



KYOCERA Document Solutions: supporting growth



Document Solutions

Boyes Turner advise in the following areas: commercial, corporate, employment, property and technology.

Client since: 1991

Kyocera Document Solutions is one of the world's leading document output management businesses, part of the global Kyocera Group whose numerous subsidiaries in Europe are dedicated to the sales and marketing of laser printers and copier/multifunctional products, as well as office document solutions, microelectronic components, fine-ceramic products and solar modules.

KYOCERA's corporate slogan, "The New Value Frontier", expresses KYOCERA's continuous commitment to maintaining innovative strength and forging ahead with technological development. All KYOCERA companies worldwide follow a unique management philosophy which aims to embed social and environmental responsibility into every aspect of the business. With their market-challenging technology and vision, KYOCERA have established themselves as an innovator in the document management and ICT solutions space and a become a leading supplier to UK and Irish businesses as well as in the education and public sectors.

Kyocera's growth strategy

- Established in the UK in 1988
- Committed to the cutting-edge development of printer and MFP technology
- Achieved and continues to pursue ambitious growth targets in the UK market.
- Integration of Annodata since 2017
- Main areas of focus and growth in the UK include Document Management, Content Services and ICT



Our role: supporting KYOCERA's growth in the UK

Boyes Turner has always been committed to supporting businesses within the technology and innovation sector. With the ever-changing environment that technology companies operate in, agility is essential, especially in the UK market. From the outset of our relationship with KYOCERA, we have invested and been committed to the long-term. We have become an extension of the KYOCERA business and integral to strategic decisions making along the way. The key to our approach is remaining in sync with KYOCERA at each stage of its growth, adapting and adjusting with every new development.

The journey

We have worked with KYOCERA Document Solutions since 1991. The relationship began with Commercial & Technology specialist, Bill Gornall-King, advising on contractual issues and has grown with a Boyes Turner multidisciplinary team now providing legal advice and support on acquisitions, channel investment and finance, commercial arrangements and standard document creation, as well as support on HR issues and property matters.

The team, led by Bill, is supported by specialists across the firm.

The corporate work has included some innovative financing and investment models as well as acquisitions in support of KYOCERA's growth path, including the integration following KYOCERA's acquisition of Annodata in December 2016.

Impact

"They are collaborative, engaging and invest in the relationship – it is an ongoing, long-term partnership. Having one firm to deal with and continuity of team makes it easy for us and there are added benefits for our business – they are big enough to have experts in different areas, but not so big you feel like you are dealing with a machine rather than real people.

No matter the issue, I deal with one firm and one lead contact who brings the right people to the table. What stands out to me is that they are invested and in it for the long term."

Suki Purewal, Group Commercial Director, KYOCERA.

From KYOCERA's early days in the UK market, we have immersed ourselves in their business, understanding their drivers, challenges and overall growth aims. We are attuned to their commercial needs and understand the bigger picture which enables us to challenge ideas and work hand-in-hand with the KYOCERA team to find the best solutions for their business."

Bill Gornall-King, Partner
(Commercial & Technology)



Shared philosophy

The KYOCERA philosophy underpins the operations and activities across the group. Core to the philosophy is the provision of opportunities for the material and intellectual growth of employees, coexisting harmoniously with nature and society and the continuous development of technology solutions for the environmental challenges encountered by businesses today.

The KYOCERA philosophy is ingrained in the organisation and shared values are a key factor in the selection of their business partners. Boyes Turner operates through the core values of being a responsible organisation and making a difference, helping our employees to achieve their potential and playing our part in the community. This shared philosophy of collaboration, of building long-term sustainable relationships with employees, clients and our communities underpins the success and longevity of the KYOCERA/ Boyes Turner journey.

Work Snapshot:

"Supporting Kyocera's growth plans in the UK, we required a robust, wide ranging IT managed service contract dealing with the full range of services provided by Kyocera within one contract. With their in-depth knowledge of our business, Boyes Turner delivered the right team with a huge understanding of our business and sector. This has been a critical tool in the growth of our business."

Suki Purewal, Group Commercial Director,
KYOCERA