



COLLEGE GIVES TOP MARKS TO NEW PRINT SOLUTION



OAKLANDS COLLEGE HAD A HUGE REPROGRAPHICS DIVISION THAT NEEDED TO EFFECTIVELY SERVICE THEIR CAMPUSES AND MANAGE ALL THE PRINT AND COPY MACHINES ACROSS THE COLLEGE. WHEN THEY NEEDED A NEW SOLUTION TO IMPROVE PRODUCTIVITY AND SAVE COSTS ACROSS THE PRINT AND COPY FLEET THEY TURNED TO ALTODIGITAL.

CLIENT PROFILE

OAKLAND COLLEGE

Oaklands College provides outstanding learning opportunities, leading to recognised qualifications that contribute to personal development, as well as the economic growth and social wellbeing of the local community. The college employs 730 staff.

LOCATION

St Albans City, Smallford,
Borehamwood & Welwyn
Garden City.

KEY TECHNOLOGY

Kyocera & Ricoh MFPs,
Pcounter Pull Print Solution.

KEY BENEFITS

Secure network printing, high
quality print output, lower
carbon footprint, improved
reprographic productivity
and efficiency.

WEBSITE

www.oaklands.ac.uk

We have used Altodigital for many years. We find that although they are a national company we still get local support and service. Having recently undertaken an Altodigital Print Audit, we have now renewed most of our photocopiers and replaced them with new MFDs.

Our staff are very pleased with the new functions available to them and we are pleased that we have been able to save money and improve our environmental footprint.

Patrick Lowe, Reprographics Manager, Oaklands College.

THE CHALLENGE

The reprographics division faced some productivity issues, with all print jobs processed and run manually between the college campuses, which frequently led to inefficiencies in productivity and high print costs.

With a mix of manufacturer technology, there was no control over what was printed and where. This meant print jobs would often go to a type of machine that was unsuitable for the job, causing high levels of waste. Across the network there were vast numbers of personal desktop printers used for the printing of confidential documents.

The majority of the machines across the campuses were mono and there was an increasing need to have colour capability, but without large increases in the cost per copy. Historically, printing for staff and students was done via PIN numbers and the control limits would have to be set up on each individual machine, making the procedure very time consuming and complicated.

The print room machines were beginning to age and the output volumes were becoming too high for the current set-up and, in order to meet their clients' demands, the reprographic unit needed to look at a refreshing their equipment. This was essential to drastically improve quality and productivity, whilst reducing print costs and their carbon footprint.





OAKLANDS REALISED THAT THEY NEEDED TO URGENTLY REVIEW THEIR REPROGRAPHIC EQUIPMENT AND PRINTER FLEET IN ORDER TO HAVE GREATER CONTROL OVER THE QUALITY OF PRINT AND MAKE SIGNIFICANT FINANCIAL AND ENVIRONMENTAL SAVINGS.

THE SOLUTION

The college had been a customer for over 25 years and they had developed an excellent working relationship, turning to Altodigital for all their print and copy requirements. Due to Oakland's need to get the most efficient and cost effective solution, they decided to go to tender through the Buying Solutions framework.

They produced an ITQ, which was sent out to seven suppliers on the RM/450A framework for multifunctional devices. This rigorous procedure was essential to ensure they benefited from access to pre-approved suppliers and competitive public sector pricing.

As an approved Buying Solutions supplier, Altodigital submitted a successful tender to provide a fully managed service, Total Print Management (TPM). The company was selected due to their local focus and the ability to provide a complete end-to-end service.

The TPM solution from Altodigital included an extensive audit across all sites to confirm the locations of all current machines, number of prints and cost of consumables to obtain a detailed assessment of current infrastructure.

This information was then used to develop an implementation strategy that consisted of a balanced deployment and consolidation of multifunctional devices and printers across the college, ensuring that the correct type of equipment was deployed for the correct purpose in the right locations for staff and students.

There was a challenge for the college to meet ambitious carbon reduction targets set by The Carbon Trust. The main focus of the proposed solution was to drive down environmental costs. Environmentally sustainable equipment was selected to provide economical running costs and significant energy savings.

In addition to new print and copy hardware, a PCounter pull print software solution was introduced across the college. All machines have been integrated with proximity card readers, so that all staff and students are allocated print credits, and prints are retrieved by using their ID cards.

This is essential for staff printing sensitive and confidential documents, but also greatly reduces waste, as prints are output only after an end user has swiped their card to request the print. This can be done at any device across the college. Such technology has contributed significantly to the reduction of paper usage and machine consumables.

Uptime of the machines was of paramount importance to the college. The solution was provided with comprehensive support services and, through Altodigital, the Oaklands team benefit from working with dedicated support staff who know the account, building a long-term, proactive relationship with the client.

The college also benefits from access to the Altodigital service portal, which enables them to log all service calls online and check progress, order consumables and monitor all service activity on their account.

THE BENEFITS

Oaklands College now has a state of the art reprographics print room, capable of servicing all their print requirements – with improved efficiency, reduced cost and providing a far greener carbon footprint than ever before, whilst offering a much more efficient service to the college, students and staff.

The installation of a new fleet of machines across all campus sites has led to significantly lower downtime. The strategic implementation of efficient multifunctional devices has consolidated the use of printers, reducing cost per copy for the college with 70/80p per copy machines now replaced with much more cost-effective devices.

The college now benefits from a fully networked fleet that is centralised. Consumables are replenished centrally, ensuring the Reprographics Manager has better visibility of usage and has sufficient stocks for all machines.





“OUR STAFF ARE VERY PLEASED WITH THE NEW FUNCTIONS AVAILABLE TO THEM AND WE ARE PLEASED THAT WE HAVE BEEN ABLE TO SAVE MONEY AND IMPROVE OUR ENVIRONMENTAL FOOTPRINT.”

Printing costs for the college have been significantly reduced, and not only in terms of the cost per copy. There have also been large savings from the initial costs of the equipment and the leasing against the old contract. The college now benefits from a more cost-effective solution with the latest equipment.

From an environmental perspective again, the savings have been significant. The college now benefits from lower emissions from the machines, providing lower power consumption, resulting in a more comfortable office environment.

The set-up on the machines also contributes to these savings with time-out control boxes, sleep and switch-off modes, and an eco-mode facility that uses less toner. The college now uses recycled paper, an option that was not compatible with previous machines.

The reprographics division productivity has vastly increased, with a 24-hour turnaround at the print room, reduced significantly from the original 3-day turnaround before the new solution was installed.

Quality has not been compromised with state-of-the-art machinery that can bind and glue, to provide professional print documentation across the college. Reprographics now has an automated procedure, allowing print jobs to be emailed and tracked unlike ever before.

Greater control of the print network has now been achieved, with the PCounter solution directing print jobs to the most appropriate machine; this allows larger jobs to go through to the print room, improving the quality of the work that is output.

A large element of waste has been reduced through the pull print solution and confidential and sensitive documents can be securely printed through group devices. For example, student records can be securely printed and the need for personal desktop devices has been greatly reduced.

User adoption has been very promising, with staff and students having access to high quality output devices and the ability to print, copy and scan at all locations.

WHAT NEXT

The ambitions of Oaklands College do not stop here; they have further plans for significant growth and development. In 2011 the Smallford campus is being rebuilt and, as part of the proposal, no desktop printers will be included in the technology set-up.

This pilot has already been successfully implemented at the Welwyn Garden City campus, where only multifunctional devices are now used, making significant cost and energy savings for the site.

The new campus will also adopt a 'Touch Down' facility, whereby there will be no personal workstations – instead, a hot desk facility will be available.





ABOUT ALTODIGITAL NETWORKS LTD

ALTODIGITAL IS ONE OF THE LARGEST INDEPENDENT SUPPLIERS OF DIGITAL PRINT AND DOCUMENT SOLUTIONS IN THE UK.



With full national coverage from seven regional centres, we supply and maintain equipment and software solutions from leading manufacturers.

As a Buying Solutions supplier, the national procurement partner for UK public services, we offer an independent consultative service. Our expertise lies in managing print and copy environments to help businesses, large and small, minimise costs and raise their productivity.

Companies from many different market sectors, both public and private, have benefited from our wealth of experience.

Our hardware partners include Kyocera, HP, Ricoh & Sharp, enabling us to offer a 'best of breed' policy, ensuring that the most appropriate equipment is recommended for your specific requirements.

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