

ITEC TRANSFORMS PRINTING ENVIRONMENT **FOR 3@I CLEARWATER MALL**

When the new owners of 3@I Clearwater, a business centre in Clearwater Mall, Roodepoort, took over the business, they were looking at overhauling the existing printing contracts as these were expensive to maintain and inefficient.

Itec Case Study



3@I Clearwater Case Study



Clearwater owner:

Managed business solutions provider Itec Advance approached 3@I Clearwater with a compelling suite of printing products with much improved service contracts that would not only reduce the costs of managing the solutions but would also provide them with access to the latest printing technology.

"Itec provided a more affordable option. Their attention to detail when it came to meeting our unique requirements with a level of personal service we did not have before, made them an obvious choice," says Philips.

3@I is a family-owned business with the owners being hands on and involved in the day-to-day operations. Some of the other services the franchise offers include laminating and binding as well as an internet café.

"When we bought the business, the state of the printing hardware contracts was shocking. Most importantly, there was a lack of the personal service and support we were looking for," says Grant Philips, 3@I



Their attention to detail when it came to meeting our unique requirements with a level of personal service we did not have before, made them an obvious choice.



Grant Philips, owner of 3@I Clearwater

SAVINGS ON MAINTENANCE & SUPPORT

"Service on the large format printing machines we use can be expensive. For a business such as ours any cost-savings are invaluable. With Itec Advance, we have been able to significantly save on maintenance and support as their printing products are more affordable to maintain while still delivering the same value for the high-volume demands placed on them," says Phillips.

He adds that the Itec sales manager went above and beyond to ensure that 3@I Clearwater has the best possible value proposition that could meet its existing demands and scale where required.

"We pride ourselves in not only the innovative solutions we give our clients access to, but with the personal levels of support that has

become one of our competitive differentiators. The collaboration between our team, Itec SA and the service department is testament to our commitment of tailoring solutions that meet the requirements of any client regardless of size or location," says Leonard Dullisear, MD at Itec Advance.



“

The collaboration between our team, Itec SA and the service department is testament to our commitment of tailoring solutions that meet the requirements of any client regardless of size or location.

Leonard Dullisear, MD Itec Advance

”

+27 11 236 2000 • info@itecgroup.co.za • www.itecgroup.co.za



Communications



Security



Cloud



Document Management



Mobility



Finance

