



New lease, new equipment, and new partner equals new efficiencies for Shiel Sexton.



Shiel Sexton's business model requires paper, and lots of it. Which means their print and copy equipment has to provide simplicity and reliability. When Shiel Sexton realized their current vendor relationship wasn't meeting their needs, they engaged Van Ausdall & Farrar to improve their support and reduce their costs.



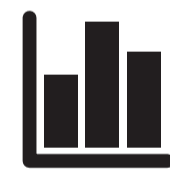
OBJECTIVE

Improve equipment, maintenance, and support while reducing down time.



STRATEGY

Upgrade equipment, negotiate new equipment lease, and provide on-site support.



RESULTS

New equipment leases are shorter in length and save over 15% vs. past contract.

15% ANNUAL SAVINGS

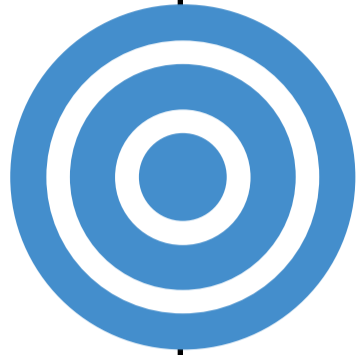
Want to learn more about how Van Ausdall's solutions can innovate your business? Let's talk! **Contact us today at (317)974-5548**





THE COMPANY

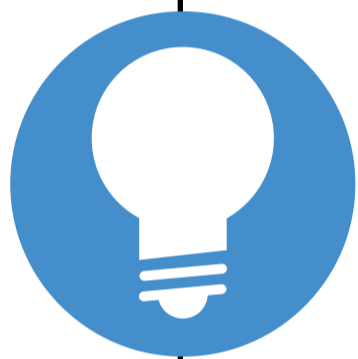
Shiel Sexton is a large, Indianapolis-based construction management and general contractor. Much of their success has been due to the skill and longevity of the employees, many of whom have been there for over 20 years. But changing decades-long processes wasn't an easy task, and current vendors weren't willing to help with the transition to new operations. That's why they reached out to Van Ausdall & Farrar.



THE OBJECTIVE

Shiel Sexton's existing print equipment was being serviced and maintained by the manufacturer, which was creating many challenges. Repairs were taking too long and the company was often billed for services they didn't receive.

Shiel Sexton decided they needed to find a way to get out of the contract with their existing vendor and find a new partnership to improve their level of service and save on costs. And it needed to be done in a way that didn't negatively affect employee processes.



THE STRATEGY

After completing a thorough assessment of their current printer / copier inventory, Van Ausdall & Farrar updated the entire fleet of printers and copiers with new technology from another manufacturer. Since Van Ausdall partners with multiple equipment manufacturers, they were able to offer Shiel Sexton the best equipment option for their needs. This improved the lease contract, reduced maintenance costs and down time, and increased productivity.

In addition, Van Ausdall provided an on-site support specialist to help with any printer problems, both in the office and on the job site, where down time is most critical.



THE RESULTS

Thanks to Van Ausdall's savvy lease negotiation and new processes and equipment,

- 1) Shiel Sexton **saved 15%** over their previous contract
- 2) The previous lease length was reduced from 60 months to 48 months. This gives Shiel Sexton **more flexibility** in the future to upgrade as needed.
- 3) Van Ausdall provided an on-site resource, which **reduced service calls and down time**, streamlining the entire process for Shiel Sexton.

Shiel Sexton is excited that they finally have a partner that's taken ownership and leadership on their print and copy management solutions so they can continue to focus on their construction business with confidence.

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