



Doing more with less
MiniFrame
United Kingdom

Selected Case Studies

Craven Solutions

Ecoware

Craven Solutions

With over 50 years of experience Craven Solutions are the UK's leading designer and manufacturer of complete storage and handling solutions for the healthcare, catering and hospitality industries.

With a heavy investment in computer aided design (CAD) and a realisation that more and more of their business relies on quick turnaround in design and manufacture Craven's ICT systems are a vital necessity.

Craven believe they are best placed to take care of clients' needs more quickly and efficiently than their competitors and this competitive advantage is due in no small part to their innovative use of the latest high-tech computing systems.

When asked about the importance of computing systems they replied; "As an innovative organisation focused on offering excellence to their clients we are constantly seeking ways to maintain a competitive edge whilst keeping costs down"

MiniFrame UK's Ecoware system allowed Craven Solutions to halve their IT budget & reduced their electricity bills by 80% in the first month of operation.

John Milnes Managing Director commented that "We first saw the system we were blown away. Our only reservation was that if 1 PC went down we'd lose up to 6 staff, or at worst be unable to fulfil service level agreements with clients such as Bradford City Council, Bosch and NHS Greater Glasgow".



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John went on to comment on the end-user experience; "Since we've been using Ecoware it has surprised us just how stable the systems are & we have noticed a significant reduction in power bills, quicker systems, and of course reduced IT spend. We'd recommend Ecoware to businesses that want next generation computing at a price that's affordable."

Touching briefly on corporate social responsibility and how this might impact on purchasing decisions Craven explained that as suppliers to local authorities and

hospital trusts greater emphasis is now being placed on issues such as carbon output and ethical trading and Ecoware can be a big help in demonstrating their willingness to support ecological concerns as a key part of the supply chain

Greater Glasgow NHS are just one of the many customers who choose Craven for their storage solutions





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