



KONICA MINOLTA

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Customer Success Profile

DEER PARK SCHOOL DISTRICT



EDUCATION

Deer Park School District
1881 Deer Park Avenue
Deer Park, NY 11729
www.deerparkschools.org

▶ Deer Park School District Realizes Print Efficiencies and Cost Savings with Konica Minolta EnvisionIT Solutions

INDUSTRY: Education

CUSTOMER GOAL: Improve printing efficiencies throughout the district schools and in-plant central publications facility as well as track print usage.

PRODUCTS & SOLUTIONS:

- Nuance Equitrac Express®
- PageDNA
- bizhub® C25 All-in-one Printer
- bizhub 223 Black & White Multifunction Printer
- bizhub 283 Black & White Multifunction Printer
- bizhub 363 Black & White Multifunction Printer
- bizhub C364 Color Multifunction Printer
- bizhub 423 Black & White Multifunction Printer
- bizhub C452 Color Multifunction Printer
- bizhub 552 Black & White Multifunction Printer
- bizhub 652 Black & White Multifunction Printer
- bizhub 751 Black & White Multifunction Printer
- bizhub PRO 951 Black & White Production Print System
- bizhub PRO 1200 Black & White Production Print System
- bizhub PRESS® C6000 Color Digital Press



BACKGROUND: Deer Park School District, located in Deer Park, NY, serves 4,600 students and is comprised of five schools and five ancillary support facilities. With the district's copier lease up for renewal, the administrative team evaluated four print vendors with the goal of improving its overall printing efficiencies across all the schools and central in-plant publications facility. Administrators also wanted to establish greener printing practices that would eliminate waste, lower costs and align with Deer Park School District's environmental strategies.

Following a review of the four vendors, the district selected Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta) and its EnvisionIT Education offering, which provides a complete solution of software, hardware and services. Konica Minolta was the only vendor to offer a comprehensive solution and an immediate cost savings model. With printing volumes that fluctuate during the year, the district did not want to pay for a set monthly print quota during traditionally slow months. A six-month cost study showed that the district saved \$37,000 with Konica Minolta's pay-per-impression pricing model compared to the previous year.

RESULTS

- Saved \$37,000 in the first six months of implementation
- Improved print efficiencies
- Established responsible print practices
- Eliminated waste with Equitrac Follow-You Printing®
- Achieved accurate monitoring and accounting of all print activity
- Simplified print job submissions and processing
- Increased print shop use by teachers and staff
- Reduced print shop job turnaround times from six to three days
- Improved service response times
- Increased recycling with Konica Minolta's Clean Planet program
- Integrated print, software and services for a comprehensive print strategy



bizhub C364

DEER PARK SCHOOL DISTRICT

NETWORKED MFPS AND PRINT TRACKING: With Konica Minolta's help, Deer Park School District right-sized its document output fleet to match the needs of each school and administrative building. The district replaced all its aging copiers and multifunction printers (MFPs) with 23 bizhub color and black & white MFPs located throughout all 10 buildings. The new MFPs are faster, more reliable and energy efficient.

While the district had previously established a monthly print quota for its teachers and staff using an individual PIN number, the process was ineffective. Print quotas were easily reset, making it hard for the IT department to track individual print / copy usage. To improve the tracking of teacher and staff printing habits, the district deployed Nuance Equitrac Express print management software. Using Equitrac, all print activity is tracked at the individual user level and the district can easily pull up user reports on each print job, including the time stamp, number of copies and device. This ensures that teachers and staff are not going over their monthly print allocations and has helped establish more-responsible printing practices by the staff.

Staff pin numbers have been replaced with HID cards and print jobs are now held on the print server until released by the user at one of the bizhub MFPs using Equitrac's Follow-You Printing feature. Any print job that is older than 24 hours is automatically deleted. In the first month alone, the district saw wasteful printing decline with more than 3,700 pages never released. This saved more than seven reams of paper and toner.



bizhub C754

STREAMLINING THE IN-PLANT PRINT SHOP: To encourage teachers and staff to print high-volume jobs through the in-plant central publication center, the team implemented PageDNA, a web-to-print digital storefront for electronic print submission. This replaced a time-consuming paper-based process. Using an online portal, teachers now submit a PDF document for printing with finishing options selected and have it routed electronically for supervisor approval and automatically submitted to the in-plant publications center for processing. As a result, job turnaround time has been reduced from one week to three days or less.

The district also invested in three high-speed color and black & white Konica Minolta bizhub production print systems configured with booklet makers, hole-punch and folding units. The new production print systems can easily handle all the district's high volume printing at a lower cost per impression and are more reliable than the previous systems. With PageDNA and bizhub production print systems, the in-plant center is more streamlined and has seen its yearly impressions increase from 6 million to 10 million.



bizhub C25

bizhub PRO 1200



EnvisionIT Education

EnvisionIT for Education helps K-12 schools, universities, libraries and other educational institutions "envision" how they can work smarter and more efficiently with integrated workflow solutions designed and supported by Konica Minolta. With more than 4,500 education customers across the U.S., Konica Minolta combines a range of document solutions, including IT Services, interactive presentation tools, cost recovery and automated grading software, with the most advanced printing and scanning solutions in the industry. These tailored solutions save time, reduce expenses, streamline workflow and improve productivity in classrooms, school districts, universities and libraries.

About Konica Minolta

Konica Minolta Business Solutions U.S.A., Inc. is a leader in advanced document management technologies and IT Services. The company focuses on complete business solutions including production print systems, digital presses, multifunction products (MFPs), managed print services, vertical application solutions and related services and supplies. Konica Minolta has won numerous awards and recognition including being recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys for six years in a row. For the third consecutive year, Buyers Laboratory LLC (BLI) has named Konica Minolta as the winner of its "A3 MFP Line of the Year" award. In 2012, Konica Minolta also received "Document Imaging Solutions Line of the Year" recognition from BLI – and has been named to the Dow Jones Sustainability World Index in recognition of the company's economic, environmental and social performance. For more information, please visit www.CountOnKonicaMinolta.com and follow Konica Minolta on Facebook (@Konica Minolta Business Solutions U.S.A), YouTube (@KonicaMinoltaUS), and Twitter (@KonicaMinoltaUS).