



KONICA MINOLTA



# Empower

**IT SUPPORT PROVIDED TO  
FLORICULTURE BUSINESS  
WITH A MODERN  
INFRASTRUCTURE REFRESH**

**WITH BENEFITS OF SUSTAINABLE AND FLEXIBLE  
OPTIONS FOR FUTURE PLANNING**





## CUSTOMER

A floriculture specialist with an impressive customer-portfolio that includes the world's most prestigious hotels, well-known furniture stores, exclusive department stores and mail-order companies.

## SERVICES DELIVERED

Provision and implementation of IT infrastructure with smart IT support and maintenance. The business also took advantage of Konica Minolta's strategic planning partnership to support their business growth.

## CHALLENGES

The company's IT systems manage a considerable level of company operations, including its headquarters and large storage facility, along with an impressive showroom. It conducts over 5,000 presentations of products per year and showcases its products at important international trade fairs as one of the largest exhibitors in its sector.

After a thorough review, it became clear that the business IT Infrastructure needed to be renewed to ensure it kept pace with the core business activities and needs of the team. The company's servers had been operational for over twice their expected lifespan but due to some revenue losses associated with the Covid pandemic, there had been no opportunity to invest in the company's IT infrastructure for over two years.

Once business operations had returned to more sustainable levels it was decided that expert assistance was required to ensure long-term IT investment and sustainability of the systems, so the company's management team contacted Konica Minolta for assistance in finding and implementing the right replacement solutions



## SOLUTION

Having worked closely with the business and its teams to identify the pain points and requirements from an updated IT infrastructure, Konica Minolta proposed and implemented a raft of flexible and scalable solutions to ensure the company would not find itself back in a similar position in just a few years.

By using smart IT Support and then outsourcing of some applications to Cloud Services, the floriculture business now enjoys a flexible IT and payment model, with full support, maintenance, and future planning of the systems as they evolve - all expertly managed by Konica Minolta's professional team.

## BENEFITS, RESULTS, ROI, FUTURE

As well as providing the perfect solution for its current needs, using a smart IT Managed Services approach enables the business to also transfer any future systems directly to this infrastructure as well, to future proof the IT provision moving forwards.

This approach also ensures the strictest security against cyberattacks, whilst delivering the levels of IT availability the company and its team need to continue growing the business and delivering the levels of sales and support that its customers demand.



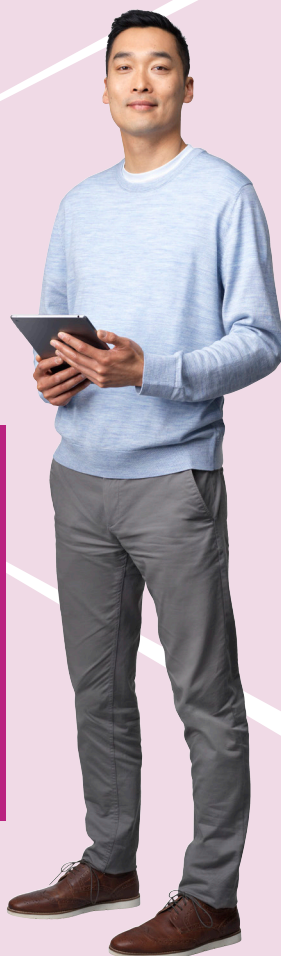




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**63%**

**OF IT DECISION MAKERS  
SAY THAT SECURITY IS  
THE MOST IMPORTANT  
INVESTMENT BETWEEN  
NOW AND 2025**



 **Microsoft**  
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**LET'S TALK**

Get in touch and talk to one of our consultants today about how Konica Minolta and our expert IT team can help your business enjoy the extensive benefits of managed IT.  
[www.konicaminolta.co.uk/managed-it-services](http://www.konicaminolta.co.uk/managed-it-services)

**Konica Minolta Business Solutions**

Miles Gray Road, Basildon, Essex, SS14 3AR

[www.konicaminolta.co.uk](http://www.konicaminolta.co.uk)

[info@konicaminolta.co.uk](mailto:info@konicaminolta.co.uk) | 0800 833 864

**Giving Shape to Ideas**