

Fuji Xerox Technology of choice

FOR SOUTH AUSTRALIAN GOVERNMENT PRINT
CONTRACT ENDEAVOUR PRINT DOCUMENT
SERVICE PREDICTS 380 PER CENT GROWTH
WITH NEW BUSINESS

Endeavour Print Document Service is moving quickly in the world of printing. Situated in Netley, South Australia, with a committed team of 72 staff, it is the State's biggest printery. The philosophy there is simple: service comes first. Recognised for their professionalism and ability to deliver the goods, it comes as no surprise that Endeavour Print Document Service was successful in a recent Government tender.

"The Government print contract has enabled enormous growth within the company. We have expanded from 17 staff members to 52 full time and 20 casual. At this stage we estimate a 380 per cent growth," said **Andrew Macnab**, General Manager, Endeavour Print Document Service.

With print activity surging to high gear, the management at Endeavour Print Document Service approached Fuji Xerox Australia for some expert advice.

"Having worked with Fuji Xerox for five years, we were confident they would be able to assist us in this important growth period," said Macnab.

Scott Ellis, Account Manager, Fuji Xerox Australia, explained that the relationship between the two companies played an important role:

"Having worked closely with Endeavour Print Document Service over a number of years, Fuji Xerox understands their business and future direction. Knowing that, we were able to recommend solutions based on their objectives."

To help Endeavour Print Document Service meet the needs of the all-important Government contract, Fuji Xerox Australia proposed a personalised contract that concentrated on providing the company with enough equipment to meet the increasing print demand, and

PRINT
CASE STUDY
ENDEAVOUR

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Xerox DocuTech 6135

also focused on improving network structure and file management.

"We have been more than pleased with the degree of interest Fuji Xerox has expressed," said Mr Macnab.

He added: *"With a sizeable contract like this, responsible for all the State Government's printing, it is nice to know we have the support of a company like Fuji Xerox Australia."*

Endeavour Print Document Service now boasts two **DocuTech 6180s**, two **DocuTech 135s**, a **DocuTech 6135**, a **DocuTech 65**, and a **DocuTech 265**. For more efficient workflow the business utilises **Xerox Digipath** with three scanners. Customers are also able to send files electronically through the Network Server. Through the combination of Xerox technology, Endeavour Print Document Service is producing an average of 6-7,000,000 prints per month.

DigiPath's powerful scanning software makes it simple to integrate both hardcopy and electronic files. One enormous advantage of the system is its use of a standard internet browser, removing the issue of platform dependence. DigiPath's document library stores fully-editable, print-ready formats, making for easy reprints of jobs.

Scott Ellis adds: *"We are in regular contact with Endeavour Print Document Service, and always monitor their needs. We have made several minor alterations and adjustments to their contract, to ensure their satisfaction with Fuji Xerox service and technology. They are a dynamic print business and we look forward to working with them in the future."*

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