



documentdata  
group

IF IT WORX, IT'S  
**UTAX**

## Partner Case Study

UTAX partner, Document Data Group, has partnered with UTAX for over 16 years. Find out how it has benefitted their business.

### About the partnership

Document Data Group is an award winning organisation established in 2007 based in central Scotland, delivering a unique portfolio of solutions across the UK. They have an enthusiastic and experienced team and pride themselves in providing print solutions, document management, finance automation and IT services.

Document Data Group began working with UTAX in 2008 and is now regarded as a premier partner in the UK.

The UTAX company ethos has always been about partnership. We recognise that our success is based on the commitment of our partners and focusing on supporting them with outstanding products and customer service.



*Our customers have benefitted from us offering UTAX because of the reliability of the devices and innovative solutions that streamline office processes, allowing businesses to focus on what matters most. UTAX's commitment to quality and the support they provide us as a reseller ensures we can consistently meet and exceed our clients' needs.*

**Justin Longmuir, Director,  
Document Data Group**

## Success

In 2023, with the support of the team at UTAX, Document Data Group won Reseller of the Year in the £3 million+ Turnover category at the Print IT Awards; the UK's only awards programme for the UK printer/MFP industry.

Document Data Group has also proven themselves to be a self sufficient and committed partner with UTAX, taking part in multiple certification schemes to prove their knowledge and participation. Their latest awards included:

- Certified Solutions Premier Partner 2023
- Certified Solutions Professional 2023
- Certified Solutions Sales Professional 2023

The company's success and growth over the years is testament to both their dedication and commitment, as well as the innovative products and leading solutions UTAX prides themselves on offering with every partnership.

*UTAX has helped to grow our business by over 400% to £5 million turnover since 2008 and we now bill over 75 million prints/copies per annum on over 3,000 contracted UTAX multifunctional devices UK-wide.*

*We are supported with comprehensive training resources, marketing collateral and continual product/solution development, ensuring we can deliver exceptional service and value to our customers.*

## Support

At UTAX, we provide our partners with UK-wide IT, hardware, software, technical, marketing and sales support.

This has supported Document Data Group with their growth and they have taken full advantage of our training resources, marketing support and development of new solutions, including bespoke software solutions to address specific customer needs.

This support has allowed Document Data Group to become trained specialists with expert knowledge of UTAX equipment and solutions.

UTAX also rewards its partners with incentives such as retros and our partner incentive trips, which Document Data Group have attended almost all of since they started running.

*"UTAX is proud of the relationship we have built with Document Data Group over the past 16 years. They show how well a partnership can work with UTAX, where we work together to achieve. We look forward to continuing our growth together in the future."*

**Mark Webb, Head of Sales, UTAX (UK) Ltd.**