready for 2008?

Tougher times are appropriate times to take stock and check everything. Time to look at the value you are getting from your suppliers , the costs you are paying, the service you are receiving, the results and the benefits that you hope are being delivered.

A good time then to re-evaluate if **our** business is as keen and lean at delivering on our promises as we hope, on behalf of our customers. Indeed much of our work in 2008 with our customers will be about improving their bottom line, helping them measure the savings and business improvements and efficiency gains that we are delivering with them on their behalf, because it is crucial we can both demonstrate the partnership continues to add value and make a difference.

Having formed in the hard times of the early 90s, what we have learnt is that in tough times the best performers shine and many of our innovative, quality driven customers seem to do better as their customers become far more critical and analytical on what value they are getting from them. If they are really good, it actually serves to reinforce the value and benefits of working with that supplier... Business Darwinism! We get that and welcome it. A tougher financial climate gives us an opportunity to show how much more we do for our customers, how much more we have "evolved" to look after our customers and the greater value that can be achieved by working closely

with you to understand your ever evolving business and pressures so we can help you stay a lean, keen, profit machine!

So in short the pressure of an ever-more demanding and price-conscious or pressured market actually helps sort the pretenders from the real performers.

We know only one way, regardless of price pressure and that is the very fabric of what we stand for at Canotec. "Delivering Quality and Results" . We will continue to bring ideas, innovation and positive change to the table long after the order and continue to recruit, develop and give you the best talent in the business for advice, support and aftercare. .

So roll on 2008! No matter how tough it may or may not prove to be, we are there to help you maintain and improve a healthy performance and be fit to take on whatever business pressures come at us all.

'an ever-more demanding and price-conscious or pressured market actually helps sort the pretenders from the real performers'



Flat-out in 2008 – Canotec Directors Steve Weir, David Newman, Chris Jermyn & Ian Smith

over-indulgence in 2007?

Need to cut back in 2008 on life's little luxuries?

Time to shed a few £££££ ?

Feeling sluggish and slow to respond to customer requests?

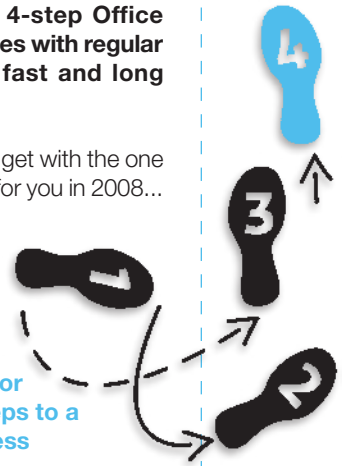
Need to weigh up the pros and cons of a leaner, keener and more efficient office ?

Afraid the regime will be tough, time consuming and complex... it couldn't be further from the truth!

You need the help of the Canotec Team with their health check service and simple, 4-step Office Diet... one that is easy to follow, comes with regular performance reviews and shows fast and long lasting results.

Drop all the other fad diets this year and get with the one diet that will lead to a healthier business for you in 2008... the Canotec Office Diet!

Turn over now for your 4 small steps to a healthier business



Diet Tip

A Canotec Print & Document Survey will help you weigh-up the true cost of printing, copying, archiving and distributing documents & information and show you how to shed costly pounds.. **instantly!**

4 small steps to a healthier business

Want to take the pain and cost out of printing?

Want to truly get your document filing sorted, once and for all?

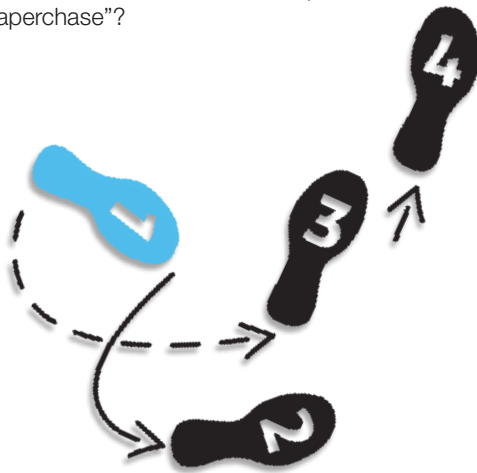
Want to get colour into your documents without costs spiralling out of control?

Want to cut down on wastage and inefficiency?

Whatever the challenge, we follow 4 simple steps for guaranteed healthier results!

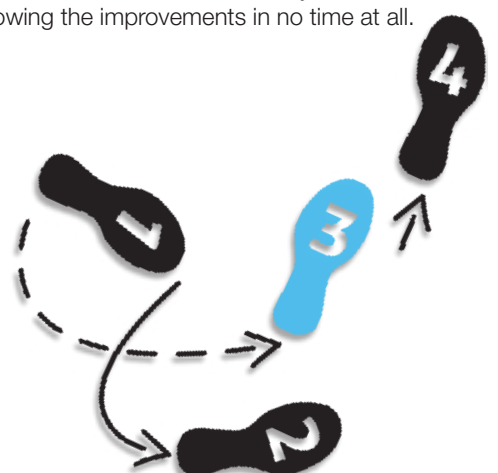
step one: health check

Get a handle on costs, wastage, stress, device duplication and inefficiency when it comes to document creation, document capture, management and distribution. How much is your company spending on scanning, copying, faxing, printing and all other elements that make up the modern-day "paperchase"?



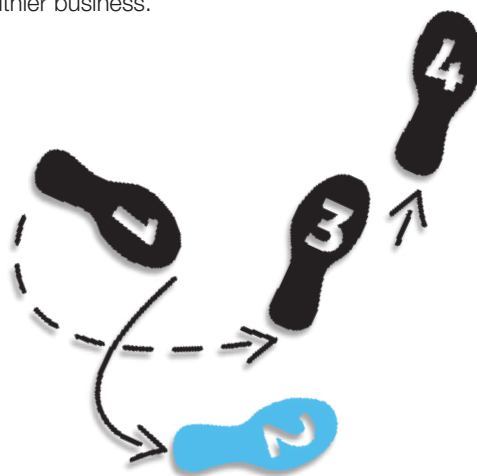
step 3: exercise

Start applying the changes in digestible, bite size chunks or sensible work-outs so that results can be continuously measured and projects taken in stages. Once one change or exercise has had a positive effect on your business and bottom line, move onto the next stage. Follow a Canotec "Healthier Office" Business Plan and your business will start showing the improvements in no time at all.



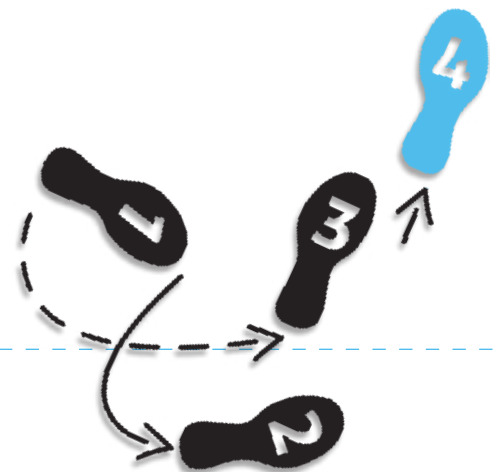
step two: diet

Identify simple and effective changes and solutions that can bring quick results and quick wins for the business to help build a feel-good factor for positive change and a healthier business.



step four: results!

Reviewing and reporting on the impact of the positive changes, we look at the diet identified in the initial health check and measure the financial and business efficiency impact so you can see for yourself the positive results you have achieved. To keep you on a healthier regime for good, reporting can come in to you on a quarterly basis so you don't let slip all that good work! You are now looking and feeling fitter, leaner and healthier for working with Canotec. It is a whole new you!



we then look at specific solutions that are suitable for your business today and your plans for tomorrow

No matter what the challenge... A new Digital Multifunctional that can deal with everyone's needs? A complete print strategy for your new offices or Headquarters? A simple scanning and archive system to sort out your paper files, once and for all, or a full-blown document management system with workflow to make sure that information is passed and acted on appropriately?... Canotec is uniquely qualified to help businesses and enterprises of all shapes and sizes get the job done, on time, on budget and with the desired results!

More importantly with today's pressures, our team and our approach can get results fast, be that in reducing document printing costs, tightening down accountability and access of colour printing, improving document efficiency, simplifying document capture and document distribution or just making it easier to put your finger on that important file, quickly and securely. Whatever is driving the need for improvement in your business in 2008 our approach is simple but effective.

The branding of Small Steps you may recognise, but the approach we take and areas we can help arguably has a greater and wider business benefit for you.

Step One starts with understanding your business, a simple survey or health check on how you currently work, create, share, manage and output documents and information whilst identifying areas of concern for you. This could be gathered from you in a meeting if you have already done some basic analysis, alternatively we can find that information for you through our "Health check" team and their audit lab!

Step Two We then look at specific solutions that are suitable for your business today and cover your plans for tomorrow. We start with simple changes that you need to make and ones that can help you achieve instant results (your very own Office Diet if you like)

Step Three Working with you on your agreed plan, we help you take positive strides forward with the appropriate solutions and measure their impact. You needn't do it all at once. The key to many of our success stories is that you can take it in stages (exercises) as you get stronger, fitter and more confident with our work and approach or as the business moves to the next priority or identified need.

Step Four We review the performance and the delivery of business benefits thoroughly and measure their financial and business efficiency impact. As well as cost savings there may also be measurable environmental, security, compliance, and productivity gains. We look at the reporting and advice and tune our work with your staff to get more out of the technology, further enhancing the performance of your solution, the return on your investment and consequently the improvement to your business!

a measured approach to delivering a healthier business!



Take **control** of your document costs**The Problem:**

In this day and age, there should be nothing easier than printing, agreed?

Unfortunately for many that is still not the case. Printing is a stress zone for both users and IT. Document creation & printing generates unmanageable costs for the business, while forests of trees lay unclaimed in the output trays across an organisations printer fleet. Printing is a political & cultural hot potato. Sorting printing is not often linked with immediate promotion as the impact of tampering with it is normally cultural backlash and an acute challenge in demonstrating what has been achieved or saved... until now!

Businesses are now waking up to the real cost of printing, especially with the unprecedented growth in demand for colour. Businesses are also having to sort out printing because it is part of the challenge of security, confidentiality, environmental and compliance in their organisation. An unmanaged, unstructured, anarchic approach to printing does not address those issues. Sensitive documents just cant be left on printers anymore.

The Impact and Cost:

Without structure, controls and management reporting, document creation costs are increasing and significantly. How many reading this article right now could make a phone call into your business and instantly, put your finger on the true document creation costs in your business?

According to Industry Analysts IDC, documentation costs are typically 5-15% of an organisations revenue and 70% of businesses will not have a clue what their actual costs are! According to a recent study published in Computing, the UK spends as much on printing as the entire GDP of Cuba!

Printing has three key costs, the devices, the support & the consumables. Page costs can vary wildly from 1p to 40p per page based on printer type, page coverage and colour saturation. Knowing which end of the scale you are at is vital, especially as the average Canotec customer, office user consumes 1500 pages per month! Canotec's Print Surveys have also identified consistent wastage in unclaimed or discarded printing, representing 15-18% of the total volume a business creates. Above all though it is the growth in demand in colour which will pose the greatest challenge to business keeping a lid on costs... Left unchecked, unregulated and in the hands of the users to decide when and where they want colour and you are signing a blank cheque!

The Answer:

You have to get a handle on what you are spending and then come up with a resilient, future proof strategy that plugs in the needs of the business and the users and gives you back visibility, accountability and control. A Canotec Print Survey will tell you where the hot users, hot departments and hot spots exist as well as highlighting the most expensive devices, the under utilised devices and the unnecessary duplication. Once you have this Information you can move to a consolidated printer strategy that encompasses the whole of your output needs, including your copier fleet.

Standardisation is key and helps the users, helps IT, simplifies training and systems, driver updates and offers a platform that can then open up additional ROI benefits and services further down the line such as scanning to email, fax server, network folders or Document Management. Above all, with the right print monitoring and management systems in place, you will have measurable savings, reduced wastage, accountability and control of your costs.

The Benefit:

Less stress, greater efficiency, less wastage, significant savings, accountability and control of your budgets!

The Results:

Canotec has helped many organisations with their printing strategies, all with measurable results for the bottom line and significant improvements to the office environment and efficiency.

One the most well known is The Portman's Bournemouth HQ (Now the Nationwide) where over a £1 million was saved in the first 4 yrs and document security & compliance nailed down with audit trails through the use of their own proximity card access systems to release print jobs securely wherever they choose to print. This "anytime, any place, anywhere printing" concept was pioneered with the Portman over 7 years ago and has now been taken up as one the UK's best examples of what can be achieved with a structured and measure approach. Others that looked at the Portman solution closely and followed their path and example included HSBC, Vodafone, Winterthur Life, Peverel Group, Lester Aldridge and pharmaceuticals giant Quintiles.

The last word:

"The FollowMe printing solution introduced back in 2001 has delivered on so many levels. As well as solving our original requirements around cost, ease of support and space planning, it has allowed us to deliver greater efficiency, confidential printing, and audit and manage colour print usage as it has grown over the past few years. We no longer have data protection issues with prints left lying around on printers and if a printer fails, users are not impacted as they simply collect their prints from a nearby copier/printer – meaning no hassle for the users or IT support teams"

Mark Burgess

Portman Building Society (Now Nationwide)

Sharing information

workout report

Share information quicker & Improve Customer Services.

The Opportunity:

Sempra Metals Limited (SML) is a leading London-based trading and broking company, specialising in non-ferrous metals, precious metals and plastics. Sempra Metals Limited offers broking, market making and associated risk management solutions to its extensive customer network, as well as providing up to date web-based trading solutions and market information and research. The London trading office were looking at ways of handling the incoming authorisation forms that allowed the traders to start working with a client – reducing the amount of time for the documents to get processed and into the system, and notify the traders that they could commence.

The Impact and Cost:

Just a single days delay on commencing trading can cost thousands of pounds, and any acceleration in the authorisation process can save significant sums, and gain greater revenues.

The Answer:

Having introduced a new SageCRM (Customer Relationship Management) application within the office, they had an opportunity to use this powerful customer database to help process the notification to the traders – and using a Canotec developed bespoke connector for SageCRM via the simple but powerful eCopy Document Scanning facility was the answer.

The forms are now scanned through Canon Multifunctional devices with eCopy Scanstation & Sage CRM connector. The images are categorised and attached at the MFP and scanned directly into the contact record in their SageCRM Database – with instant workflows triggered by the customised SageCRM installation, notifying the traders they can commence.

The Benefit:

This has cut the length of time of processing down, enabling Sempra to immediately start work on their clients behalf.

The Results:

A much healthier business after working with Canotec.



Managing documents

Simplify Filing – Get your documents managed!!

The Problem:

Recognise this common issue...?

Archived boxes mounting up, taking up valuable room and growing all the time! No space for new workers, no space to move! External storage services, not as efficient and given some recent high profile fires, a risky strategy. Employees having to root through boxes of information in order to find something critical, only to find that it has been misfiled lost or moved.

The Impact:

Your customer is not happy with the speed you are taking to come back to them. Your staffs are loosing valuable time hunting down the files, getting stressed out that important documents are never in the right place when they need them. Your reputation and competitive edge is on the line here. Meanwhile, filing cabinets are apparently now breeding, office space needs revising again and your off-site archive just keeps growing, as do the bills for the facility! Furthermore with your current approach, you can't rely on the validity/integrity/ around any of the stored documents that you have in various locations. What you are working with may not be the most up to date or complete document. It may cost you dearly if other key documents are missing. The impact to your business could be a lost customer, a fine from the regulatory bodies that govern your sector or an even bigger bill from your auditors to help you assimilate your year end information!

The Cost: How do you measure it?

This is something that Canotec can help you to understand. Canotec offers a document audit service to look at your business processes in detail and give you a fair idea of just how much unnecessary cost you are incurring and the impact on your customers or your business efficiency. For some firms it is not just the cost of dealing more efficiently and potentially profitably with their customers and suppliers that drives their cost justification but the threat of costly fines, especially if you are governed by any regulatory bodies. The fines and the fall-out to your business can be serious.

The Answer:

In a space and time pressured business environment, Canotec can give you back both!

As a pioneering reseller and developer for INVU, the fastest growing electronic document management system in Europe, all your filing fears and frustrations can be quickly sorted, once and for all!

INVU is legally admissible in court; the product has been accredited by the ICAEW, SAP, SAGE, Customs & Excise and many more. With the software sitting on your server, and the documents retrievable quickly at your fingertips, there is no more need for off site storage, no more need for searching through boxes and cabinets, no need to lose valuable time. You can keyword search for a customer, client name, and instantly you will have access to any scanned documents, any e-mails sent to and from, any faxes, any correspondence created or received. That's progress, that's the power of INVU!

The Example: Naim Audio Ltd

The Benefit:

Based in Salisbury, World Class Audio Equipment Manufacturer, Naim Audio Ltd started a document management project with Canotec in March 2007. Naim had a severe space issue, with archived boxes taking up key areas of space that was needed desperately for more staff. Retrieval was another key area as they needed to get their hands on valuable information instantly... with the current archiving structure, this was not possible. Following an initial roll-out into IT and Accounts to demonstrate the impact and ROI, immediate benefits were seen by the business. Temporary staff were used to work on the back scanning /archive challenge freeing up space and clearing this headache quickly and effectively. Their information was now secure, digital and retrievable. Since March, Naim have capitalised further on their initial investment rolling out the solution company wide in their drive for a more efficient, "less paper office".

The Last Word:

"The problem of paper consuming space was one that would only get worse as time went on, and we needed a cost effective, user-friendly, reliable and flexible system to contain the spread. INVU provided all of this and more. Superb indexing and speed of document retrieval have meant that our confidence in the product has been high from day one. One department has managed to reduce their paper output by 98%, by sending documents directly to INVU. Already we are seeing a reduction in the number of filing cabinets, which has released valuable space, and we are preparing to use the system to store product and customer information reaching back more than 20 years. Rarely have I seen such rapid user acceptance of a new system, or one that yielded such instant results."

Jain Giles, IT Manager,
Naim Audio Ltd.



Naim, a much healthier business
after working with canotec.

Document Security, Regulation, Compliance & audit trails.

The Problem:

Increasingly businesses and organisations from all sectors and sizes are facing up to the increasing pressure from regulatory bodies, industry compliance and changes within the law that governs how we treat our customers, suppliers, contracts and staff. We work and live in an ever increasingly litigious society with ever increasing red tape and trip wires. There are ever increasing, and in some cases 'unlimited' penalties and fines for not getting our documents and the case for our defence... sorted!! The changes in these laws and increased regulatory compliance effects every company and organisation at different levels For example we are all effected by constant changes and amendments in HR Law, The data protection act and our dear friend, The Chancellor of the Exchequer and his various colleagues. This is not just an issue for HM Offices (loosing CDs), the big corporates (loosing important accounting information, loosing laptops, client information and leaving highly sensitive financial trading data on printers to give a few examples without naming names) . No, this equally effects local govt, health and education and every shape and size of business in the UK today, although you could say that currently HM Government offices appear to have the edge on focussing on the challenge with the greatest of urgency... well we couldn't resist it could we!!

In addition to this challenge is document and information security and integrity. Security of documents, whether hardcopy or electronic, is becoming more and more of an issue to business, bodies and organisations with regards to access, documents retrieval, knowing the full history of the document, the version and who changed it and what changes have been made. All of these issues can and do contribute to the issue of compliance. Sarbanes Oxley, Data Protection Act, BASLE2, Industry specific compliance, FSA, HR, Health & Safety and Freedom of Information, are all adding pressure to coming up with a consolidated, durable and future proof answer.

Lets face it, whatever is driving your need to get your documents and information sorted appropriately for the challenge, it is an absolute necessity to get it sorted now and is probably an acute pain in the Rs.

Impact and cost:

The Cost of Failure to comply, or provide the information in the required format, manner, time and with the appropriate audit trails can be devastating, especially to the majority of the UK's business, represented by the SME sector. Penalties can range from fines, business closure, even imprisonment as well as the obvious time lost and distraction to daily business.

The Answer:

It could be a great deal simpler, more cost effective and reassuring than it probably currently is that is for sure!

Canotec has assembled an impressive 1-2-3 of software and scanning and document capture solutions that are resilient, fast, and effective and cost efficient. Through our consultative approach, Canotec can bring this knowledge and proven technology to customers new and existing alike. ROI, peace of mind and a proven path all await you.

The Benefit:

Just a few of the customers who have recently benefited from these compliance/efficiency/security solutions include:

Sigma Aldrich Company Limited (Chemicals), ITW Finishing Systems and Products (Manufacturing), Sherborne & Twynham Schools (Education)

The benefits these organisations have received range from the reclaiming of office space and precious working hours (100% driver to all of them); to Sarbanes Oxley compliance with scanning services (Sigma Aldrich Chemicals); Knowledge sharing and information distribution scanning directly into Microsoft SharePoint for student school work and student records (Twynham School); Streamlining Invoice processing and approval through Navision with remote e-approval and a full audit trail to boot (ITW) and finally, Sherborne School who are addressing security for students not just documents by combining the existing door access systems with their printers so that the one system controls the release and access of documents not just the access to certain buildings!

Consistent with all is the huge release in time, money and effort. The hassle has been taken out of their processes and their businesses or organisations are more efficient, effective, complaint and healthier for it.



a quick health check

A quick health check can tell you lots about your business that you probably didn't know or wouldn't know how to find the answers...

- Q. What is the true cost of document creation in your business?
- Q. What % of your budget is spent on document creation?
- Q. Where is the wastage in your current systems?
- Q. How much of an issue is the growing use of colour?
- Q. Who are your top users, top departments and worst perpetrators?
- Q. How much duplication of hardware and costs is there in your copier, printer and fax fleet?
- Q. How much time is lost looking for documents and important files?
- Q. How many trees a year do you use? Can you improve your green credentials and save money?
- Q. Where could process improvements be made and what would the benefits be to your business?
- Q. Are you compliant with any regulatory bodies that might affect your business and document processes?
- Q. Above all, how much could be saved with a proper approach?

A healthy team, qualified and ready to help...

The award-winning team at Canotec have stethoscopes at the ready and a lovely bedside manner!

With particular skill sets, qualifications and long-established backgrounds with Canon, HP, eCopy, INVU, Print Management, Document Management, Document Capture, Scanning, Fax Server and Mail and systems integration, they are well placed and proven to get the desired results quickly for your business and without too much pain! Honest!

Meet your team of Canotec account and project managers... your very own personal trainers!



◀ Ben Elmore
Account Manager & health check advisor



Phil Wadsworth ▶
Account Manager & health check advisor



◀ Luke Best
Account Manager & health check advisor



Rodney Howard ▶
Account Manager & health check advisor



◀ David Newman
Account Manager & Director



Ian Smith ▶
Director, Head of Account Management



◀ James Barnes
Head Dietician/Solutions R&D



Mark Stinson ▶
Head of Project Delivery



◀ Jason Wills
Project Manager



Katie Rogers ▶
Account Manager & health check advisor

A proven diet, a proven offering

Canotec is qualified not just to give you solid advice, but to design and implement tailored “best of breed” products and solutions that will get you the desired results quickly and fit your current and future needs and budgets... perfectly! Total peace of mind... A one stop, end to end service offering!

Canotec are specialists in Copying, Printing and Imaging Solutions from Global World Leaders, Canon & HP and Solutions providers and partners of all of the main scanning, document management and document capture providers such as eCopy and INVU.

In many we are not just resellers but European or Global Partners and developers, enhancing further the capability of these products and solutions for our customers benefit.

The consistent benchmark for our products and solutions is that they have to be easy to use and be the most proven, reliable, outstanding players in their field and the best in value. **If it doesn't pass these tests, it isn't in the Canotec portfolio!**

Our combined line up of people, know-how and innovative products & solutions has been 15 years in the making and you can benefit from that experience, knowledge and fire-power to really make a difference to the health of your business in 2008.

Our **Platinum** Partners:

HP Printing and Imaging Solutions
Canon Printing & Imaging Solutions
eCopy
INVU

Our **Gold** Partners:

Safecom
Ringdale, Follow Me
Sage

Our **Silver** Partners

Planet Press
Formic
ePrint
Print Audit
Castelle
Immediacy
Omtool





award winning

Award winning Team adds more value with HP

The Canotec award winning Service Team, has become a fully accredited HP Service and Support centre for 2008.

Canotec has achieved full accreditations across all elements of HP Printing and Imaging Solutions consultancy, delivery, implementation and service support... One of only a handful across the whole of the UK.

For 15 years Canotec Service has been providing its Customers excellent service and maintenance on "best of breed" Multi Functional Devices. Adding HPs impressive printing and multifunctional range to the Canotec Solutions Stable further enhances our claim of offering the absolute best in proven, quality, future proof and best value solutions in our industry.

The full HP status for 2008 now means that Canotec customers can benefit from a complete end to end approach and solution to their entire printing, imaging, copying and scanning needs.

"Allowing our Customers to have one service team for their entire fleet of printers and multifunctional devices is a key differentiator for Canotec's service offerings and a big improvement for our customers, allowing them to rationalise and standardise on support and infrastructure."
commented Canotec Service Director Chris Jermyn



Happy New Year from the Canotec Service Team



thank f..filing it's friday!

INVU:

INVU can improve your sex life not just your filing!...

***According to Johannesburg psychologist, Dr Colinda Linde, a specialist in stress management: "Stress occurs when our perceived demands are greater than our coping resources." According to Dr Linde, there is a link between stress and falling libido in both men and women. Many work related stress articles are now linking office stress to a deterioration in the family balance; getting home late, wound up and worn down by the stresses of the day can only hamper the libido!**

Whilst Canotec is at pains not to be offering any advice here or claiming to know anything about the delicate subject of work related stress, we believe that stress busting, time releasing solutions such as INVU for example, if prescribed early enough and used appropriately, can help you get control back, reduce stress and get you home earlier to your loved ones in a happier frame of mind...

INVU is just one example of a simple and cost effective answer to the daily grind of scanning, archiving, filing, managing and retrieving important documentation and forms part of a whole 'over the counter' range of solutions Canotec has for making scanning, printing, copying and document management, so much easier for our customers.

To help with advice and share examples of how we can get you home earlier and happier, Canotec is running a monthly open day where you can drop in any time to take a look at everything we do to help you with any elements of filing, invoice processing, archiving, scanning and document management. These stress busting sessions held on Fridays, aptly named "Thank Filing It's Friday" are fun, informative and informal!

So if you want that Friday feeling to be there every day of the week, your stress levels to drop and hopefully your libido to... raise! Please come along and bring with you any colleagues that you feel are suffering from the symptoms!

Alternatively, if you would like us to come and visit you on a personal consultation to look at your scanning, filing and archiving challenges and share with you some ideas free of charge contact Katie, Ben or Jason on 01425 480957. Your call is in complete confidence!

*Reference taken from Health24.com

Feel the power of INVU!

for a full list of "filing friday" open days contact david.newman@canotec.co.uk or give us a call on 01425 480957

product news

Anyone need a Wii ?

It's official the Canon Colour Image Runner IRC2880/3380 has proven almost as popular as the Wii console this Christmas!

Yes it was a very frustrating and sad Christmas morning for many of our customers. Not only had they paid over the odds on eBay to secure a Japanese speaking Wii controller but they had also missed out on an opportunity to get their hands on the hottest Colour offering from Canon in Canotec's 15 year history.

Commenting on the crisis of stock, one distraught customer was close to breaking down. We love our new Canon IRC3380 . It is compact, fast, quiet, produces stunning colour and all at a really good cost per page. "That's not what has really got to me this Christmas. We wanted another Canon IRC3380 for a sister office and despite the best endeavours of Canotec, we just couldn't get it in time to wrap it up and put it under the tree" commented Paul Bryant of Mitchells Estate Agents.

Canon has broken new ground with this devastatingly powerful and price sensitive multifunctional and Canotec have placed over 50 units in the last 4mths alone!

Always bet on black !

Who says Black & White is "ssooooo" last year. Not according to Canotec's spends and trends. Workgroup mono devices are in the ascendency, especially when used as powerful printers or scanning in-ramps with solutions such as eCopy. Our most popular model across our entire customer base still remains the 50-60 page per minute workhorse mono device. The new Canon IR5055/5065 seems just the ticket with a 100 sheet document feeder, 100 images per minute scanning, advanced finishing options such as booklet creation and a whopping 7000 sheet paper capacity.

The IR5055 shows healthy financial returns not just performance handling capabilities cutting the average printing costs by over 60% when compared to desktop laser printers.

All good news for your healthy new printing regime in 2008 then.



If you are after a fast, multitasking, compact colour device for your office, look no further ... Who needs a Wii controller when you can take control of your colour costs and automated document production with this little beauty.

For more information on Wii controllers versus the new IRC2880/3380 contact Ian and the Canon sales team on 01425 480957.



Canotec customers, push eCopy to record heights...

It appears our customers have fallen, truly, madly, deeply in love with the simple power, flexibility and application of eCopy.

Already a world beating scanning solution, with over 50% market share in Legal and an equally impressive installation ratio across all of our customers. Over 100 separate eCopy installations have been carried out by Canotec this last 12 months, making it the busiest year with eCopy in our entire history!

For the few now, who have not witnessed the power and simplicity of eCopy, a brief overview...

eCopy makes it easy to convert paper documents into digital systems and workflows. Users get full previews of what they scanning and a suite of destination options, all triggered by one push of a button. These "point and scan" destinations include scan to fax server, scan to email, scan to desktop, scan to network folders or storage areas and a raft of supported back office systems including virtually every leading Document Management or ERP Solution in the market place today.

In addition, smaller scale, lower cost, customisable workflows or "quick connects" can be created for simple tasks and challenges such as departmental level scanning solutions such as "Scan to HR", "Scan to Accounts", "Scan to Warehouse or Despatch" and so on, to capture important, departmental related documents and workflows.

So if you are one of the few that have yet to see eCopy or visit the dedicated eCopy Solutions Showroom we have at Canotec please contact James Barnes or Ian Smith at Canotec on 01425 480957

product news

Sexy little scanner... "Ding dong!"

Scanning and sharing information with your colleagues couldn't be simpler. Canon's new ScanFront 220/220P colour network document scanners redefine ease-of-operation thanks to a huge colour touch screen and instant network access - without additional hardware or software.

Easy scanning

The ScanFront 220/220P makes scanning and distributing information easy. Simply place your document in the feed tray for scanning and choose the relevant icon to determine where you want to send it: an email address, ftp address, network folder or USB memory stick.

It's so easy to operate, you can use it anywhere in the office: marketing department, sales groups, finance department, or admin and logistic teams.

Compact and plug and play productivity

The ScanFront 220/220P is deceptively small and fits comfortably on the corner of a desk. Fold away the document trays and it's smaller still. There's no need for hardware or software – the ScanFront 220/220P simply plugs directly into your network. As far as productivity goes, for the footprint required, it is hard to beat with double sided image capture at up to 52 images per minute. The Scanfront will scan in mono and colour with full preview so you can check your work before filing or sending elsewhere.



Say hello to your stunning little office helper... the desktop and incredibly versatile, new, all-in-one Scanning and archive solution, the Scanfront 220/220p

Advanced security

It's simple to configure the ScanFront 220/220P so that users must enter a name and password before scanning and sending a document. Alternatively, a Fingerprint Authentication system can be used*. Specific functions can also be made off limits to certain users and PDFs can be encrypted before sending - retrievable only with the relevant password.

For an immediate demo or evaluation unit to plug in and play, contact the team at Canotec on 01425 480957

INVU sorts your Fridays out not just your files!...

Fridays have never been better. Who needs a Crunchie to get that "Thank God it's Friday" feeling.

Canotec's new monthly open days which will cover everything and anything to do with scanning, filing, archiving and document management should help bring some positive ideas to this common challenge. We like to call them "Filing Fridays". So don't get wound up at the end of your week, the weekend is just around the corner and so is the answer to your document scanning and management needs... The Canotec "Thank Filing it's Friday" sessions.

For all dates and times contact Canotec on 01425 480957



for a demonstration or for further information on any of the featured 'hot products' contact ian and the team on 01425 480957

**HOT GOSSIP
HOT OFF THE PRESS**

hold the back page!

Canotec employees all at sea!

Canotec employees washed up on Bournemouth beach!

Not content with just a dip in the sea, Sales Director Ian Smith and Account Manager Phil Wadsworth are putting the famous but strenuous Bournemouth Pier to Pier swim down as a mere paddle as they start their New Year training regime to compete in one of the area's hardest triathalons to raise money for good causes. Commenting on how on earth he got talked into doing this, Phil Wadsworth reflected: "I was just having a dip with my family by Bournemouth Pier and had swum out to grab my son's lilo, which had floated off, when hundreds of swimmers came by. I literally got swept up with the whole thing and ended up drifting off to Cherbourg!"



Thinking he was on to something with his endurance capabilities, Phil and long-time marathon runner, triathlete and work colleague Ian Smith looked for an ever greater challenge for the two of them after tackling the shark-infested waters of the Solent with a second swim to the Isle of Wight. "The ferry was full", was all that a tired but elated Ian could gasp at the time. The New Forest Triathlon is in September.

Canotec is sponsoring their armbands!

Canotec opens new dedicated Software Development Company, Hub Software.

A natural development from Canotec's pioneering work with eCopy over the last 7 years, Hub Software was formed to work closely with Software Application providers and MFP manufacturers alike to enhance the integration power of scanning solutions into these business critical applications and workflows by using the simple power and speed of products as eCopy. Canotec has long been a founder member of the Development community for eCopy and Hub Software now positions them as the UK leading development team for eCopy, with no less than 30 eCopy connectors in development from the Hampshire based team.



(L-R) Martyn, James & Pete of Hub Software

MD, James Barnes explained...

"With eCopy's domination of the distributed scanning marketplace, and the strong relationships that we have with all MFP vendors, we identified the need for the development of these connectors where the ISV's (Software Manufacturers & Developers) have no plans to develop them due to shortage of resources or competing priorities. Here at Hub Software we have the ability to develop, launch, enhance and support these connectors in a much shortened timeframe, and maintain the interfaces and support at the same consistently high standards as eCopy themselves. This is a fabulous enhancement to Canotec's already strong, IT offering and skill-set and one which is set to benefit customers and Canotec partners alike"

"eCopy is delighted to welcome Hub Software into the eCopy Connections Alliance Programme. By offering connectivity to a range of applications, Hub Software is set to play a key development and consultancy partner within the eCopy ecosystem. Working closely with eCopy and utilising the eCopy SDK's, Hub Software have already developed and delivered connectors to numerous clients allowing users to access their applications and business processes from their capture devices."

Claire Almond - eCopy Europe