

# Peoples Bank

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[www.ibankpeoples.com](http://www.ibankpeoples.com)

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-David Bochnowski  
Chairman and CEO  
Peoples Bank



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### McShane's implements equipment and online purchasing at bank

#### • THE CHALLENGE

Peoples Bank began in 1910 in East Chicago to meet the banking needs of consumers. Meanwhile, only 10 years later, McShane's was founded in Hammond. Together with strong roots in Northwest Indiana, Peoples Bank and McShane's have formed a mutually beneficial partnership involving banking and office solutions.

Peoples Bank operates 11 office machines from McShane's throughout its 8 regional offices. The most recent acquisition came in 2003 when Peoples introduced its new corporate headquarters building in Munster. At that time, Peoples turned to McShane's to determine the most effective equipment for the new offices.

Additionally, Peoples was looking for a way to order office supplies online for all of its offices, while monitoring the purchases among the various bank departments and locations.

#### • THE SOLUTION

Sherwin Slutsky, Major Account Representative for McShane's, recommended three 50 page-per-minute Canon imageRUNNER systems. Each multi-function system would be networked for the office so every individual could scan, copy, and print.

To address the issue of ordering office supplies online, McShane's suggested Peoples Bank take advantage of the online ordering approval system through [www.mcshanes.com](http://www.mcshanes.com). This ordering method would allow Peoples to set up an approval chain for each department when ordering supplies. Peoples would receive every item the next day, delivered directly by McShane's.

#### • THE BENEFIT

Thanks to the implementation of the Canon systems, Peoples has been able to create a centralized office area for each machine. Each employee can print from his or her desktop, as well as collate or sort large documents.

According to Bob Lowry, Chief Financial Officer of Peoples Bank, “We've cut back on the amount of time and money needed to maintain stand alone printers and machines by having one centralized system.”

The imageRUNNER machines are configured to scan-to-email, which has saved Peoples not only paper costs, but also time.

“Time is money,” Peoples Bank Chairman and CEO, David Bochnowski, says. “We can scan in a document, and distribute it throughout the company instantly.”

While the Canon systems have helped Peoples increase efficiencies, so has the online office supply ordering structure through McShane's.

Now, Peoples ensures each order is approved and delivered the next business day. Once an employee at Peoples places an online order, that order automatically follows an approval process set in place electronically and securely.

Mr. Lowry explains, “We are really happy with the online ordering structure. It allowed us to reengineer our supply administrative system by decentralizing ordering for each branch office and department while still maintaining proper control internally with approvals.”

Mr. Bochnowski adds, “From our standpoint, control is easier because the technical support at McShane's is so strong. McShane's has online ordering features that the ‘big box’ stores don't have.”

Additionally, Peoples and McShane's recognize the importance of working together as longtime local businesses with a significant focus on customer service.

“McShane's is local, and so are we,” Mr. Bochnowski says. “We can pick up the phone and communicate with each other quickly and easily.”

Peoples Bank depends on McShane's as a single source solution for their office supply and equipment needs, and McShane's is pleased to provide a fellow local business with quick service and innovative solutions.