



### Jackson, helping a local council to save money.

It's not always the case that failing equipment has to be replaced; consideration is needed to evaluate repair and modernisation costs and whether the work will reinstate the overall life expectancy of a problem lift. Recently, Jackson was asked to survey and provide a solution to a problem with a poorly functioning lift. The request came from one of Lincolnshire's local councils and was governed by the authorities' requirements of having more than one budget submission for proposed works.

To help with the request, one of our local Sales Engineers visited the customer to undertake a lift survey and to further discuss the options with the Council. In discussion, it became apparent that recommendations had already been made to the

council to undertake a full replacement of the lift. This option was costly and had not been budgeted for. Jackson Sales Engineers all have firsthand experience with lift performance problems and in this instance, their knowledge helped with a cost-efficient solution to install a new lift controller and rewire the installation.

Discussions were had with the customer, who was delighted with our proposals as the lift replacement route had not been budgeted for.

Jackson subsequently submitted a formal budget price for our work which was agreed by the Council, allowing Jackson to undertake the work estimated and to reinstate the lift into full service.