

Ray White™

Local Real Estate Company Ray White Choose Pacific Office Solutions as their supplier of choice for over 13 years.

Even local real estate companies can qualify for Pacific's "all-inclusive" Platinum Print Service/ Rental Plans.

Brett Graham's group of Ray White local offices are one of our oldest blue chip clients that benefit from our all inclusive rental/service/supplies packages for colour printers and high volume black & white copier/printers. Ray White has been a Pacific client since 1995, sixteen years ago.

Brett Graham began his Real estate career in Cairns in 1986 working with a group of 5 Ray White offices servicing the Cairns region. In 1995, Brett and his family made the move to the Sunshine Coast and worked as freelance training constant to many real estate offices throughout Queensland and NSW. Brett purchased his first interest in Ray White on the coast in 1999 and now owns Maroochydore, Buderim, Mooloolaba, Chancellor Park and Sippy Downs franchises.

Throughout his career Brett has had exposure to well over 1,000 real estate offices and has been involved in the training hundreds of sales people. Brett is regularly sort after on the speaking circuit for his insights in 'What makes sales people successful and what makes successful businesses tick'.

More recently Brett has taken on the task of helping The Bloomhill Cancer Centre achieve their Target 300 raise \$300,000 to fund a desperately needed extension to the Bloomhill Centre in Buderim, to enable it to help more people with cancer and their families on the Sunshine Coast. Pacific now sponsor Bloomhill by means of a free supply arrangement Pacific recently donated a high volume copier, multifunction copier/printer & a colour laser printer- together with providing free service & supplies for the next 5 years. Valued at over \$15,000.



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Brett Graham
Director Ray White

It's very rare that "You can have your cake & eat it - with the best quality and the lowest price, But Pacific delivered both, with the latest colour eco-friendly printers and copiers"

"Pacific were selected as vendor of choice for colour printing due their extremely LOW TCO (Total Cost of Ownership) and exceptional print quality for window cards and promotional flyers"

"The fact that Pacific was prepared to install a number of machines for a trial evaluation for three months, proved to be the clincher in securing our business."



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1988-2010
Serving the Coast



Tel: 5452 1250 or email sales@pacificos.com.au www.pacificos.com.au

The Ricoh SPC821DN colour A3 printers Pacific recommended, work a full eight hour day, six days a week. The high volume MFP's are all enabled with colour scanning, LAN faxing, network printing & of course copying.

“Reliability was a major consideration when selecting a copier printer supplier as many of the sales teams work outside normal office hours - including weekends, so independent proof of Pacific’s statement of reliability was invaluable. The fact that Pacific was prepared to install a selection of the proposed machines for a trial evaluation for a 3 month period, proved to be the clincher in securing our business. Their competitors were reluctant to offer any form of trial, with the best offer being for only one week. We wanted long term proof and Pacific was prepared to put their money where their mouth was, by agreeing to such a long term trial without any obligation.”

Pacific Didn't Just Claim Reliability They Proved It!

The Pacific management control system was installed to provide full reporting of all copies used. All Ray White's Sales Teams are allocated their own multi-function machine, but have access to all other machines on the network via pin code access, so usage can be attributed to the individual teams. The Audit software Pacific supplied provides XL reports detailing individual usage, for full management control. Reports are automatically printed off once a month for cost recovery reasons..

Pacific Office Solutions is widely recognised as the leading provider of network colour solutions on the coast. Their new "technology breakthrough" products have recently won international "best buy" awards and these same products are breaking industry sales records in Queensland & Australia.

Father and Son team

Gordon & Stuart Mackay



Gordon Mackay Pacific Office Solution's owner & his son Stuart personally look after the Ray White's groups needs. Stuart has been with Pacific in print solutions for 13 years and now is Branch Sales Manager. Gordon with 34 years experience in the office equipment business also looks after two of Pacific's other Major Accounts Sunshine Coast Regional Council & The Sundale Group. While Stuart together with managing his sales team, is responsible for a number of select Pacific Major Accounts, including our two largest-University of The Sunshine Coast & Queensland Health.

All Pacific's clients receive the same personal service from the entire sales team. This includes regular meetings and provision of detailed tracking reports of usage, to ensure all machines perform to their maximum capability.