



KONICA MINOLTA



IMPROVING OPERATIONS

STATE-OF-THE-ART TECHNOLOGY AND SOFTWARE FOR MORE EFFECTIVE WAYS OF WORKING

WHO

Spector Textile Products

WHAT

Textile manufacturer

WHERE

Massachusetts, USA

SIZE

30 – 40 employees

SITUATION

Spector Textile Products has been serving industrial accounts throughout North America for more than 70 years. Like many small businesses today, their aging IT infrastructure is holding them back and they struggle to compete with the IT budgets of larger organizations. With only 8-10 employees being core PC users, their IT demands are not extensive but still critical, and they have outsourced their IT management. However, with low service levels, the need to modernize, and the desire for their PC users to work more effectively, they were looking for a better solution without costing too much.

“Our company, like many small firms, struggles to keep updated with the rapid changes in IT. Maintaining aging hardware, tracking updates, licence renewals, implementing upgrades and other tasks all become challenging. We realized that these functions were draining resources away from our primary objectives. Konica Minolta’s Workplace Hub Edge coupled with their IT managed services will allow us to focus on our business knowing that our IT needs will be managed effectively.”

Howie Flagler, Vice President, Spector Textile Products

SOLUTION

Konica Minolta discussed Workplace Hub Edge as the all-in-one solution. It gave Spector Textile Products the latest IT equipment with a robust, secure and fully managed IT infrastructure. The inclusion of Collaboration Suite that integrates seamlessly with Microsoft Office 365 means their PC users can now manage and share different files across multiple projects simply and effectively, boosting their overall productivity. And because Spector Textile Products was already an existing multi-function printer customer of Konica Minolta, they knew the high levels of service they would receive by giving all their IT needs to one vendor.

WHY WORKPLACE HUB

- Improved network function with seamless IT services support
- Seamless integration with existing software, such as Microsoft Office 365 and SharePoint to provide an instantaneous and complete communication tool for staff at all levels
- Better and easier management of files across multiple projects
- Strong IT foundation for growth with well-designed hardware, user interfaces, dashboards and service support
- One bill, one number to call for support
- Competitive costs compared to local IT vendor with more services, better support and less hassle