

ONE FOR ALL: SCHULSTIFTUNG SELIGENTHAL IMPLEMENTS A TAILOR-MADE PRINTING SOLUTION WITH OKI

The Challenge

Up to now, the school foundation Schulstiftung Seligenthal has been using a variety of printing solutions from a range of suppliers for each of its education and care institutions. Over the years, the foundation has grown significantly and with it so has the range of IT and printing equipment. "Each of our institutions had leased or purchased different devices resulting in the need to stock a range of consumables from different manufacturers, and we had a variety of contact partners for the service", recalls Carsten Riegert, Director of Schulstiftung Seligenthal. "In short, we realised that we urgently needed to address the optimisation and streamlining of our equipment fleet."

The challenge was that the school foundation did not just want to achieve savings with the new concept. "We also wanted to ensure that the teachers no longer had to switch to different user interfaces depending on whether they were printing in the staff room, a classroom or in the administration department", says Riegert. Another stipulation of the school foundation was a central management console that would allow the administrator to see at all times whether all devices are running, where consumables are needed and which printer may require a service.



**Schulstiftung
Seligenthal**

About Schulstiftung Seligenthal

Schulstiftung Seligenthal has been an independent sponsor of the Seligenthal Education Centre since 2000. Seven education and care institutions form one unique teaching centre in the heart of the city of Landshut for a total of around 2,000 children, teenagers and young adults. With over 200 employees, the foundation ensures fulfilment of the educational mandate in the areas of pre-school care and support, school education and vocational training.

AT LEAST

30%

LOWER PAGE PRICES



The Approach

Once the school foundation had decided to replace its printing equipment, the management team began researching. “It was very important to us to gather as much preliminary information as possible”, explains Riegert.

“We asked four major providers to provide their proposals. OKI’s proposal not only addressed our specifications to streamline and standardise our printer fleet, they also provide a great solution to help manage them.” However, two other factors played a crucial role in the decision to award the contract to OKI. “The unbeatable value for money, which is a key issue for a non-profit organisation, and a central service contact on site”, confirms Riegert. OKI was able to provide this through its long-standing partner A & P Office Systems OHG.

The Solution

The school foundation ultimately opted for the solution proposed by OKI, as this met the exact tender specifications, while significantly streamlining the institution’s print fleet, saving resources.

“Whereas before we had a printer, a fax and a scanner, now we have a much more streamlined and efficient solution that is tailored to our individual requirements”, says Riegert. Whether creating large amounts of worksheet copies with over 100 copies, sending scans via email in the administration department or printing documents in the business school, installation in the various departments was also straightforward. “We installed the printers together with our administrator and A & P Office Systems OHG on site. The whole process went much quicker than expected”, recalls Riegert.

“It took less than two months from placing the order to the last printer being operational. And it was less than half an hour from the delivery of a printer to it being up and running”, smiles Riegert. Each of the printers were delivered within a few days. Depending on whether they are integrated in the school network or administration network, the systems and authorisations had to be individually adjusted and set. With A & P Office, the school foundation benefits from a trusting, close partnership and high-quality, fast service. “The collaboration with the OKI partner worked well then and continues to work well now”, says Riegert. “Back then, without the Administration team we each received an individual training session for respective areas of application and our administrator then trained our teachers.”

The Benefits

“One system can do more than the others, but they are all operated in the same way”, says Riegert. “This makes day-to-day work so much easier.” And for the operation, only two different toners are required, which frees up the storage facilities of the school foundation.

Riegert is also pleased about lower costs. “Now that we have a large, standardised pool of printers, we benefit from better page prices than we had with individual leasing. These are at least a third cheaper than before.”

All benefits at a glance

- Printing concept tailored to individual requirements
- Streamlined, efficient solution in place of complex proliferation of printers
- Standard user interface and better page prices
- High-quality and fast service
- Future-proof solution thanks to OKI's Smart Extendable Platform (sXP)'s

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Carsten Riegert,
Director of Schulstiftung Seligenthal



A glance into the future

Schulstiftung Seligenthal has closed all the gaps in terms of print management with its new solution and is now perfectly positioned. Nevertheless, Carsten Riegert can well imagine an extension of the collaboration with OKI. “In the business school, we produce different products ourselves here, but for example, textile printing is still an issue. We are considering purchasing our own solution for this in the future and, when the time comes, we will certainly bring OKI back on board”, confirms Riegert.

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Carsten Riegert,
Director of Schulstiftung Seligenthal

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