



## The Challenge

**The Old Station Nursery Group is comprised of 78 exceptional nurseries across the UK, established in 2002 the company has grown, offering market leading early years education. The group's consistent focus on quality, care and individual progress makes them a trusted provider for families across the country.**

The Old Station Nursery Group were dissatisfied with their previous service provider, with the lack of technology in the devices being a key driver for change. They then looked at three different vendors and partnered with SOS Systems because we were able to meet their goals and expectations for the project.

The Old Station Nursery Group's key goals for the project:

- Cutting-edge devices with smarter technology and in-depth reporting to drive better decision-making.
- A higher level of service and support, giving teams confidence and peace of mind.

- An improvement in sustainability through using our SOS Green Service, helping with offsetting print volume to reforestation projects.
- Significant cost savings with a simpler, more transparent billing process.

**“Customer service; they go above and beyond what they need to”**

Spence Haywood  
Head of IT

# Why they chose SOS Systems

The Old Station Nursery Group selected SOS Systems for a multitude of reasons. The first of which being our ability to meet the key objectives they were seeking, a capability backed by our strong reputation and service offering. Spence Haywood, Head of IT for The Old Station Nursery Group, also had previous experience working with some key members of the SOS team, which further cemented their choice. It was the combination of these factors that solidified their decision to award SOS Systems the contract.

The Old Station Nursery Group granted SOS Systems the tender because we were able to tick all their boxes in terms of project goals. In addition, our trusted track record and expertise in the field reinforced their decision.



**Service** excellence



**Environmental** improvements



**Digital** transformation



# The installation project

SOS Systems got to work and planned an installation project to deploy Canon Multifunctional Devices across multiple nurseries. Spence Haywood, Head of IT at The Old Station Nursery Group, paid tribute to the smooth running of the installation process, noting how detailed the pre-planning was. Every detail was considered in advance, from identifying network points and installation locations to arranging onsite parking, mapping access routes, and planning how the old devices would be removed and the new ones set up.

This thorough pre-planning meant the engineers could begin work immediately, ensuring a smooth and efficient installation. Spence also noted that the onsite SOS Systems engineers took the time to provide training for users, which was greatly appreciated and highly valuable. Spence Haywood reports that, "Customer service goes above and beyond what they need to," and this is something SOS Systems takes pride in.



# The Outcome

Since the deployment, the new equipment has been running smoothly and exceeding the client's expectations, with users benefitting from improved devices. The Canon Multifunctional Devices are producing top-quality printing across the nurseries, and when asked about the quality of the new devices, Spence responded, "They are great devices and I'd be very reluctant to move away from them."

Not only is The Old Station Nursery Group reaping the benefits of higher-quality machines, but they are also receiving more reliable, faster, and more trustworthy support. SOS Systems are just a phone call away to assist with any issues, using their many years of expertise to swiftly resolve potential obstacles.

**"Users are benefitting from a better device"**

**Spence Haywood**

Head of IT

There has been a significant sustainability impact, with the Canon devices being up to 89% more energy efficient. The Old Station Nursery Group are now achieving four of the UN's Sustainable Development Goals through PrintReleaf, and are on average replanting just over 20 trees per year.

From a financial perspective, The Old Station Nursery Group has experienced reduced costs and now benefits from a streamlined billing system for all devices, freeing up time and creating a smoother process.



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Established in 1985, SOS Systems is a leading provider of print and document management solutions. ISO9001 2000 accredited, we are one of a select few Canon Platinum Partners in the UK. We help customers nationwide achieve their compliance obligations and digital transformation objectives through a portfolio of innovative software and services. From secure print management to e-Signature and Accounts Payable solutions, everything is backed by our Prince2 certified professional services team.