

CLYDE&CO

Reference for Graham Varndell

We engaged with Graham Varndell in June 2016 with the specific scope of delivering an independent review of our print/copy/scan environment.

Graham's appointment was timely as he was immediately faced with the renewal of one of the main managed print service agreements. Graham engaged with the incumbent supplier and agreed a one-year rent-free period on the current agreement, generating a significant six figures saving. The negotiation of the rent-free period gave us time to undertake a full and detailed review of our print environment.

Graham works at a very high level, focusing on the overall structure of the print environment and providing a clear structure for us to follow. The statement of works produced was very concise with the key areas clearly identified as:

- Device management
- Output management (compliance, security and cost recovery)
- User acceptance
- The environment and sustainability
- Technology trends and the future of print in the legal sector

We are now over a year into the project, the savings have grown to seven figures over the contract period but perhaps more importantly we have a very detailed, defined roadmap for managing printing, copying and scanning. This is still very much work in progress as we look to adopt the structure to all the Clyde & co offices in the UK.

I would highly recommend the service that Graham provides.

Rob Stephens

Head of Property and Facilities | Clyde & Co LLP