

## AWEBB Indirect Framework

# Printers MFDs & Copiers

Pete has been helping our clients with copier and printer contracts for over 25 years. He started firstly on the sales side of the industry as well as owning his own copier business.

Since 2009 he's been a poacher turned gamekeeper as an Auditel consultant working for the client and keeping the suppliers honest.

He's passionate about exposing any excess costs, bad practices and poor contracts that are still very prevalent in this industry. In some cases, the relationship between clients and suppliers is strained or damaged. Confusing contracts and pushy sales tactics have eroded trust in some cases.

We can review your current costs, supplier contracts, renegotiate terms and, where appropriate – propose new equipment solutions or suppliers to save you time and resource, as well as money.

### Benefits to AWEBB Members:

- Free software based print audits
- Free review of all usage, contracts, and costs
- Consolidation of equipment and suppliers
- Contract negotiations
- Pre-agreed preferential contract terms and conditions for AWEBB members

### Next Step

If you would like to arrange a free Printer & Photocopier health check then please get in touch with Peter Spencer direct on:



## Peter Spencer – Auditel

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