

Copittrak win over Winckworth

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Copittrak Systems has announced that Winckworth Sherwood has become the latest law firm to sign up for its next generation cost recovery solutions. Copittrak will deliver Eclipse terminals, together with Print, Secure Print and Scan modules across the firm.

As part of the move to new premises, Winckworth Sherwood looked at various cost recovery and print solutions with a view to replacing localised printers with faster, more cost-effective and energy efficient multifunctional devices.

The contract award follows a series of in-house product evaluations by the firm over the past year, culminating in a successful trial of Copittrak and its copy terminals. The firm was impressed with the degree of functionality available and selected the terminals over the embedded software option. The use of Secure Print also appealed in that it will enable users to print to and retrieve from any one of a mixed fleet of Ricoh devices, while Scan was regarded as a cost-effective route for scanning to email and Sharepoint. The ease of integration with the current PMS and DMS and other bespoke printing systems was another influential factor in opting for Copittrak.

Commenting on the deal, Copittrak's Damian Jeal said: 'We're delighted to be partnering with Winckworth Sherwood and would commend the 'field trial' approach they took as the most sensible, pragmatic way of determining which technology offers the best fit for a firm and its users. If the right choice of platform helps you achieve recovery rates in excess of 80-85%, then time and effort invested up-front will have a handsome – and early – payback.'