

PRESS RELEASE

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Photocopier and MFD Contract to save PfH Members up to 60%

The UK's first photocopying procurement deal, designed specifically for the social housing sector, is being launched by Procurement for Housing. Leading photocopier suppliers, Canon (UK) Ltd and M2 Digital Ltd have been appointed to provide photocopying equipment, multifunctional devices and services at prices up to 60% less than those currently paid by housing organisations.

Sustainable Homes, an organisation that encourages housing associations to adopt sustainable policies and practices, states that every full-time housing worker uses approximately 9,000 sheets of A4 paper each year. Such large volumes of paper are used by housing organisations for printing and photocopying, and PfH has harnessed the high photocopier usage of the sector to negotiate significant discounts on photocopying equipment and services.

The 'Photocopier and Multifunctional Devices Services' Contract will be jointly provided by Canon (UK) Ltd and M2 Digital Ltd for three years. Both suppliers are highly experienced in offering photocopying solutions to the public sector and Procurement for Housing has developed a deal tailored to the copying needs of housing organisations. Canon and M2 have dedicated account management teams in place to work with PfH Members, ensuring stringent service levels are met and a consistent and flexible service is provided for PfH Members, regardless of size or location.

The agreement will provide PfH Members with a range of black & white and full colour digital and multifunctional copying devices from small desktop machines producing 12 A4 copies a minute, to large production devices that produce over 100 copies a minute. In line with government e-procurement strategies, both suppliers will provide an online service allowing Members to order consumables like toner and staples, place a service call or check billing information over the web.

The environmental policy of each supplier is key to their appointment. All multifunctional photocopying devices on offer are energy efficient, save space with all functions in one device and have doubled-sided output set to default, ensuring lower paper usage, saving resources and money.

Julie Craig, Procurement for Housing Director says, *'A typical Photocopier Contract for a housing organisation is between £100,000 - £200,000 over five years. By signing up to the new Photocopying deal, housing organisations can save between £10,000 - £20,000 a year on their photocopying costs. As a result our Members can increase productivity and reduce current expenditure on office equipment and support services, helping them achieve government efficiency targets.'*

Procurement for Housing is supported and steered by three of the UK's leading housing bodies - The National Housing Federation, the Chartered Institute of Housing and HouseMark - demonstrating the sector's commitment to the collective buying scheme.

www.procurementforhousing.co.uk

**For media enquiries, interview opportunities or images, please contact: Rowan Atkins at PfH
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Notes to Editors:

What does the Photocopier Deal offer?

Competitive Pricing: Significant discounts on equipment and cost per copy service charges will ensure that best value is achieved. Savings of up to 60% can be achieved.

Account Management Teams: Are dedicated to PfH Members and will ensure stringent service level agreements are met and a consistent and flexible photocopying service is provided for individual housing organisations, irrelevant of size or location.

Market Leading Range of Devices: From black & white and full colour digital devices to multifunctional photocopying devices. From small desk-top machines which make 12 A4 copies a minute to large production devices which produce over 100 copies a minute.

E-Services: Members can order consumables like toner and staples, place a service call or check billing information all online.

Environmental Policies: All multifunctional photocopying devices on offer are energy efficient, save space with all functions in one device and have doubled-sided output set to default, ensuring lower paper usage, saving resources and money.

Sector Experience: Both suppliers are highly experienced in offering photocopying solutions to the Public Sector.

Support with Document Management: Suppliers can help housing organisations improve the capture, management, distribution and storage of paper documents, creating secure, auditable and retrievable document workflows.

Benchmarked Prices: Supplier prices are regularly benchmarked against competitors.

Free Print and Copy Audits: Including asset reviews, print surveys, forward planning for installation and monitoring for new products or software that will achieve significant cost reductions.

Canon

Canon (UK) Ltd is the UK marketing and sales operation for the US\$30 billion global company based in Tokyo, Japan. In the UK Canon employs over 2,000 people in various locations including Ireland and has achieved sales of £505m in 2003. The main business focus for Canon (UK) Ltd, covers two market segments: Business Solutions covering both the office and professional printing environments (including: multifunctional printers, IT consultation and peripherals: photocopiers, printers, fax machines, document management hardware & software, multimedia LCD projectors) and Consumer Imaging (input solutions: film and digital cameras, camcorders, binoculars and scanners; and output solutions: Bubble Jet printers, fax machines, desktop multifunctionals and multimedia LCD projectors). In the UK, Canon has over 25 years experience dealing with Central and Local Government organisations.

www.canon.co.uk

M2 Digital

M2 was established in 1992 by Michael Driver and Peter Quinn. M2 believe in a personal service with no automated answering machines and therefore clients will always speak to a person. Dedicated Account Managers are in place to deliver our service consistently after the agreement. A nationwide network of service engineers covers all of the UK. Today M2 Digital are one of the largest independent Ricoh manufactured suppliers and one of the top ten Kyocera vendors in Europe. M2 also supply Océ Equipment.

www.m2digital.co.uk

Procurement for Housing

PfH is the only national procurement organisation dedicated to the needs of the housing sector. Following a successful two-year pilot, the National Housing Federation, Chartered Institute of Housing and HouseMark officially launched it in March 2004. The Housing Corporation and the ODPM also support PfH.

PfH has been created as an essential business tool to generate substantial savings by harnessing the collective purchasing power of housing organisations. By reducing procurement costs, organisations can reinvest resources in front-line services, decent homes and vibrant neighbourhoods.

PfH currently has 161 Members collectively managing over 1,124,000 units, making PfH's purchasing power unparalleled in the sector. The consortium provides services in the following product areas: Office Supplies; Print Management; Communications Services (Landline, Data and Mobile); Energy Management, Personal Computers; Photocopying Equipment and Services and will soon be launching services in the following areas: Materials, Repairs & Maintenance; Office and Scheme furniture; Janitorial Supplies; Work Wear & Personal Protective Equipment; Vehicle Leasing; Insurance/Financial Services.

PfH Membership

Any social housing organisation (including Housing Associations, LSVTs, ALMOs, and Local Authorities) can become a Member of Procurement for Housing by paying a small refundable fee based on the number of housing units they manage. The fee is rebateable against purchases made through the scheme. HouseMark subscribers are eligible for free Membership.

Management of PfH

Procurement for Housing (PfH) is managed by specialist contractor Collective Enterprises Limited (CEL) – selected following an open tendering procedure through the Official Journal of the European Union. CEL has significant experience of collective purchasing in both the public and private sectors. The quality of the contractor's work is monitored and assured by HouseMark – the performance improvement subsidiary of the Chartered Institute of Housing. Further information can be obtained by visiting the website at www.procurementforhousing.co.uk

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