

“TA Triumph-Adler’s solution is worlds better than anything we had before.”

Successful together: TA Triumph-Adler and Sedus Stoll AG

## The initial situation

Sedus Stoll AG is one of the leading full-range providers for office equipment and workplace concepts. On the occasion of a move to new open and spacious office premises at the Dogern site in Baden-Württemberg, the company decided to take a close look at its fleet of printers at both sites and put the contract out to tender.

„The new office areas are divided up into work and rest zones with central printing stations. For data protection reasons we needed a concept that offered a secure FollowMePrinting solution across all locations,“ says Fiebiger. TA Triumph-Adler submitted the winning proposal.

- Employees: 1.000 weltweit
- Solution: TA Cockpit®, aQrate
- Products: 143 systems
- Customer since: 2019

**Sedus Stoll AG**, with its Registered Office in Dogern, is a specialist in modern workplace design. In its more than 145-year history, the company has repeatedly set standards in the fields of office equipment and workplace concepts and has two production sites in Germany.

## The solution

„TA Triumph-Adler has carried out an MDS analysis at both locations. I was sceptical at first because our previous partner had not found a convincing FollowMe-printing solution under SAP. Then TA Triumph-Adler presented the results to us: The new solution reduced the number of systems used from 187 to 143 and included the cross-location management of the devices with TA Cockpit®, TA Triumph-Adler’s asset and system management system, which provides an overview of all devices at all times. Added to this was the FollowMePrinting solution aQrate, which brings to account print jobs on a user-related basis and securely outputs sensitive documents by chip. We were able to try out the solution as part of a test set-up. The support and service were of top quality, so that the decision was easy for us.“

## The result

„TA Triumph-Adler’s solution is worlds better than anything we had before. First of all, we save costs: by reducing the printer fleet and by achieving a massive reduction in our consumption costs with aQrate. Print jobs that have not been collected are deleted, for example after one week. Furthermore, the management and monitoring of the printer fleet are greatly simplified: **With TA Cockpit® we have an overview of all the devices at both locations at all times and the toner is automatically re-ordered. We have a much better SAP connection and the service is still very good. We are all extremely satisfied,**“ is Fiebiger’s summary of the situation.

# The TA solution at a glance

## The solution



**MDS analysis**



**143 systems**



**TA Triumph-Adler asset and system management**



**The solution for optimum data security from TA Triumph-Adler**

## The result



**100 % cost transparency**



**Optimal data protection**



**Time savings and increased efficiency**



**“TA Triumph-Adler’s solution is worlds better than anything we had before.”**

**FRANK FIEBIGER**, Head of Information Technology, Sedus Stoll AG

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Then you are welcome to make a personal appointment with our digital experts - simply by e-mail to: [beratung@triumph-adler.net](mailto:beratung@triumph-adler.net)

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