



SCAN TO
LEARN MORE

Boileau

BUSINESS TECHNOLOGY

'Re-Energise Your Business'

CAPABILITY STATEMENT

boileau.com.au | info@boileau.com.au | 08 8354 6700





WHO WE ARE

Boileau Business Technology has been a trusted South Australian icon for over 32 years. We create tailored end-to-end managed services in IT, telecommunications, digital signage, digital visitor management, and print that will make your business thrive in an ever-changing environment.

We were initially founded as a copier dealership in 1989 and incorporated telecommunication services shortly after. We've continued to expand on the products and services we provide and now we continuously exceed our clients' expectations across the spectrum of business technology.

The Boileau family continues to be the heart of our business. It's what helps give us our competitive edge over larger corporations. Angelique and her daughter Danielle lead our dedicated team that provides clients with an experience based on a consultative approach, consistent engagement, long-term technology partnerships, and a unique skill set. This allows us to be unique in how we deliver technology that helps you meet your strategic goals in a way not traditionally available in South Australia.

Our mission

To design and tailor integrated solutions to suit your business, with one point of contact, so you can focus on what's important – your business.

Our vision

To be at the forefront of technological advances and innovations so they're available to benefit you and your business in the environment we live and work in.

Our values

- We will provide excellence in service to our clients.
- We will actively support the personal and professional development of our staff.
- We will give true and honest representation of our suppliers.

WHAT WE DO

While other businesses pay lip service to a total customer experience, we live by it. The way we operate means our sales and service divisions work together seamlessly to create a customised solution with one goal: to benefit you.

We take a deep look into your business so we can understand of where you want to take it and what you'll need to get there. We actively listen to you so we can truly understand your requirements and tailor a solution for your business.

Put simply, we will recommend an integrated solution that will deliver maximum efficiency and economic benefit for your business today and in the future.

HOW WE DO IT

Understanding

Our proposal process demonstrates our thorough understanding of the scope of work, any relevant issues to be aware of and the outcome you seek.

The right people

Our team is designed to ensure all departments – from sales to customer support to administration – exceed your expectations.

Our account managers have over 60 years combined experience in working alongside some of South Australia's most reputable companies. Our success over the last 31 years means you'll get the highest level of service and support.

Project management

We've got a strong record in successfully managing large, complicated projects through effective planning, realistic goal setting, attention to detail and constant communication.

On time, on budget

We understand that time is money. That's why we always deliver our projects on time and on budget. We'll work with you on agreed deadlines and take pride in meeting all negotiated objectives.

We make a difference

We have a long term commitment to inform you of enhancements to the solutions we provide so you can stay up-to-date with technology.

Service excellence

Our team is local – from sales to customer support to finance and administration – and our decision making process is locally focused. This means we'll respond to your needs quickly.

Partnership approach

We ensure strong partnerships with our clients by conducting regular reviews of your contract as well as regular site visits to ensure you're always getting the best of your investment.

Benefits of partnering with us

Our integrated solutions are conceptualized, designed and tailored to suit your business needs. We combine IT, telecommunications and print managed service with one point of contact so you can have the confidence to focus on what's important – your business.

PRINT MANAGEMENT & AUTOMATION

On average, the costs associated with documents account for 6% of a business's annual revenue. Yet 74% of businesses have not measured the cost of document workflows such as paper or storage. By changing the way they manage their printers, businesses can save up to 30% off their printer costs. Operating at a fit-for-purpose level is more crucial than ever before to maximise your investment without over capitalising or short-changing productivity.

Our goal is to help you identify and prioritise these challenges and achieve the best outcome for your stakeholders.

Print management

Print management solutions put you in control of your printing environment and help you curb excess usage and reduce overhead costs. Our convenient and easy-to-use system monitors, measures, and provides you with the information needed for strategic decision-making. You can enjoy a better way to meet consumer demands and satisfy your sustainability targets.

Workflow automation

Workflow automation can be a great step forward for any business. However, it's important to automate the right processes. Any recurring business process is a great candidate for automation but that's not the only factor to consider. Simplifying business is about making sense of unnecessary, complex processes by reducing human touchpoints and improving operational outcomes.

Document supplies and consumables

We source a large percentage of our consumable from other South Australian distributors and the best price for you. We've been in the print business for many years so we know how to find the right toners for any brand of printer. For those special print jobs, we offer a wide range of specialty paper including gloss and satin in a range of weights and sizes.

Our Partners



Benefits of our print management and automation service

- ✓ Providing a deep look into our actual print wants and needs.
- ✓ Implementing a long term print strategy that incorporate multifunction device security.
- ✓ Supporting device setup.
- ✓ Recommending document workflow solutions.
- ✓ Reducing paper and supply costs by replacing unfit or inefficient devices.
- ✓ Providing employee training and helpdesk support and troubleshooting.
- ✓ Automating supply and part deliveries.
- ✓ Offering predictable costs with print tracking and routine maintenance.



OUR POPULAR PRODUCTS

A4 Desktop Printers (Contact Us For More Models)

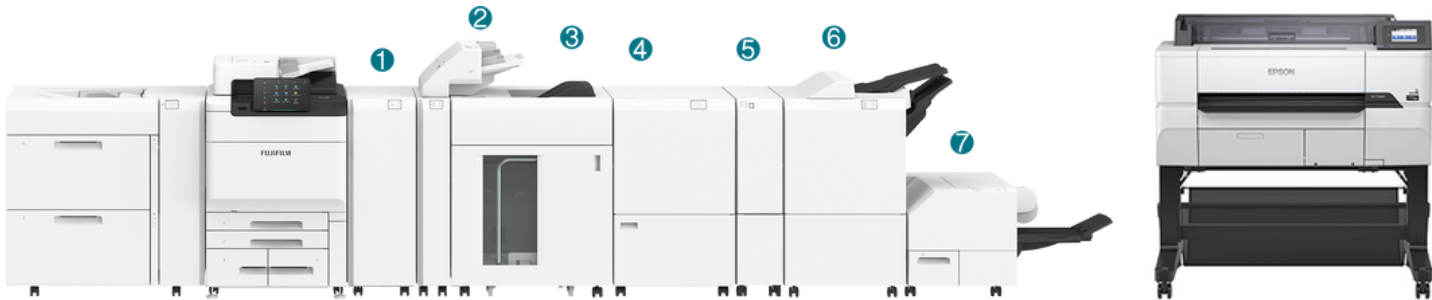


Multifunction Devices (Contact Us For More Models)



Apeos C7070, C6570, C5570, C4570, C3570, C3070

Production/Wide Format (Contact Us For More Models)



ApeosPro C810 series

Epson SureColor T3465

MANAGED IT SERVICES

Our CBD data centre offers a vast virtual infrastructure capacity. Through it, we can expand your IT platform and give you predictable IT expenditure.

We will ensure your business runs on up-to-the-minute technology that is fully managed and secure. We'll tailor server and storage solutions to your exact business requirements. You won't need to worry about upgrading your IT infrastructure ever again!

Our IT Services



24/7 Cybersecurity Monitoring



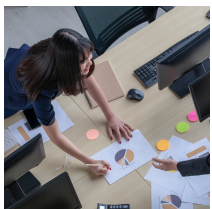
Network & Security Audit



Customer Support Desk



Networking, Monitoring & Support



IT Projects



Managed Backup



Cloud Hosting



Virtual Desktop Solution

Our Partners



Benefits of our managed IT Services

- ☒ Fully managed helpdesk.
- ☒ Desktop essentials and roaming user protection.
- ☒ Offsite backup and recovery capability.
- ☒ 24/7 cyber security monitoring.

UNIFIED CLOUD-BASED COMMUNICATION

We understand how important it is for your business to be able to manage your communications simply and cost-effectively. Converging voice and data networks to a single IP-based network helps to reduce expenditure on equipment, maintenance, and administration.

Boileau offers an easy-to-use cloud-based communications platform that helps employees to be more productive and collaborative. Our solution provides voice and video communications, messaging, web conferencing, and collaboration tools for businesses. Its features include call routing, call queuing, IVR, call recording, and integration with popular business tools such as Microsoft Outlook, Google Contacts, and Salesforce. It is affordable, easy to use and manage, and can be deployed on-premises or in the cloud.

Our pre-programmed, plug-and-play desk phones make installation easy. The mobile app makes any smartphone an essential collaboration tool and the desktop app integrates with the company directory, showing employee availability and enabling click to call.

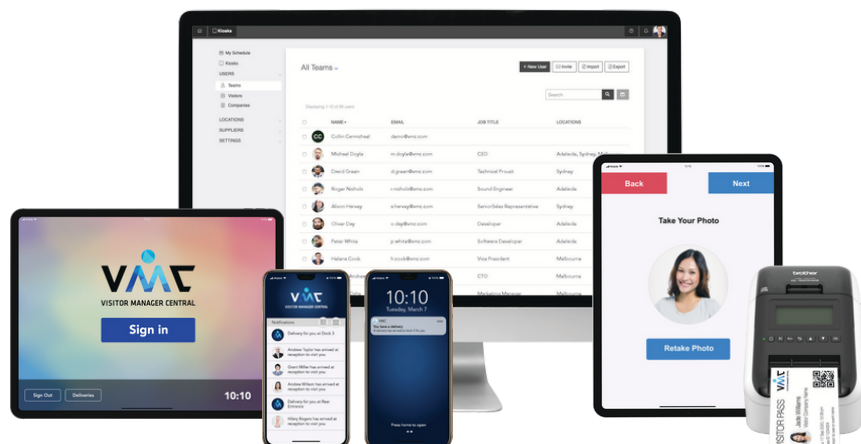


All in one network

Benefits of Boileau's Cloud-based Communications Solution

- ☒ Increase your productivity while lowering your cost.
- ☒ Ensured business's continuity.
- ☒ High reliability and simple scaling and management.
- ☒ Enhanced customer experience.

DIGITAL VISITOR MANAGEMENT



We can help you replace expensive, clunky and unsecured paper-based sign in processes with a quick, intuitive, digital solution. You don't have to worry about hardware, software, installation or training. We've got you covered.

“

This solution has completely revolutionised our visitor management and sign-in process providing easy visibility that we previously didn't have.

”

Packed with features, our visitor management solution will take care of the entire visitor process with ease and simplicity

1. IPAD WELCOME KIOSK

Securely give your visitors a professional welcome and streamline the check-in process. Capture details, photos, sign induction or terms of entry forms and more.

2. MOBILE APP

Enjoy fast QR code sign-in, view visitor details, manage employee time and attendance and receive arrival and emergency notifications.

3. WEB DASHBOARD

Collect centralised information for compliance, analytics and reporting, coordinate pre-registrations or meeting invitations and track staff time & attendance.

4. BADGE PRINTER

Provide visitors printed badges in an instant, making them easily identifiable

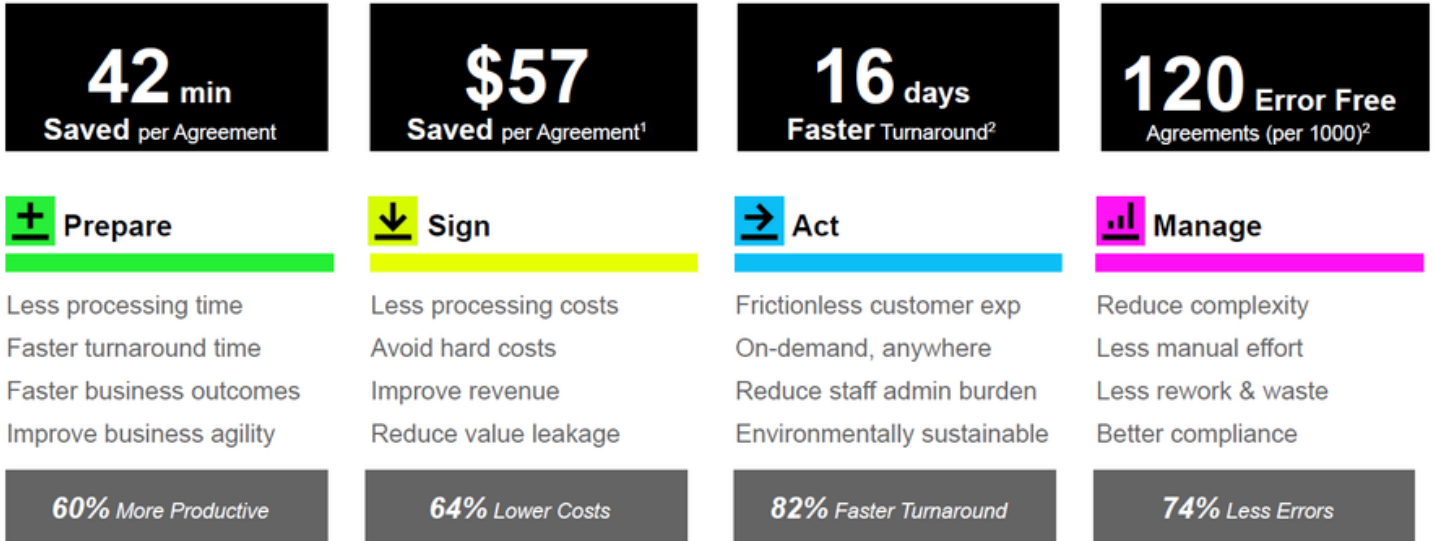
Benefits of our digital visitor management system

- ☒ Cloud-based operating system.
- ☒ Remain safe and hygienic with contactless operation.
- ☒ Conduct contractor sign in, induction and compliance with ease.
- ☒ Ability to match contractor invoices to time spent on site.
- ☒ Quick and easy sign in of groups and pre-bookings.
- ☒ Get notified of your visitor by email or SMS.
- ☒ Receive evacuation alerts by SMS.
- ☒ Ability to brand the interface.
- ☒ Visitor photos are captured and printed on an ID badge.
- ☒ Capability for card readers (clock on/clock off).
- ☒ Uncapped usage.

DOCUSIGN AGREEMENT CLOUD

Business Outcomes with DocuSign

- **Do Business Faster**
 - 50% of agreements are completed in less than 15 minutes, with 80% in less than a day
- **Increase efficiency and reduce cost**
 - Avg saving of \$36per agreement in time and materials
- **Enforce compliance and reduce risk**
- **Ease of doing business**
 - Customer Experience, Employee Satisfaction



¹ - Using \$43.70/hr average wage (Australian Bureau of Statistics)
² - DocuSign benchmark data (global eSignature use, n=2892)

Benefits of our digital visitor management system

- | | |
|---------------------------------------------------------|------------------------------------------------------------|
| <input checked="" type="checkbox"/> Do Business Faster | <input checked="" type="checkbox"/> Enforce Compliance |
| <input checked="" type="checkbox"/> Increase Efficiency | <input checked="" type="checkbox"/> Reduce Risk |
| <input checked="" type="checkbox"/> Reduce Cost | <input checked="" type="checkbox"/> Ease of Doing Business |

INTERACTIVE MEETING SOLUTION

Farewell to the 10-Minute-Before-A-Meeting Tech-Related Hassle & Revolutionise Your Meeting Experience

Welcome to uncluttered. Welcome to efficiency. Welcome to your new collaboration all-rounder. fdsfdf

The Newline Q+ incorporates two-way broadcast communication using an open platform, with an inbuilt camera, microphone array, speakers, PC, and touchscreen 'whiteboard' capabilities - with only one cable required.

With compelling graphic and interactive abilities, full sharing and control capabilities, and safety features like blue light filters, optical bonding, and microbial certification - the Newline Q+ is a powerful all-rounder for seamless, next-generation communication.



1080P built in camera



8m pick-up range
microphone built in



2 x 20W speaker + 1
x 15W sub woofer



Available in 65", 75" and 86"



Wireless casting



Android 11 OS and
WIFI 6 certified



Blue light filter



4K resolution and
178o viewing angle



TÜV-certified
antimicrobial
display coating



Compatible with
Zoom, Teams, Google,
and Webex

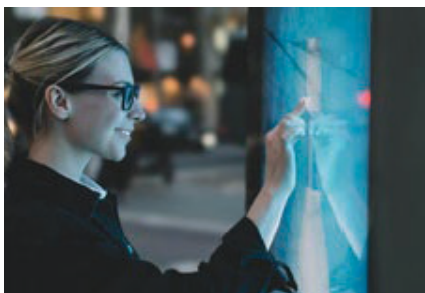


Intelligent IR touch
technology

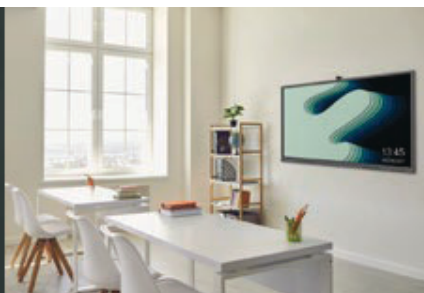


Optical bonding
technology

With a wide choice of sizes and plug 'n play versatility – choose the model to best suit your needs



Boardroom



Meeting room



Classroom



Signage



Examination room

LED DISPLAY & DIGITAL SIGNAGE

REACH

your customers
& generate
awareness

ENGAGE

with them with
an immersive
experience

MEASURE

your audience
engagement for
tailored content

INFLUENCE

your customers
with dynamic
targeted content

Advertise on our LED Screen at 280 Sir Donald Bradman Drive

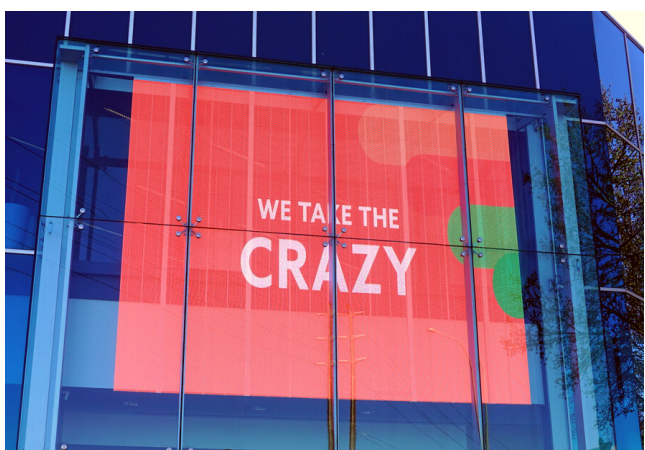


- ☒ Reach & capture over 120,000 commuters/day
- ☒ 5 mins from Adelaide Airport, 10 mins from Adelaide CBD
- ☒ 24/7 LED high brightness and high resolution
- ☒ Flexible to change your content frequently
- ☒ Your message stands alone with no other competitors in your industry

Or get your own LED Display uniquely designed for your business



Our LED screens and displays can be customised to suit your space. Choose different shapes and sizes for indoor or outdoor areas. We also deliver all-in-one pre-assembled LED Displays and one-of-a-kind translucent screens which are a great option for office windows. They allow light into the office, without compromising the clarity and resolution of the screen.



TRANSLUCENT SCREEN



PRE-ASSEMBLED LED DISPLAYS

LED DISPLAY & DIGITAL SIGNAGE

Digital signage for an impressive brand experience

With digital display and signage, you can have specifically targeted messaging and boost customer engagement with your brand. By using a user-friendly content management system, our digital display solutions let you simply change your content on a frequent basis.



Interactive Displays

Whether you need an integrated presentation display or a docking monitor that connects with the click of a single cable, we provide the tools for clear communication and productive work.

Enjoy your work that much more with ergonomically designed, high-resolution displays wherever you need to use them.



Hire or Buy your LED Banner

Forget about the static vinyl banner!

Brought to South Australia exclusively by Boileau Dynamic Visuals from Fujivision (a division of Fujifilm), the LED Postar Banner has been engineered with the latest technology resulting in a smoother, slimmer profile. It has wheels for easy movement, and content can be created on a computer and uploaded instantly through user-friendly content management software, which can be accessed from any device connected to the internet.



PROCESS AUTOMATION | 4 Key Elements

1. Internal and External Data Ingestion

All business processes begin from the generation of data. This can be either through external sources such as incoming invoices, or internal such as staff completing purchase request prior to buying something.

In both cases, this data is integral to the good decision making within the process, and quite often data will need to be replicated within multiple systems within a business.

2. Workflows

Every business is driven by processes with some more complex than others. The sequence of steps through which each process passes from initiation to completion is a Workflow.

The management of these workflows is crucial to providing regular insights within your process and provide

the platform to enabling successful controls in your finance area. Good examples are the routing of purchase request for approval and invoices being approved by Finance Managers.

3. Integration

With the management of data becoming increasingly vital, paired with the increasing number of systems utilised within each business, the ability to control the movement of data is pivotal to informed decision making.

Integrations allow the ongoing seamless communication between systems which can then dramatically reduce the data entry requirement.

4. Document Management System

The storage and retrieval of company documents has never been more significant with the increased compliance and reporting requirements on businesses.

DMS provide staff a controlled, central and easily accessible repository of information.



Benefits of our accounts payable process automation

- ☒ Capture and Validation Services
- ☒ Automated Matching
- ☒ Visibility
- ☒ Purchase Costs Controls

- ☒ Hosted Platform
- ☒ Fraud Controls
- ☒ Compliance
- ☒ Auditability



SUSTAINABILITY AWARENESS

We have a strong environmental focus. We strive to create unique solutions to outdated and non-ecofriendly document management systems to assist South Australian companies move towards a paperless workplace.

We've applied this thinking in our own office environment with our green initiative and make sure all of our consumables such as toner cartridges and paper are recycled. We can help your business reach your green initiative too!

COMMUNITY ENGAGEMENT

"It's our responsibility to contribute time and financial support to make a positive impact within the South Australian community."

- Angelique Boileau, Managing Director

We are from South Australia and for South Australia. So we make sure our partnership and sponsorship initiatives have a positive impact on our community.

We pride ourselves of positively contributing to the South Australian business sector and supporting a range of not-for-profit and charitable organisations.

Here are some of the organisations we support:





SOME OF OUR CUSTOMER TESTIMONIALS

"The relationship between Boileau and our organisation began back in 2012, when we were undertaking a review and upgrade of our server hardware and related software...Boileau showed an understanding of our business and future growth as well as options that would meet our needs."

- AFSS

"With no stress, no inconvenience and very little effort on our part, Boileau Business Solutions has saved us money, greatly improved our efficiency and significantly increased the quality of our printing. I couldn't recommend Boileau Business Solutions any higher."

- Hutt Street Centre

"It was a real treat to be waiting at the traffic light and see our two inter-changing corporate images on the new Boileau LED screen, but now we have one of our new videos playing it's just taken it to a whole new level.

It runs so smoothly and the visual quality is outstanding, and the fact we can freshen it up with alternate videos is another bonus as it's in such a prime location."

- Ben, Kuehne + Nagel

"We recently advertised our annual Million Paws Walk fundraiser on the Boileau screen. The team was incredibly friendly and helpful in assisting us to get our creative showing as soon as possible.

- Emma, RSPCA South Australia



Boileau

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LET'S START A CONVERSATION!

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E: info@boileau.com.au

W: www.boileau.com.au



96% of our customers would recommend us to their business network!

- ☒ Reduce financial risk to your business and gain greater operational visibility.
- ☒ Advice on best fit technology for your business.
- ☒ Reducing complex procedures within your business.
- ☒ Improved ability to make the right decision, the first time.