



BCD
Supplies

LABELS

INKS

RECYCLING PROGRAMME

EDI ORDERING

SHARP DIGITAL

BROTHER PRINTERS, MFP'S

REFURBISHED MPS

RIBBONS

FUSIONPLUS CATALOGUE

SHARP MFD'S

TONERS

TAPES

FULFILMENT SERVICE

SITC LISTING

DRUMS

BROTHER & SHARP MPS

RICOH OEM CONSUMABLES

WHO ARE BCD?

BCD Supplies began life as an aftermarket consumables distributor supplying the trade only. We've always said that we deliver more than a product, that the experience we provide through our customer service and wide knowledge makes a difference to our customers. It's our belief that it cannot simply be price that drives the decision making process, but real value to you, be that via the quality of the cartridge we chose to provide, the ease in which a problem is dealt with when it happens or the assistance and advice we offer customers at any point of their partnership with us.

To back this up we have a lifetime warranty on our cartridges, we deal with any problems that arise immediately in order to put your customer's needs first. Our back up service has gained such recognition that our customers often come to us for engineer call outs to our competitors products because of the speed with which we deal with these problems and the detail they receive in feedback.

Over time BCD have expanded our product portfolio, first there was the full range of Ricoh OEM consumables where we have swiftly become the distributor of choice for high volume users. Brother engaged us as a MPS partner along with availability to their printer and MFP ranges. Recently we have partnered with Sharp and are now the only distributor in our Industry for their full suite of digital transformation products as well as offering their range of copier and printer MFD's.

We understand that most resellers want partners not suppliers and to aid this experience for our customers we are now running fulfilment services for a number of them out of our warehouse facility.

Since we started on this journey we have been committed to CSR working with Paperworks within our community, offering a recycling programme and more recently supporting Pure Sea in their aims of cleaning the oceans of plastic waste, picking up a 2020 Boss Award for Community Heroes at their annual event.

SUSTAINABILITY

Sustainability has been a core part of BCD's journey from the start of our business. Overtime we have expanded the impact we have and the options we provide to our resellers to take advantage of.

The latest addition to this has been joining the Office Friendly Weaver programme and working towards accreditation, the first distributor to take part in this vehicle.

BCD work with and support Pure Seas an environmental organisation dedicated to cleaning the oceans and beaches of plastic pollution which is such a key issue at this time. Resellers can directly get involved in the work Pure Seas do.

BCD's own packaging is made entirely from recycled cardboard and the lacquer gloss finish on it is water based so as to be biodegradable.

BCD provide a Refurbished MPS offering (more details on page 7) allowing resellers to provide this element as part of their circular economy offering.

BCD offer a cartridge recycling service (more details on page 4) an element that will become more and more important to your customers, with an increasing focus on avoiding waste and land fill and the tightening of the WEEE directive over time.

We are also working on a project to provide refurbished OEM toner cartridges and bottles. The used units are refilled with unused OEM toner from machines collected for refurbishment therefore providing a complete recycled OEM unit but at much reduced costs.



HELPING THE ENVIRONMENT



In October 2020 BCD approached Pure Seas offering funding and support for its quest to obtain charitable status and protecting the future of our oceans. Pure Sea a non-profit organisation, dedicated to protecting and replenishing the future of our oceans. They are passionate about protecting marine life, raising awareness and creative positive change to prevent further plastic pollution from entering the ocean. Pure Seas arranges beach cleans across the UK and provides funding whenever possible to organisations around the world to help protect our oceans and the marine life within it. They also attend local schools with the 'Little Ripples' project to educate young children.

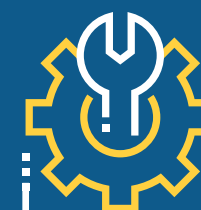
BCD have helped Pure Sea organise a fun run and raised sponsorship through this, £500 of which went to Mexico to help turtles and their offspring caught up in pollution to make it off the beaches and back into the oceans, an ongoing issue. BCD have also helped Pure Sea to raise the money needed to apply for Charity status.

Working with a smaller organisation like Pure Seas allows BCD to really make an impact and to get visibility of the difference we are making.

As part of the Government WEEE Directive regarding the disposal of ink and toner cartridges, BCD Supplies Ltd can offer an ink and toner recycling service.

BCD provide a complete loop recycling service. Working with the largest UK recycler that can guarantee a full circle ethical recycling solution, ensuring that all products are recycled via a 2 stage process. All products that can be reused are sorted into the right channels for their recirculation, the remainder will be recycled in accordance with the latest environmental legislation. These components are separated during the process so that the raw materials can be reused in the manufacturing industry, therefore producing a zero waste to landfill policy and zero waste to incineration.

BCD will provide your customer with a recycling box to place the toners in for collection. Once a suitable number of toners are ready for collection, normally around 20, your customer contacts you to organise collection and you contact us to arrange.



The Service Provides:

- Courier collection on a date of your choice
- Zero waste to landfill
- Waste Transfer Note



WORK IN THE COMMUNITY

BCD have been partnered with Paperworks, a social enterprise, for our warehouse needs since 2018. We work daily with their trainees providing opportunities for them to enhance their work skills through our storage and fulfilment while providing funding for Paperworks via an income stream monthly.

Working with Paperworks is vitally important to us, it allows us to step outside of the commercial nature of business and put something back into the community, not just occasionally but every day. The trainees pick, pack, rebox and relabel products among the duties and tasks they perform for us. Our business provides these opportunities for the whole of the trainee team something which Paperworks have said is unique amongst their partners. We are very proud to be in partnership with Paperworks and our staff get immense satisfaction from knowing that our company is about more than just business.

CEO of Paperworks - Jo Forsey

Paperworks is a charity supporting adults with learning disabilities, autism and complex needs. We enhance work skills and wellbeing in providing real work for real customers in our Leeds and Harrogate workshops. We also run projects from training ideas and deliver short courses to support development. Our commercial customers are a crucial part to not only providing the work experiences for trainees but in enabling us to offer additional support through the income received. We view this as a partnership where there are benefits on both sides and we support each other.

needs and can celebrate their achievement and feel valued as a member of a team. For many adults with learning disabilities, their lives are structured and opportunities limited. Paperworks gives them the opportunity to participate in everyday work and life, helps them build confidence and new skills and make connections with each other. BCD receive an excellent fulfilment service personalised to them but at the same time know that they are having a positive impact on others which makes real change both short and long term. Doing good is good business.



BCD has been working with us for over 3 years and are now part of the Paperworks family. We provide fulfilment services as well as lots of rework such as packaging, relabelling, stock take and storage. All our trainees support this process in some form according to their



BRAND BOXING

Every reseller is different some want generic white boxes, others produce their own private label box often because their volumes allow it and then others want a branded box they can buy into and sell. At BCD we cater for all options.

Our own brand, Expert, for toner and drum cartridges is a smart, sleekly designed box providing a professional image to the customer.

Generic Boxing is always available and is still the most popular option amongst resellers currently

BCD can produce customers own private label boxing, yes volumes come into the equation but there is potentially a solution for all.

“ **Talk to us**
ABOUT **FULL BOX** DESIGN
WHAT ARE YOUR NEEDS? ”



MANAGED PRINT SERVICES

The circular economy represents a markedly different way of doing business, forcing companies to rethink everything from the way they design and manufacture products to their relationships with customers. Offering customers access to, rather than ownership of printing resources will lead to more sustainable consumption.

Rethinking MPS for the circular economy requires a different approach across the value chain: leasing rather than selling products, remanufacturing goods, seeking ways to extend the life of products or their components, and changing the behaviours of end-users. Given the changing consumer, business and government attitudes towards consumption and the environment, the circular economy is poised to help make organisations operate more smartly – a transformation from selling boxed products to supplying ongoing services, ensuring a more effective use of raw materials and increasing competitiveness by nurturing relationships with customers rather than relying on a one-way model of selling and buying.

Bearing this in mind BCD are launching R-MPS a sustainable MPS solution for the rapidly evolving marketplace. Offering customers the ability to either refurbish their own devices onsite or purchasing new contracts with refurbished machines. Then going forward the same customers can benefit from reduced ongoing costs by utilising remanufactured cartridges. This doubles up as financially beneficial by avoiding large outlays while also contributing to corporate net zero aims.

Alternatively BCD can provide OEM based MPS solutions from both Brother and Sharp. This covers the full device range from small A4 to high end production devices.

BCD CONNECT

BCD Connect is the new division within BCD Supplies concentrating on a new direction, focussed on tech and hardware rather than consumables. We have partnered with Sharp Digital and Brother to offer as wide an offering as possible and hope to add further manufacturer options in the coming months.

The Sharp Digital encompasses Interactive screens including Big Pad, portal meetings, interactive touch screen tables, Hybrid Mail, software and workflow solutions, Office MFD's, Digital signage display and visitor management amongst others.

To complete the suite of offerings in terms of printer and MFP range BCD have also partnered with Brother so that we can offer the complete solution for your customers.



Sharp

BCD Connect

BCD Connect is all about partnerships. It's about discovering ways to enhance each other's value proposition, by understanding how we can work together to help our respective customers transform their businesses and organisations. It's about creating new ways of enhancing customer loyalty, whilst delivering sustainable business for each other.

Here at BCD we have partnered with Sharp to deliver digital transformation solutions for you directly to your customers. Working with Sharp, BCD Connect can offer the reseller Sharps market leading technology through a vertical channel that hasn't previously existed.

We believe by working together in partnership with other industry leading companies that we can differentiate in a crowded marketplace and deliver connected technologies that significantly transform the way organisations do business today.

Making technology easy

For over 100 years Sharp has been inventing one-of-a-kind products for the benefit of society and businesses around the world. Here in the UK, they have been solving our customers' technology problems for more than half of that.

Sharp know the tech landscape is far from simple. It's expansive and ever growing, it's connected and interdependent, complex and evolving. Sharps mission is simple – to make technology easy. Just three words, but they drive their culture, behaviour and goals.

Sharps wealth of knowledge and experience covers managed print services, visitor management, IT support and telephony, right through to meeting room solutions, audio visual technology, EPOS along with furniture design and installation.

We know 'making technology easy' remains critical to your success, so rest assured, along with Sharp we will be here to support you and your customers for the long haul, by providing you with the solutions and advice you need along the way.



Products and Services Overview

Sharps varied portfolio makes technology easy, letting you focus on the task at hand.

IT Services

Sharps IT Services Division provides organisations with a single, trusted partner for the total management of their whole IT network and infrastructure.

Office & Production Print

Industry-leading Multi-Functional Devices (MFDs) and Production Print systems sit at the heart of integrated applications delivering cost savings and time efficiencies. Through strategic partnerships we are also able to supply wide format printing solutions and finishing capability.

Software & Workflow Solutions

MFDs are a great choice for printing, copying and scanning but they can do even more when they're used with Sharps range of Document Management Software, providing solutions for, but not limited to, printing, scanning and workflow management.

Digital Transformation (DX)

Sharps Digital Transformation capability helps your business or organisation be the best it can be. Whether you're upgrading or enhancing - your journey is unique, and Sharp will be with you, every step of the way.

Hybrid Mail

Suitable for any sized organisation Hybrid Mail transforms customer communications into an efficient operation, allowing you to send unlimited numbers of letters quickly, easily and inexpensively.

Visual Solutions

Sharps Visual Display Solutions include award winning, innovative, interactive touch screens for engaging presentations and collaborative experiences; the newly launched Windows collaboration display enhances productivity and allows you to share ideas and information with ease.

Digital signage, content management and video walls provide immersive entertainment for office, hospitality and retail environments. Sharps fully mobile interactive touch-screen table range allows you to utilise our display technology anywhere in the workplace, early learning or care environment.

Visitor Management

As part of Sharps suite of Solutions, the Visitor Management system brings digital transformation into the reception area. It is a smart, secure and easy to use app based platform for visitor, employee, courier and contractor registration - ensuring that you always make a great first impression, while freeing up administrative resources for more productive tasks.

Business Laptops

Sharps reputation as a high quality managed service provider and leader in collaboration and workflow solutions means we are able to extend this to incorporate your mobile computing needs, increasing peace of mind and to enable you to spend more time focusing on growing your organisation.

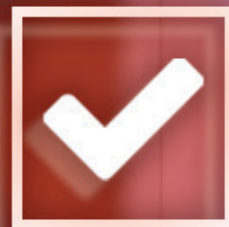
Electronic Point of Sale

Speed and performance is a requirement for the retail and hospitality market. Sharps wide range of terminals boast fast and power efficient processors providing innovative hardware and software solutions, for any restaurant, bar or hotel.

Workplace Furniture

With over 40 years of experience, Sharps furniture division delivers tailored solutions to suit any working environment. We strive to balance design, quality and functionality with a pleasant working atmosphere, improving aesthetics and enhancing productivity.

Designed for
cost efficiency
**Designed for
business**



When it comes to printers for business, there's one thing IT professionals want to know above all others: **what does it cost?**

A managed print service from Brother offers cost benefits that make it the ideal choice for business of all sizes, whether they use one printer or a fleet.

If you could not offer Brother MPS to your customers before, **now you can with BCD.**





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