



KONICA MINOLTA

Giving Shape to Ideas

USE CASE

BATAVIA PUBLIC SCHOOLS DISTRICT MEETS INCREASING IMAGING NEEDS THROUGH KONICA MINOLTA INNOVATIONS

CHALLENGE: Like many school districts nationwide, the Batavia School District 101 (District), just west of Chicago, shared a common problem:

- An aging infrastructure of printers, copiers and fax machines were not keeping up with the increasing demands placed on them by faculty, staff and students.
- Additionally, the wasted down time in maintenance and repair was taking its toll on the overall efficiency of daily operations.

The job of bringing the District's technology into the 21st century fell to Don Seawall, Director of Information Services. This was no simple task. Don had to be very mindful of purchasing procedures in a public school system, while securing the best technology and service reliability equipment – buying decisions that would likely be in place for many years to come.

Adding to the challenge, the District encompasses eight, separate primary and secondary schools, with a total of over 120 printers, copiers and faxes of various ages and capabilities, all attempting to meet the needs of 6,000 students and hundreds of faculty and staff.

Of particular interest to Don was finding ways to cut down on wasted paper, which was a significant issue considering the size of the District and the combined daily use of all equipment. Also, confidential and proprietary documents sent to printers for ultimate faxing were sometimes forgotten and left on the printer for any passerby to read. This presented a potential breach of security and trust in the process of sending sensitive documents to the intended recipient.

SOLUTION: As Don noted, "I had been exploring multifunction printers (MFPs) for some time, but the array of products and their capabilities needed a more thorough approach as to which would best meet the District's needs." As a public school system, a Request for Proposal (RFP) was issued to multiple print and imaging companies. Konica Minolta was invited to bid and took this process to a much higher level than just submitting a written response:

- First, Konica Minolta representatives gave Don an extensive demonstration of the range of printers, including the bizhub® 958 and 558 printer/copiers/scanner models, which met, if not exceeded, the requirements stipulated in the RFP. Don was impressed, but Konica Minolta again took it further.
- Don was then referred to other nearby school districts that had these units currently in operation so that he could visit with his technology counterparts to gain their first-hand assessment. Well, the feedback Don received must have been extremely positive, as Konica Minolta won the business.
- Don added PaperCut to cut down on paper waste and manage and track print.
- Fax2Mail was instituted for securely sending confidential student information.
- The Google Drive app made it easy for teachers and administrators to upload and share documents conveniently from the panel of the MFP.

RESULTS

- The 120+ legacy printers and faxes in the District were ultimately replaced with 47 bizhub 558 and 958 MFPs
- The software solutions purchased, included PaperCut to manage print and cut down on wasted paper, the Google Drive Konica Minolta Marketplace app to quickly and easily share documents, and Fax2Mail to securely send documents with confidential student information. The net outcome of this transaction saw increased staff efficiency by reducing time spent at older, slower printers that were also prone to frequent breakdowns. Hovering over fax machines waiting for confirmations was also eliminated. It didn't take long for Don (and the staff) to notice the difference. "This was a real positive success story for all of us in the District," Don observed. "We already have less waste in the paper recycle bins and faxes with sensitive student information are more secure going directly from desktop computers to printers to a fax service with no interruption in the process."



NEXT STEPS: As the Konica Minolta bizhubs have been in place for only a few months, Don will continue to assess the ROI on this investment over the coming school year. But it's clear to all users thus far that Konica Minolta delivered on the promise.

Going forward, Konica Minolta will continue to work with Don and other school districts in meeting their unique needs, including 3D printers and other imaging solutions as the company continues to be at the vanguard of new printer technologies.



PARTNERSHIP.

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- Laptops, Desktops and Computer Hardware
- Servers and Networking Equipment
- Managed Print Services (MPS)
- Managed Enterprise Services



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