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The Maryborough Hotel & Spa

Customer Case Study

At a Glance...

Organisation: The Maryborough Hotel & Spa, Cork
Industry: Hospitality

Organisation Profile

Maryborough House was built in 1710 by the Newenham family of Cork, centred on what was then a 400 acre estate. Over the years, various families resided here, including the Perrier family (of Perrier waters) who leased the house.

Today, Maryborough house stands at the heart of The Maryborough Hotel & Spa. It offers a grand old world experience at the heart of a modern hotel with modern facilities, centred in 18 acres of woodland and gardens, incorporating over 2,000 plants, shrubs and trees. These beautiful gardens form the perfect background to many a wedding, conference, celebration or relaxing break and ensure that the guests are embraced by the oasis of tranquillity that is The Maryborough Hotel & Spa.

Business Challenge

The Maryborough Hotel & Spa had a mix of different brands of printers and multifunction copiers throughout the complex. This incurred very high running costs. We needed to streamline our printing to reduce costs and simplify management of toners and service. We needed a reliable solution to ensure that we maintained our own high standards for our customers.

Solution

- 1 Konica Minolta C308 colour multifunction photocopiers (MFP's)
- 1 Konica Minolta 283 mono multifunction photocopier
- 3 High-end Konica Minolta 4700P mono printers

The Maryborough Hotel & Spa Reduces Print Costs by Over 35% with a Customised Print Fleet

"We originally met with Robert O'Keeffe from MJ Flood and discussed our requirements. We agreed to install two multifunction A3 copiers, one Konica Minolta C308 full colour and one mono Konica Minolta 283, along with 3 high-end Konica Minolta 4700P mono A4 printers for our front of house reception and check in area. We now run solely with Konica Minolta devices due to the exceptional economic running costs and the efficient management of MJ Flood"

Improvements and Benefits

"No capital outlay for hardware, along with a built in volume of our average monthly print usage, gave us a guaranteed fixed monthly rental for the entire period of the agreement. All toners, parts and service are also included with no other costs! MJ Flood's automated online toner system ensures we are never short of consumables.
As the financial controller for The Maryborough Hotel & Spa I have found that our overall running costs have dropped dramatically!
The reliability factor has increased and our device downtime is kept to a minimum with a very efficient response time from the MJ Flood technical team"

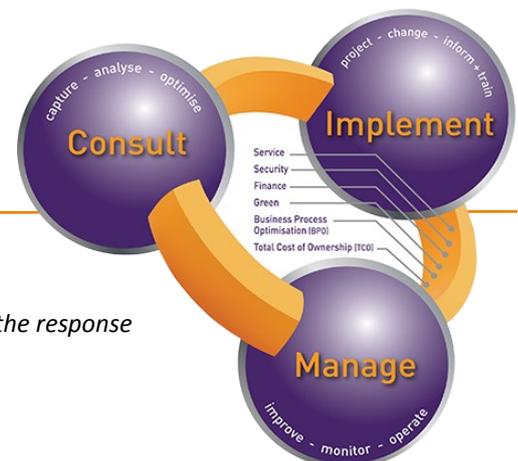Comments from Eamon Kearney, Financial Controller for The Maryborough Hotel & Spa

Reduced Costs and Increased Transparency

The **MJ Flood** FLEXIPLAN provides significant cost advantages over traditional acquisition methods, with no capital expenditure. Included in this fee are parts, labour, consumables, servicing, maintenance and an agreed volume of colour print/copies per month. A regular review of print volumes is also conducted so the print environment is constantly optimised for the hotel, keeping costs to a minimum.
"The hotel staff no longer have to worry about processing orders for toner or parts, thanks to MJ Flood's automatic toner replenishment software, this also helps to reduce administration costs" adds Eamon Kearney.

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Certified Partner

KONICA MINOLTA

Consult — capture · analyse · optimise

Implement — project · change · inform · train

Service
Security
Finance
Green
Business Process Optimisation (BPO)
Total Cost of Ownership (TCO)

Manage — improve · monitor · operate

Why MJ Flood?

"Reliability of service and product were our main factors plus efficient advice and the response flow from Robert O'Keeffe, Area Sales Manager for MJ Flood."
Explains Eamon Kearney, Financial Controller for The Maryborough Hotel & Spa