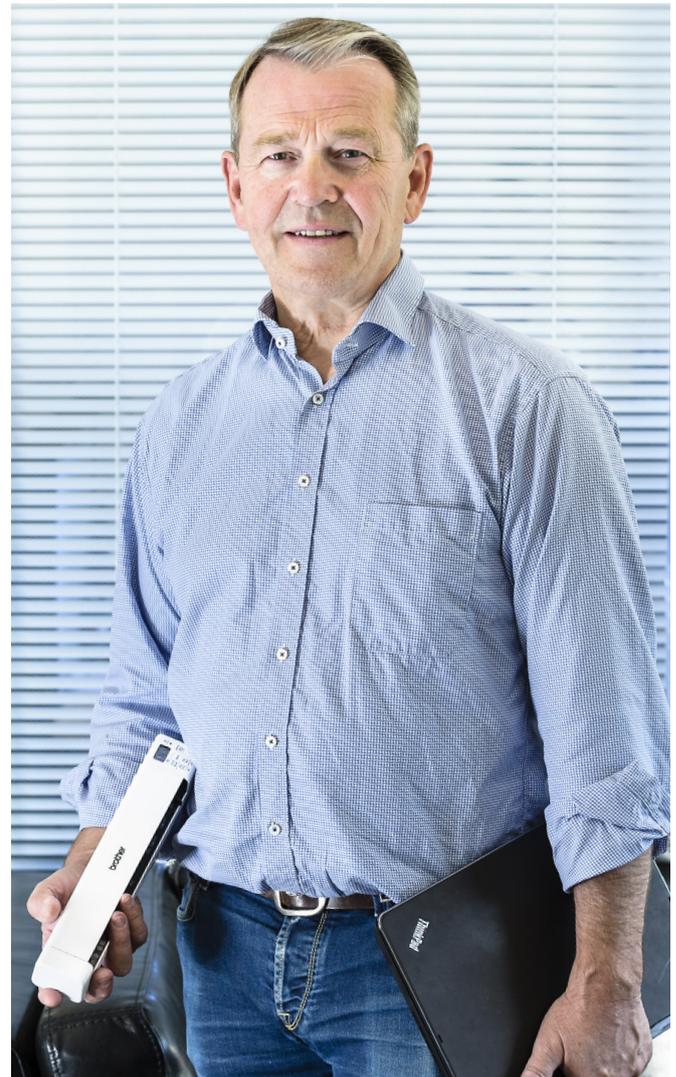# LOOSE THE PAPER AND GET RICHER

A small accountancy firm has switched to digital review using scanners and multi-function printers from Brother. The result is fewer employees, better customer service and more free time for the accountant.

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When you mention the word "accountant", a commonly known myth says that we are dealing with "paper-people". People in nice white shirts, suits and ties. People surrounded by paper. Piles of documents in front of them on the desk and shelves bursting with binders and case files all around.

Carsten Enevold has been such a prototype of an old-fashioned accountant. For many years.

Then a couple of years ago he decided to make a change. Out went the paper and in came the digital office. Out went a number of employees whose most important tasks were to move piles of paper and build new ones. In went a more efficient way of working, which leaves more free time for the accountant.

Today, Carsten Enevold is alone at the office. Well, not quite. In his office in Gentofte he enjoys the company of two Brother scanners and a laptop. At home, he has an all-in-one printer. That is all of Enevold Revision (Accountancy).

Smaller surroundings and a modest number of office machinery does not mean that Enevold Revision is doing badly. On the contrary.

The company – and Carsten Enevold himself – has the same turnover as before, when there were four or five times as many people working there. The revenue is much higher and the working day much shorter.

The radical change is the result of a strategy born and grown by Carsten Enevold through several years. Today he is not only harvesting the fruits of the new, streamlined organisation. Customers are also getting a speedier and often better service. At the same time Carsten Enevold is encouraging his business clients to follow his lead:

"I have many small businesses as clients. Often craftsmen that spend too much of their time on administration and troublesome working procedures. They can get so much more out of their lives if they rationalised the way I have done", says Carsten Enevold.

Only in special cases does he use paper. That is for a number of older private customers that are more comfortable with printed statements. Usually he tries to get all other contracts moved to an electronic media:

"When accountants visit new clients there are quite a few preliminary legal details to get in place. We need to see ID-papers on owners and Directors, the company's official registrations with f. instance SKAT (the Danish Customs and Tax Administration) etc. It is a rather difficult process, but legislation requires it," says Carsten Enevold.

"Normally you photocopy all these things and there is the start of a paper pile already. I have my mobile Brother scanner with me in my briefcase, and it moves all the information directly to my laptop and server without involving a single piece of paper," he continues.

Two scanners in focus

The heart – or rather the two hearts – of Enevold Revision's unconventional working method are scanners from Brother.

Brother is known for selling inkjets and all-in-one printers, which use a lot of paper.

But Brother also has great success with scanners, which entered the Brother program just a few years ago. And scanners convert paper to digital formats.

Today Brother can offer scanners in many sizes and price ranges. Those used by Enevold Revision are the mobile Brother DS-820W scanner and its' older brother for office use – ADS-2600We.

Manages without use of paper (almost)

When visiting Enevold Revision in a cosy office community in Gentofte, the first thing you notice is the lack of paper. No binders on shelves and hardly any traditional mail – no incoming mail and no outgoing mail to be posted.

Read more about Brother's products on brother.dk