



ArmstrongWatson®

Accountants, Business & Financial Advisers

A track record of providing solutions to the legal profession

Legal Sector Breakfast Briefing

Carlisle

16 June 2021



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Accountants, Business & Financial Advisers



Legal Sector Breakfast Briefing

Welcome and Introduction

Andy Poole, Legal Sector Partner
Armstrong Watson

Working with



The Law Society

Legal Sector Breakfast Briefing

- 10:00 - Welcome
- 10:05 - Briefing
- 11:00 - Q & A
- 11:30 - Close

Working with



The Law Society

Process management across traditional products within law firms





POS Group

Who are we?

Multi-vertical supplies organisation:

Office Products

Print & Design

Hygiene & PPE

Interiors & Design

Workwear

Solutions (third party supply agreements including MPS, confidential waste, utilities, mailing solutions).

Number one office products supplier to the legal profession

Privately owned business that offers process and supply chain management





POS Group

What do we do?

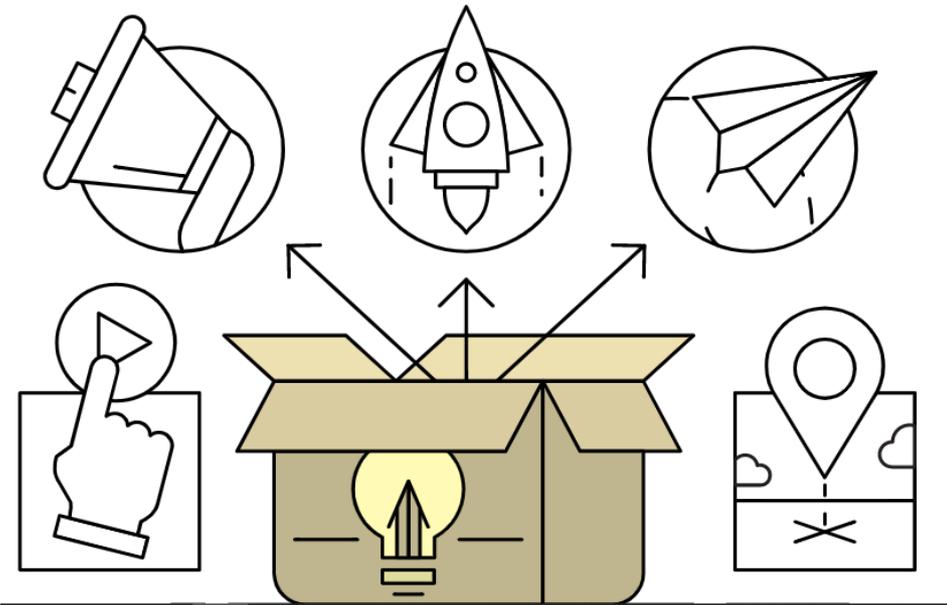
Offer the best business experience in the market - reliable, responsive, responsible and rewarding.

Professionally manage our client accounts.

Provide control and transparency.

Offer bespoke management reporting and account set up to client base.

We look at things differently.





POS Group

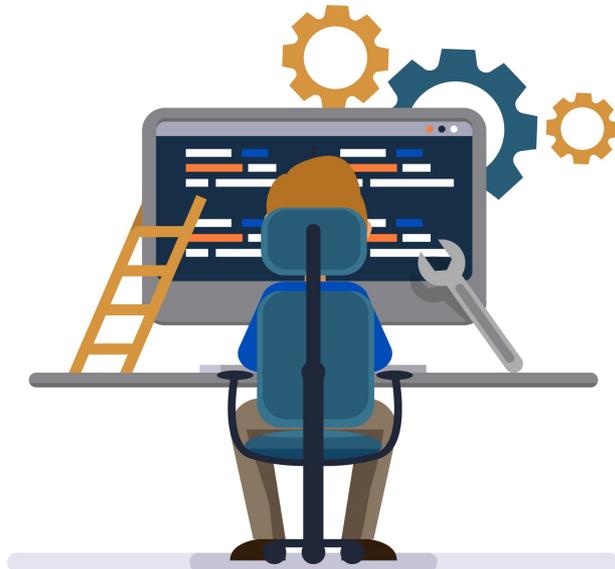
How do we do it?

We understand our clients' needs - operationally, ethically and commercially.

We partner with our clients to deliver mutual benefits.

We help our clients understand what we do.

We embrace change and welcome the challenges that our evolving marketplace provides.





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Traditional Products

Paper

Envelopes

Filing & folders

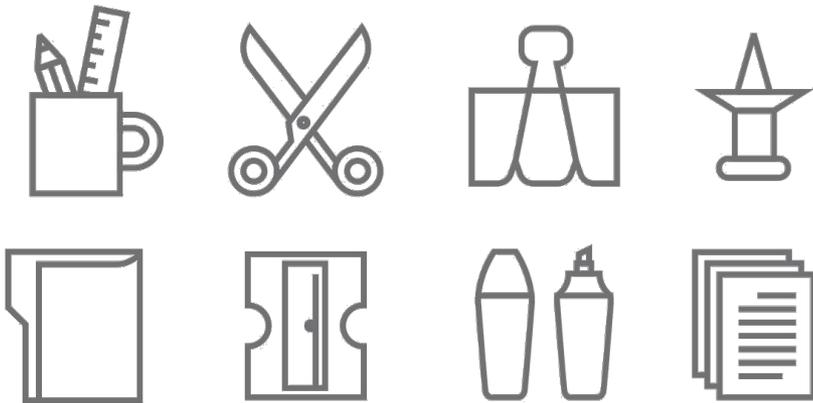
Notebooks & pads

Desktop sundries

Writing supplies

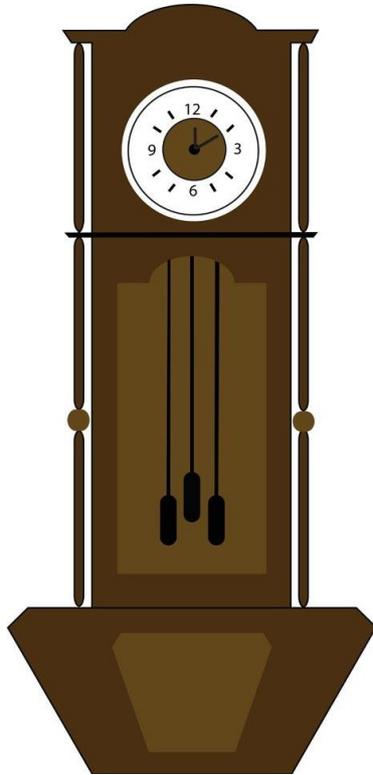
Printed matter – business & marketing

Legal products – envelopes, NP seals,
counsel notebooks





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Traditional products; traditional methods

Price rather than cost

Service rather than sustainability

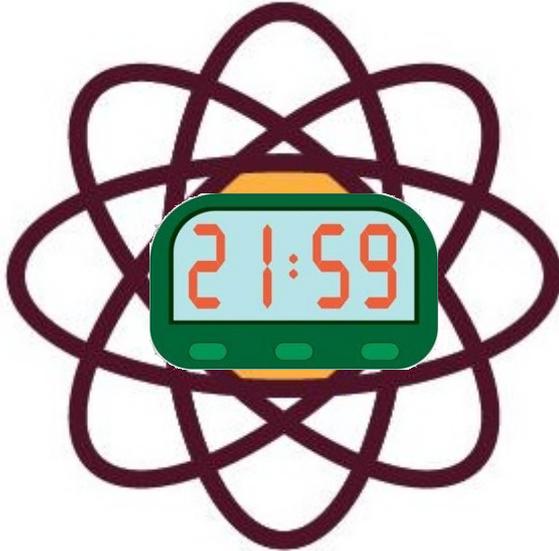
Want rather than need

Responsive rather than responsible

Sceptical rather than secure

Fear rather than faith

Traditional products; different emphasis



Control

Accountability

Analysis

Simplification

Stock management

Expertise

Sustainability

Evolution

Ordering process

Partnership

slido

How important is carbon footprint management to your firm? (On a scale of 1 to 10 with 1 = least importance; 10 = most importance)

 Start presenting to display the poll results on this slide.



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Traditional products; progressive processes

Transactional consolidation

Supplier rationalisation

Product standardisation

Carbon footprint consideration

Management reporting



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Benefits

Reduced

Time
Transactions
Deliveries
Interruptions
Paperwork
Obsolescence
Wastage

Increased

Efficiency
Control
Transparency
Purchase power
Carbon management
Profitability
Return on investment

Controls firms are considering as part of efficiency drives

- Paperless / Paperlite
 - Scanning post
 - Allocating post via EDM system
 - Electronic document signing
 - Electronic onboarding / AML ID
- Multiple monitors
 - Prevent printing for working on and reviewing documents
 - Video conferencing using one screen and referring to documents on another
 - Screens in meeting rooms for video con or meetings

Controls firms are considering as part of efficiency drives

- Removing printers
- Login MFDs and reviewing printing volumes by person
- Allocating printing and postage costs by department as direct costs
- Monitoring GP% by department to include paper costs
- Lean process management
 - Documented
 - Who does what, when and how
 - Automation
- Spot checks on process
- Other solutions? ... POS



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Accelerated solutions

Hybrid Mail

Creating and delivering mail from your desktop - in the office or at home

Supports mailings of variable sizes - from marketing campaigns and invoice runs to daily mailings or a single letter

Fully automated and complies with all GDPR regulations

Industry standard certifications - ISO 27001 and ISO 9001 accreditations prove the quality and security of our systems and processes

Critical communications will be securely printed, mailed and delivered on time

Transparency and visibility of where and when your mailing was created, printed, packed and posted

Feed data back into your billing system and process fees as a disbursement or outlay





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Accelerated solutions

Benefits of Hybrid Mail

Flexibility

Ideal for remote working

Spend less on your printer estate

Save on postage costs

Utilise staff and space differently

Remove postage from your P&L

Transparency of transfer

Mail documents quickly

Return mail function

Easy to use





Accelerated solutions

Office environments

- Space evaluation
- Footprint utilisation
- Style of workspace
- How people will work moving forward
- What do employees / teams need?
- Collaboration focus
- Office wellbeing
- Air protection devices



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Accelerated solutions

Home workers' orders

Accounting

Control

Consistency

Cost

Reporting

Service level

Delivery charges

Subscriptions





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Questions and Conclusion

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