



7th August 2018

Reference for Graham Varndell

Graham contacted me through LinkedIn with a direct message. I was curious about the service offered by Graham as like most I had experienced the rather murky world of photocopier contracts.

My interest was initially to determine if we had good value with our current agreements, particularly important as I was relatively new to my post. My dealings with Graham were done without lengthy meetings, literally the entire process was conducted by email and calls. Graham reviewed all our current agreements, volumes and equipment performance, again all conducted with limited disruption or drawn out print audits. Graham then worked with us to negotiate a new agreement with the current supplier, one that delivered very significant savings. The service that Graham provides is not limited to cost savings, he is focused on balancing cost with service, whilst also considering an overall print strategy for the business. As a large organisation with multiple offices, we needed the correct advice in terms of contracts, costs and long-term planning. Graham has guided us fully throughout the review process.

I would recommend the service provided by Graham.

Chris Day
Group Finance Director – Lords Group of Companies

