

OFFICE ODYSSEY

About our business

Office Odyssey is a family run business, which has grown into one of the U.K.'s leading suppliers of Epson's sustainable & reliable business inkjet technology. We supply Epson Business Inkjet products that use 90% less energy & CO2 than laser equivalents and create 99% less plastic waste and packaging, all while lowering cost and increasing reliability. We support products in every English county, Scotland and Wales.

As a social enterprise we dedicate at least 51% of profits to our social mission to create work for people with autism and other barriers to work. We partner with non-profit and other social impact businesses to provide paid experience and also full time or regular work and aim to generate as great an impact as we can.

Why should the public sector work with us?

- > We were the first UK managed print provider to operate as a certified Social Enterprise.
- > Our close partnership with Epson means we are able to use their nationwide support network to ensure our clients receive the best possible support for their products and that no project is too large for us to handle properly.
- > Our clients save an average of 30% against laser print costs,
- > We pay a Living Wage at a minimum of £11.00 per hour
- > We employ people with a range of barriers to work including autism spectrum disorder, depression and anxiety and recovery from addiction

Euro Garages chose Office Odyssey and Epson to supply over 600 products to all of its U.K. forecourts, Starbucks, Burger King, KFC and Sainsburys outlets. We now supply the same product to sites across the E.U. This has resulted in 97% fewer consumables saving 8 tonnes of plastic waste, 179,400kWh of energy saved, 49,355kg of CO2 saved, one consumable change per site over 5 years instead of at least 30 all while achieving a 15% cost saving.

Why we are involved with Go4Growth? —>

We have found that there are challenges in accessing public sector contracts in that some are flagged as not being suitable for VCSEs and we are not entirely clear on what policies and procedures we need to have in place to be successful in the tender process. We feel we are already in a strong position to supply the public sector and have a high level of scalability within the business, but we need to build on our experience and understand how we can put together stronger tenders.

"The Go4Growth Tool is an excellent tool, well presented and contains lots of information and resources we can use to improve our tenders."

Actions from our Go4Growth action plan include:

- 1 Identify the appropriate accreditations**
- 2 Understand how you demonstrate your social value.**
- 3 Develop case studies to showcase your business.**
- 4 Access supporting resources to help you write a range of policies**
- 5 Be clear about your capability and capacity.**
- 6 Consider the size and scope of the contract.**
- 7 Review some specialist policies.**