



Phase Office Supplies provides good value for money and exceptional customer care. I feel that they go the "extra mile", and I would personally be happy to recommend them to any organisation looking for a quality stationery supplier with that personal touch

Menzies Accountants

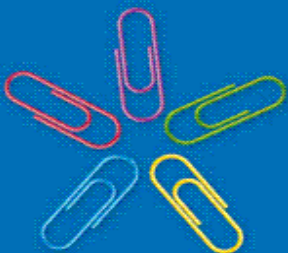
## Accountants Sum-up Phase

Phase has been supplying the accountancy company, Menzies for the past 2 years. Peter Harte, who is the Menzies Account Manager, had to work hard to get the business. Menzies appointed Phase because "they deserved it". Part of the selection process included a direct cost comparison between Phase and Menzies' incumbent supplier. With more competitive prices, Phase was able to reduce the branch's spend on stationery by 33%.

The change-over to Phase was handled by Peter Harte, a Director of Phase. Their previous labour-intensive system was changed to provide online ordering. Peter personally visited Menzies' office to demonstrate the system, and the transition period went without a hitch.

Having a paper-free ordering facility has resulted in a significant reduction in time and administration costs.

One of the Menzies' secretaries deals with placing the office supplies orders. She describes Phase as "friendly, approachable, and helpful". Queries are responded to quickly, and Phase is happy to help her source items outside the standard stock or catalogue lines. Phase can be relied on to always go 'above and beyond' the normal levels of service.



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