

High Volume Printing and Digital Storage Made Simple

Kyocera's A3 devices and MyQ provide Breakwater Accounting & Advisory Corp.
with the tools they need to boost efficiency and safeguard their data.



Case Study



Financial Services



The Background

The focus of Breakwater Accounting & Advisory Corp. is to shield small to medium-sized business owners and non-profit executives from mistakes that come with growth. Additionally, they help business owners avoid the huge volumes of paperwork that slow them down and help safeguard their future.



The Challenge

Previously, Breakwater's equipment consisted of home desktop printers. These proved to be slow and problematic, creating bottlenecks and causing inefficient business processes. Although these printers had the ability to meet their requirement of using secure FTP to transmit scans to the popular web storage service they use, they were not designed for the volume of scanning needed.

Instead, Breakwater required a secure method to perform high volume scanning without sending the result over email (W-2 and 1099 Forms, credit card states, etc.). Most professional high-volume scanners and printers require email or an onsite network service utilizing secure FTP to transmit to their web storage service.

Considering Breakwater does not utilize network servers on the premises, the solution to their pains would be the ability to be house entire data processing on a web storage service. They would also require the ability to control MFPs with secure print release and secure scanning to the storage service.

Breakwater searched for over six months for a solution that could offer a cloud version of their web storage service. Breakwater discussed this issue with the IT management company, Tranquil Seas, who in turn, reached out to the Kyocera dealer, Altek Business Systems, Inc. for assistance in resolving these pain points.

The Solution

A Kyocera 45 PPM A3 was proposed, since the feeder is designed to handle Breakwater's scanning volume; and, Breakwater discovered that the MyQ solution offered the ability to work in their web storage service and could be configured for secure scanning to the cloud service. Altek, together with Kyocera, provided a proof of concept that met Breakwater's requirements.

The Results

Since Breakwater does not have servers onsite, Christopher Brooks, at Tranquil Seas Technology, assisted Kyocera and Altek with the installation of MyQ onto the cloud storage service and behind the service's firewalls. The infrastructure to allow secure scanning to their web storage service for all Breakwater's secure financial and payroll documents was also implemented.



The Good News

Breakwater finally found a faster and more reliable MFP in the Kyocera A3 device, and the MyQ software allowed them to run without the costs of having a servers on the premises. Every scan is now stored and saved in the secure cloud platform.

"The best way to motivate yourselves is to love your work."

Dr. Inamori

Customer Testimonial

"Breakwater has a unique cloud-based, highly secure environment. We struggled to find a printing solution that could meet our security needs while providing us a high-performing printer and copier. Kyocera worked with our Technology Consultant to make sure that their solution met all of our security and cloud-based needs. Our team could not be more pleased with the results. They love the new printer, and its ability to meet the demands of our office has been incredible.

"When the team comes to thank you for the new printer, you know you made the right choice. We are very happy we chose Kyocera."

Mary Hambleton, Director of Operations



Kyocera Document Solutions has championed innovative technology since 1934. We enable our customers to turn information into knowledge, excel at learning and surpass others. With professional expertise and a culture of empathetic partnership, we help organizations put knowledge to work to drive change.

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