

BOSS



KONICA MINOLTA

BORDER OFFICE SUPPLIES AND SYSTEMS IN PROUD PARTNERSHIP WITH KONICA MINOLTA BUSINESS SOLUTIONS



**KONICA MINOLTA
CELEBRATES 15 YEARS
OF PARTNERSHIP SUCCESS
WITH BORDER OFFICE
SUPPLIES AND SYSTEMS**
TESTIMONIAL

Giving Shape to Ideas



Konica Minolta Business Solutions (UK) Ltd is celebrating 15 years of partnership success with Border Office Supplies and Systems (BOSS). The leading Herefordshire-based IT support, office supplies, document solutions and office interiors expert is a Exclusive Partner Konica Minolta partner, boasting a £4.5m turnover, 10 continuous years of growth and a reputation for delivering excellent expert sales support and service.

Formed in 1989, the 30-strong team at BOSS boasts a loyal customer base of more than 3,000 businesses, largely across an 80 miles radius of Herefordshire and Shrewsbury. The business has four divisions - Managed Print, IT Services, Furniture and Stationery. As an Exclusive Konica Minolta only partner for print, the partnership is vital to the company's healthy mix of business, as BOSS Director Paul Jones commented, "Konica Minolta is number one in the colour print market. It offers highly reliable colour solutions, which last longer than the competition and are the perfect choice for our customers in our opinion."

Initially launched as a supplier of office furniture and stationery, BOSS started selling photocopiers in 1995 and then networked devices, which introduced an IT skills requirement into the business and provided a driver to recruit and train technical engineers to deliver support and service. Paul added, "We pride ourselves on delivering technical excellence as well as personal service. Konica Minolta has given our team an additional level of expert training and support that enables us to ensure our customers get the service they need and deserve."

Alongside offering Managed Print and solutions such as PaperCut print management, BOSS also delivers expert Managed IT services, which have proven to be particularly valuable during the pandemic and in catering for progressive Digital Transformation demands from customers. Paul continued, "By offering the complete package across our divisions and staying proactive, with a loyal and motivated team (many of whom have been with us for decades), we continue to deliver a highly personalised approach to our customers and their requirements."

BOSS is in the ideal position to continue building and servicing its customer base, as Paul stated, "Hybrid working is definitely a key factor for our customers, but equally many workers in this region – cider producers being a good example – are firmly back in the workplace and rely upon our service and support to continue thriving. We are very excited to be working in close partnership with Konica Minolta to achieve this."



Cameron Mitchell, Business Leader for Indirect Channel at Konica Minolta Business Solutions (UK) Ltd also commented, "We are very proud and delighted to be celebrating 15 years of close partnership with BOSS. As an Exclusive partner, we work particularly closely with the team to ensure our products and technical support match BOSS's highly impressive customer reach and relationships. We are looking forward to opening the next chapter of our highly trusted and valued partnership together."

ABOUT KONICA MINOLTA BUSINESS SOLUTIONS (UK) LTD

Konica Minolta is a market-leading Hardware Manufacturer, Smart Data and Digital IT Services company that builds and transforms digital business operations, workplaces, and IT infrastructures to meet the changing needs of customers of all sizes, across departments and industry sectors - both private and public sectors.

A broad portfolio of hardware and solutions and services include IT Infrastructures, Managed IT Services & Support, Process Digitisation and Automation, Digital Print, and Intelligent Video Solutions, as well Outsourced helpdesks and service desks for both front & back-office tasks.

Konica Minolta combines world-class technology partnerships with end-to-end expert operations and processes - from design to support, to transition 10,000 UK customers and partners to the future of work and our vision of an "Intelligent Connected Workplace".

The company has won awards for its social contribution and is committed to workplace wellbeing, achieving its Sustainable Development Goals throughout the business and wider supply chain. Konica Minolta is listed among the '2022 Global 100 Most Sustainable Corporations in the World' and has received the highest level in EcoVadis Sustainability Ratings. to intervene even faster.





KONICA MINOLTA



Part of the global Konica Minolta Group, Konica Minolta Business Solutions (UK) Ltd is headquartered in Basildon, Essex with 10 regional offices across the UK, employing over 750 people.

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