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Friday, 16th March 2007

Published Date: 16 March 2007 Location: Halifax

Slashing print costs

By **Carmel Harrison**

BUSINESSES spend 3 per cent of turnover on printing yet rarely appoint a specialist to get them the best deal.

Halifax business consultant, Stephen Taylforth recognised that when he started PUROSolutions. He is now helping major private and public corporations slash copying and printing costs.

"Most organisations don't budget for it properly, printing is looked after by IT while copying is left to an office manager," he said. "Major manufacturers use that as a way of selling to organisations telling them they can make savings if they install their equipment instead of the competition.

"I am independent and offer advice about how to minimise the actual number of machines rather than which works out cheapest."

His first assignment for Wokingham District Council cut 50 per cent from the print bill in one department alone.

Stephen's background, at Sharps Electronics, has been critical in enabling him to set up PUROSolutions, ironical, given that he started the business after they offered him the option of relocating to London or taking redundancy.

"I knew about office print, but decided to retrain in business management firstly at Calderdale College and then gaining a degree from Huddersfield," he said.

That early success has lead the Well Head consultant to attract further interest from local authorities in West and South Yorkshire and the south of England.

Last Updated: 16 March 2007



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