



The Informer

you can
Canon

December 2005 - Issue 13

'tis the season...already!



This time last year I was sitting down to write the opening of what was our first issue of 'The Informer' - and it only seems like yesterday... Now, as issue 13 lands on your desks I would again

like to take this opportunity to wish you all a very merry Christmas on behalf of the Management and the staff of C & G Business Equipment Ltd.

It may be the holiday season and a time when many of us are beginning to think about winding down for the much-deserved holiday, however there is still a lot to report upon and December is no exception.

Our partners Canon has unveiled more new systems, the launch of these you can read about later while we too are offering more incentives to make an investment before Christmas.

Last month we teased you about two topics that were to feature here and we

don't like to disappoint.

Simon Scantlebury has joined us and is settling in well and we are very proud and excited to announce that we have now become official 'Plus' accredited partners of Canon. This, and the introduction of Simon will, I believe prove to be beneficial to you our customers - again, you are able to read more in this issue about both of these.

Enjoy the read of this issue, and if I don't speak to you before, have a good Christmas.

Cheers

Aaron Bailey
Managing Director



C&G hits new heights



● Canon's Paul Thompson

As modern business grows more complex and demanding, efficient networkable document solutions capable of multi-user printing, copying, faxing and scanning are becoming commonplace. However, adding

these document solutions to your existing or new network can be confusing and time consuming. Furthermore, finding the most suitable document solutions supplier, and planning your current and future requirements can be equally difficult.

To take the uncertainty out of this process and provide peace of mind, Canon (UK) Ltd have introduced the PLUS programme to identify accredited partners who have received the training necessary to support Canon document solutions in a network environment. Independently audited, the Plus programme draws upon the experience of its accredited Canon Solutions Partners (CSPs) to provide customers with the answer to all their networked document processing needs.

In order to become an accredited Canon PLUS Solutions Partner, C & G Business Equipment Ltd had to reach a minimum level of criteria as follows: All potential CSPs must train at least two sales and two systems personnel, who must pass an independent examination. They will then be able to clearly demonstrate an expertise of Canon document solutions within network environments including an understanding of local and wide area network topology, PC requirements, network cabling and systems integration. They are then independently audited to a set level of criteria including internal processes and having networked Canon document solutions available for demonstrations and on going training in their showrooms.

This latest development within C & G Business Equipment has lead Aaron Bailey to believe that the biggest beneficiary will be the end-user.

Aaron said: "We are naturally delighted to have reached this stage, it is something that we have been working towards for some time now and a lot of peo-

ple have put many hours of their time into making sure we reach our desired standards.

"It is our customers that will see the results however, as all this is driven towards providing a total service solution that works efficiently and with the minimum fuss caused."

Paul Thompson of Canon was also quick to sing the praises of C & G and the efforts of its staff. Paul commented: "Only when a Canon Authorised Suppliers satisfies all of the criteria can they become an accredited Canon Solutions Partner and offer consultation services under the accreditation of the PLUS programme.

"Once accreditation is achieved every CSP is then regularly re-audited to ensure continued understanding and adherence to the high standards set.

"Customers investing in this area can gain confidence that C & G has undertaken the training necessary to provide them with the skills and qualifications to deliver the ideal office solution."

As part of Canon's commitment to the PLUS accreditation programme all CSPs receive from Canon enhanced procedures and systems support enabling a CSP to more quickly and accurately provide any issue resolution.





New kid on the block

Simon Scantlebury arrived early in November full of enthusiasm and optimism and one month in Simon has been working hard to get to grips with the industry and products while at the same time settling into his new roll with his new colleagues.

Simon said: "I didn't realise at first the extent to which today's technology effects the office environment, but it's right up my street and I am really enjoying my new job and the learning process that I am going through.

"Everyone at C & G has helped me to settle in. There is a real friendly atmosphere in all departments but you can also see how everyone is committed to getting there individual tasks done - I look forward to it continuing."

Simon will be working with James Fletcher in the Sales department, advising new customers on the best way forward to improving their



● Simon settles in

office productivity with the latest Canon digital products.

James added: "Simon is adjusting well and showing great signs of progress.

"It is not easy to enter into a new field and with our industry it is about after-sales care and offering the right levels of service too, there is a lot to learn but Simon is doing very well."

Document Management News



Invu - the leading provider of electronic document management (EDM) software for small and medium sized enterprises - has gained accreditation of its product v5.4 by the internationally respected Institute of Chartered Accountants in England & Wales (ICAEW).

EDM is increasingly recognised as a way for firms to tackle the growing mountain of paperwork which they face day to day - cutting storage costs and retrieval time. As workload and the regulatory framework expands, the cost of archiving documents in old-fashioned filing cabinets in a dusty back room, or in a variety of electronic formats, the impact on customer service and business efficiency is significant.

C & G Business Equipment is keen to offer free consultations on what Invu can do for you as Invu develops, software for the electronic management of all types of information and documents, such as forms, correspondence, literature, faxes, e-mail, technical drawings, electronic files and web pages.

Invu is ideal for the small-to-medium size enterprise ("SME") market and individual departments of larger organisations with a range of products which the Directors believe strongly adhere to Invu's brand values of ease of use, high quality and price performance.

For more information log on to

www.cgcopiers.co.uk

or call Aaron on

01452 332270

to book your free consultation.

Product news...product news...product news.

Canon has launched a compact, intelligent multi-functional communication device that can copy, print and fax -



● Canon iR2020

and live up to the required standards of today's busy work environment.

Handling the work of many in one compact solution, the 16ppm multifunctional iR2016 and 20ppm iR2020 brings effective communication to your business. Featuring double-sided output option, it's as dependable as you are.

An integrated communications hub

Businesses thrive on effective communication. Add the iR2016/iR2020 to your team and it will enhance yours, acting as a networked focal point of all document communication activity. Send urgent faxes, print sales reports or copy customer proposals using one cost-effective solution.

Digital architecture means you can also connect to Canon's iW Publishing Manager, allowing different source files (i.e. PowerPoint, Word, Excel) to be combined for time-saving, assured output. Or file management can be enhanced via iW Document Manager.

Look your best

Present a professional image every time with the iR2016/iR2020. Print with outstanding clarity at 1200 dpi and produce quality, double sided and stapled reports for distribution using the optional internal finishing device. Productivity can be enhanced further with an additional tray to separate print and copied output. Alternatively, an inner two-way tray for non-stapled collation can be incorporated for maximum versatility.

Effortless network integration

Integration into your network is seamless across AS400, Linux/Unix and SAP environments, and using Mac or PC. Set up and management is effortless thanks to NetSpot tools, Canon's remote web-based device management software. Network printing at a crystal-clear 1,200 dpi is enabled using Canon's

advanced-performance proprietary printer language UFR II Lite, and PCL printing is also supported.

Space saving and scaleable

Compact it may be, but the iR2016 can cope with some big challenges. With a choice of additional paper drawers, you can select the capacity that best suits your needs, up to 1,080 sheets, in a variety of paper sizes up to A3.

Conscious of your pocket, conscious of the environment

Innovative on-demand fixing technology enables an energy saving sleep mode to be automatically initiated when the device is not in use. Once needed, the device is fully operational again in seconds - a great way to reduce energy consumption without affecting staff productivity.

Features

- Multifunctional print, copy and fax capabilities
- Quality prints at 1,200 dpi
- Space saving and scaleable
- Double sided and stapling supported
- Simple network integration
- Energy saving mode & fast recovery
- e-Maintenance for advanced support



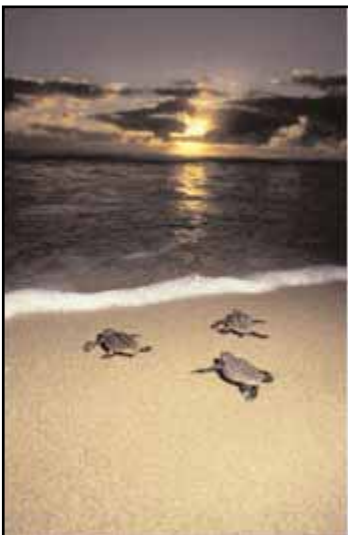
Canon - looking after your environment



The Fundamental Principles of Environmental Assurance. Canon aims to achieve sustainable development and

harmony between ecology and corporate activity, to contribute to worldwide prosperity.

Canon believes that in order to work towards a harmonious accord between people, technology and nature, all corporate activity must take the environment into consideration, and that a company incapable of environmental assurance does not deserve to continue operations. Canon believes it can make a useful contribution to society by becoming a leading "eco-tech" corporation. Canon strives to achieve harmony with ecology and the environment, the two fundamental components of Canon's "E" concerns.



Purpose of Environmental Assurance

The purpose of the programme is to achieve technological innovation with ecology as a top priority. Canon does this by developing products and manufacturing processes with minimised environmental impact to assist preservation, and through corporate activity contributing to conservation on a global scale. Canon's success and growth has

been through its own technological innovations. Canon considers the environment from the initial stages of product development, and makes ecologically sound goods in factories which harmonise corporate activity with nature.



Basic Guidelines

In all of Canon's corporate activities it will be aware of the global environment and actively and creatively promote conservation strategies. Ecology is at the forefront of Canon's corporate policy of "EQCD" which stands for ecology, quality, cost and delivery.

Canon's Basic Environmental Guidelines

1. To make a contribution to society by developing product, production and evaluation technology, and conduct all corporate activity, in keeping with the principles of environmental conservation.
2. Conduct environmental impact assessments prior to product development and design; and produce products that minimise resource and energy consumption in operation.
3. Undertake environmentally sound manufacturing on a worldwide scale, by reducing waste generation and energy consumption.
4. Work together with government bodies on environmental strategies.
5. Actively support local and regional environmental protection movements as a good corporate citizen.
6. Boost awareness of environmental conservation among Canon employees through training and education.

Can I communicate with a higher intelligence?

Have you ever wondered if there is a more intelligent way of approaching business communication? The new range of Java enabled Multi-Functional Printers (MFPs), gives you a platform which can be customised and adapted to your organisations needs.

Enhance your business with a cost effective, flexible solution

Take advantage of powerful business and workflow benefits with Canon's unique next generation JAVA based MEAP (Multi-function Embedded Application Platform) enabled networked printer/copiers. Establishing new benchmarks of productivity in every aspect of document output and office communication, the iRi range of MEAP devices can transform the way that your organisation captures, manages and distributes its documents not just now, but long into the future. You can customise your own device with bespoke and/or off the shelf applications that can allow you to integrate your Multifunctional Printers into your workflow.

Share information faster than ever.

The intelligent send functions of the iRi products cut document distribution costs and increase productivity. In a single operation, documents can be scanned directly into the system and distributed digitally to a file server for storage, regularly used folder, individual e-mail addresses or internet fax, eliminating the cost of distributing hard copy documents saving time, money and space.

To find out more about what C & G Business equipment can do for you, call James on **01452 332270** and he will arrange a free consultation with you - at your premises and at no cost.

Further information can be found on www.cgcopiers.co.uk



The ultimate in intelligent communication



Make us laugh

Last month's lucky winner is Veronica Palmer of Eagle Tower Business Village who came up with:

"Aaron is so pleased he can enjoy company benefits including free membership of the C & G Mile High Club!"

A bottle of Champagne will be heading Veronica's way...



December's caption.

The editor makes an apology for featuring the MD two months running - but we couldn't let this one slip by so soon after his visit to the Motorcycle Show!

To enter this month's competition, let us know your most witty captions by e-mailing to info@cgcopiers.co.uk and you could be lucky enough to receive a bottle of bubbly courtesy of C & G Business Equipment Ltd.

The more the merrier, send in as many as you want but please try to keep them clean...if you can.



Christmas Offer



As a good will gesture to all C & G Business Equipment customers, any order placed for a product for more than £500 will be accompanied by a bottle of Champagne.

Share it with your colleagues or save it for Christmas morn-

ing - it is entirely up to you. The offer only applies to purchases made, excluding vat, for hardware and can not be redeemed against service or technical support. To take advantage of this offer you must produce the newsletter at the time of placing your

order with any of our sales staff. To find out more about this exclusive offer, contact the sales executive that you are dealing with or contact C & G Business Equipment on: **01452 332270**

Marketing Services

This Newsletter has been produced by CDA. For further information please contact Dean Enon on **01452 864943** or deanenon@btinternet.com for:

- PR Services
- Marketing
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