

CASE STUDY



Eliminating Downtime and Hidden Costs with a Reliable Print Solution

How Oxbow and FUJIFILM helped Transpeninsula Investments replace an unreliable device with a cost-transparent, high-capacity solution built for their fast-paced environment.



Customer background

Established in 2003, Transpeninsula Investments operates as a public transport provider in Cape Town, running MyCiti bus services, with an in-house vehicle maintenance operation that services and maintains its fleet.

Case Study at a glance

Challenges

The client had concerns regarding maintenance on their current device, as parts were not readily available locally, leading to business downtime - a critical issue for their operations. Additionally, the hidden costs associated with CPC rates were a concern. They were interested in a FUJIFILM device due to its cost-effectiveness and reliability compared to other devices on the market.

Oxbow & Fujifilm Solution

Oxbow met with the customer to understand their printing and scanning challenges in their fast-paced environment. After reviewing their workflow and identifying inefficiencies, Oxbow recommended a FUJIFILM device equipped with an SSD and advanced scanning functionality, including the ability to scan duplicate pages in a single feed. This solution addressed their concerns about downtime, hidden costs, and productivity, providing a reliable and efficient alternative to their current setup.

Benefits and Results

Jobs now complete at a noticeably faster rate, lifting overall productivity.
Job Director editing features have streamlined workflow and day-to-day job management.
The expanded colour gamut on the device has gone beyond what the team expected of it.
Faster turnaround and consistent quality have fed directly into client satisfaction.

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CASE STUDY



The Challenges

Rochelle Retail Solutions had reached the point where its printing setup was holding the business back rather than supporting it. The device itself no longer met the demands being placed on it, and the service relationship attached to it had become a second, separate problem.

Replacing equipment is a decision most businesses want to make once. What the team needed was not simply a newer machine but a solution with enough capability in reserve to stay relevant for years, backed by a supplier that would answer when called. FUJIFILM was introduced against exactly that brief.

The Oxbow & Fujifilm Solution

Oxbow and FUJIFILM demonstrated the SC285 together, showing how it handles diverse media types and what the optional fifth colour station adds to the colour range available. The Revoria Flow system was shown alongside it, with particular attention to how efficiently client jobs move through it.

The installed configuration pairs the SC285 and its fifth colour station with an air-suction feeder module for banner sheets and a standard banner catch tray. Revoria Flow SC22 handles job and client profile management, while interchangeable marking modules keep further colour options open.

“The FUJIFILM SC285 with a fifth colour station, air-suction feeder module and banner catch tray, running Revoria Flow SC22 for job and client profile management, with interchangeable marking modules.”

The Benefits

Since the SC285 and Revoria Flow went in, jobs complete at a markedly faster rate and productivity has risen with them. The team has been consistent in its assessment of the device's performance and reliability, and the Job Director editing features have taken noticeable friction out of managing work as it comes through.

The expanded colour gamut has gone further than the team expected, lifting the quality of everything the business prints. Faster turnaround, better output and smoother operations have combined into something clients notice, supported by the ongoing partnership between Oxbow and FUJIFILM.

Thinking about bringing your printing in-house?

Talk to Oxbow about a print solution built around how your business actually works.

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