



見直そう、印刷を
Reimagine print technology

How Ciconi passes on the benefits of more sustainable printing

Offering clients a more cost-effective and environmentally friendly alternative.



ciconi

Tracing its origins back to 1989, Ciconi has been devising creative ways to get its clients' messages to customers through design, print and mail for nearly 40 years.

Going from the humble beginnings of a small family run business operating from the Glaspers' living room to producing millions of prints a month, Ciconi now serves everyone from charities and education, to the high volume demands of its three largest clients in the utilities, research, and finance sectors.

Over the years, Ciconi has explored a variety of printing solutions, but since making the move to RISO printers in 2015, the company has been able to deliver the exceptional levels of customer service that have cemented its place as a leader in their field.

Executive summary

Name

Ciconi Ltd

Location

Warboys, Huntingdon

Challenge

To meet the demand for sustainability without compromising speed, cost, or quality.

Solution

Adding the RISO VALEZUS T1200 to their existing RISO fleet help Ciconi remain competitive while protecting profitability.



The challenge

Despite the ease of scale, speed, and distribution offered by the acceleration of digital communications in recent years, an increasing number of organisations are returning to print to deliver the communications that really matter.

Printed materials get read. They get shared within a household. They have impact and they hold weight. When done right, the return on investment makes sense.

Ciconi's clients across utilities and finance required certain volumes of sheets to be produced quickly and cost-efficiently, consistently and reliably, and in vibrant colour.

To tackle this demand, Ciconi had previously used toner devices for their digital work. However, as the market started making a concerted effort to build sustainability into operations, they knew it was time to find printing solutions with greener credentials that could still deliver scale, efficiency, and outstanding print quality.

The solution

For over 10 years, Ciconi has grown with RISO. Coming on board in 2015 with the RISO ComColor 7150 and ComColor 9150, this gave them the ability to provide customers with another avenue to reduce costs and reach more people with mailings.

Today, the company is now using two RISO Valezus T1200 high-speed production inkjet printers, capable of delivering 165ppm in colour and supporting AFP/IPDS, PS and PDF formats.



RISO
printers use

91%
less energy
than conventional
toners.

The benefits

The addition of a high-capacity feeder, high-capacity stacker, and a Fiery FS2100C controller make the Valezus a powerful machine in Ciconi's arsenal. Having previously moved away from traditional toner devices, the new RISO solutions have given Ciconi a more cost-efficient and sustainable alternative for both the company and its clients.

For a business processing around two million transactional prints every month, reliability and productivity are critical.

At peak times, Ciconi can easily print more than 200,000 sheets a day across its RISO fleet.

And it's not just the Valezus printer speed of up to 165ppm that has impressed.

We love that they are easy to use and so reliable. In fact, we ran them non-stop for three weeks and they never missed a beat. They really are the perfect printer to handle volume printing at peak times. When we migrated to RISO, due to their speed and ease of use, they helped cut our production times by at least 30%. We would absolutely recommend RISO.

Erin Walker-Williams,
Director of Client Services
Ciconi Ltd

I think I can speak for many commercial printers when I say that margins are always tight, so we find that the incredibly low total cost of production of the RISOs is a real game changer.

Erin Walker-Williams,
Director of Client Services
Ciconi Ltd

"With running costs around a third lower than comparable alternatives and a lower upfront investment than many production print devices, the RISO printers have helped Ciconi remain competitive while protecting profitability."

Beyond productivity and cost savings, RISO's environmental credentials have helped strengthen Ciconi's position in the market.

RISO printers use 91% less energy than conventional toners.

"With sustainability becoming an increasingly important procurement consideration, the printers' low energy consumption helped demonstrate Ciconi's commitment to responsible production". In fact Erin notes; "it played a big part in us winning and retaining a large utility company contract."

Combined with the company's use of eco-friendly paper stocks, this has helped position Ciconi as an environmentally conscious print provider and supported the acquisition of new business.

At peak times, Ciconi can easily print more than
200,000
sheets a day
across its RISO fleet.

RISOs don't just save money, they improve customer service levels

Ciconi will continue to use all the RISOs it has in its stable, powering forward in a competitive market.

For us, the RISO Valezus printers are just perfect. They are affordable, highly productive, give us great flexibility and the print quality is excellent too. One of the biggest benefits is their reliability.

When we have strict SLAs to meet, we need to know our equipment won't let us down, and we can honestly say that of the RISOs. There are so few service calls outs because they have fewer moving parts than toner devices and being a cold print process no heat is involved, so they are incredibly reliable with better uptime, which is vital when handling large print volumes.

Their running costs are around a third cheaper. And for a company of our size, with a team of eleven people, they are also a low-cost investment, unlike a lot of other production printers on the market.

Erin Walker-Williams, Director of Client Services
Ciconi Ltd

It's been wonderful to watch Ciconi grasp the opportunities and forge ahead as a communications company that innovates. As a company with strong values, ethics and a commitment to exceptional customer service, we are delighted Ciconi chose RISO. As a long-standing user of RISO, Ciconi has been able to take advantage of the latest inkjet technology and we're proud that we can help play a part in the company's enduring success.

Dinis Cachao, Production Print Solutions Manager
RISO



FT Series



GN Series



Valezus series

For a free energy and print audit, to book a demo or for more information, contact us on:

+44 (0)20 8236 5800 www.riso.co.uk

LONDON | BARCELONA | BOSTON | HAMBURG | HONG KONG | ISTANBUL | JOHANNESBURG | LYON | MEXICO CITY | MIAMI | MILAN | NEW DELHI | SÃO PAULO | SEOUL SHANGHAI | SINGAPORE | STOCKHOLM | TOKYO



見直そう、印刷を
Reimagine print technology