

## mortgagesplc

### Background

“When we were first introduced to David Richards we were using three different print firms and were looking to consolidate this into one single-source supplier who could meet all our needs.

We were, and still are, a growing company with offices in London and Glasgow, and so distribution is a key factor for us. David Richards presented us with a solution that nobody else we spoke to could offer - top quality printing, online stock management, and excellent distribution processes.”

### Results

The benefits to Mortgages plc have been immense in terms of efficiency and streamlining our internal processes. They no longer have a marketing department filled with cardboard boxes and their staff no longer spend time each day making up marketing packs and sending out stocks of brochure ware to our field sales team.

Everything that is ordered online each day is dispatched, without fail, the same day and delivered the following morning.

Not only that, but they get a mass of management information from our *David Richards Online* system and this has helped Mortgages plc monitor usage and plan their print buying in a much more cost effective way.

“Our relationship with the people at David Richards is excellent and is a key factor in the success of our business partnership. We feel like they are part of the team here at Mortgages plc”

Julian Wells  
Head of Marketing

