

OKI Case Study

Industry: Education

Solution: Mono and colour printers, PaperCut

Location: UK



The Arnewood School chooses OKI for reliability and versatility



The Challenge

Buying and maintaining a printer fleet for a large, busy school is no easy task. Do you choose a selection of printers from several different suppliers? After all, the devices need to be capable of carrying out a multitude of tasks, from printing a standard A4 essay to a large art projects using different media or a glossy publicity brochure aimed at prospective parents.

Or do you decide to standardise and buy from one vendor? Then how do you make your choice? This was the challenge facing Tracey King, Financial Co-ordinator when the Arnewood School became a technical academy.

About the Customer

The Arnewood School, in New Milton, near the New Forest, Hampshire, is a popular 11-19 mixed academy of about 1200 students that prides itself on its caring ethos and high level of academic achievement. Since being granted Technology College status some years ago, it has embarked on an ongoing programme of building renovation and made significant investment in upgrading its IT infrastructure.

INCREASED
FINANCIAL
VISIBILITY WITH

print cost
allocation



The Arnewood School

11-19 Academy

The Arnewood School, 11-19 mixed Academy of approximately 1200 students

King began researching the market and planning a staged approach to upgrading the school's entire printer stock. As she explains: "One of my main criteria was that the printers should be robust and reliable. They are constantly used and often roughly handled in school." Price was also an issue: "I began comparing prices on the market – not just the costs of the printers themselves, but of the consumables too and then the total cost per page.

This was around three years ago. Since then, a further challenge has been identified. As students move around the building for different lessons they need to be able to print from whichever printer is the closest. However this can make calculating the printing volumes of each different cost centre or department difficult. So more recently, King began looking for a way to more closely monitor and control the school's entire print spend.

The Solution

"One of the few printers that had never let us down was our old OKI model," she says. "So OKI was at the top of my list when I started looking at how to replace them." OKI's total cost of ownership also compared favourably with other brands. "I really liked the fact that the printers came with a three-year warranty too – competitive brands don't offer anywhere near as long as that."

She ordered one OKI printer as a test case and this worked well – which pleased the school's IT manager as it was easy to connect to the network and was simple to operate. "OKI printers obviously weren't going to take up too much of his time," she says.

Since then the school has been replacing its old printers with new OKI models on an ongoing basis. As a result there is now

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Tracey King, Financial Co-ordinator, The Arnewood School.

Benefits at a glance:

- Flexible media handling
- Cost-savings with in-house printing
- Improved visibility of printer usage
- Print cost allocation by department

an OKI printer – mostly B431 and B432s – in each of their 30 or so classroom and in the offices. It also has colour printers such as the C531 and the C9650 for the technology suite.

Having addressed the basic needs, the school has now extended its OKI solution, integrating PaperCut software into the workflow.

The Benefits

As King confirms, the school continues to be pleased with its choice of OKI printers in both the classrooms and offices. They remain reliable, mainly because as she puts it “they have few fiddly bits that can go wrong which is ideal for students as they have nothing to play around with and break.”

Because the devices are networked, students can send their work to the nearest printer, regardless of where they are,

“which makes life very simple,” she says.

“Yet using PaperCut means we can see which department has used each printer. Each department is responsible for paying for a certain number of cartridges. Otherwise a department such as PE, for example, that has little paper-based work, might just put something through the printer and it’s charged to English which gets through a lot of cartridges.

“PaperCut keeps a record of who has printed what, so we are able to allocate these costs more accurately and fairly.”

OKI’s colour printers are also proving a good investment. “One of the big features of OKI printers is their flexible media handling. This really comes into its own in the design and technology department where students print on all types of materials for their graphics projects,” says King.

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But we are certainly saving overall.”

Tracey King, Financial Co-ordinator, The Arnewood School.



The Arnewood School, New Milton, Hampshire.

“The printers are very forgiving – no matter what you put in them – from labels to acetate for designing circuit boards.”

She adds that there is also a number of staff members who print off their own flyers for events such as presentation evenings, saving significant outsourcing costs.

But one of the main benefits for the school is cost savings. “There’s no easy comparison as we have more printers than we did before,” says Tracey. “But we are certainly saving overall.”

The Future

The school continues to replace its ageing devices with printers from OKI on an ongoing basis – and it’s clear it remains satisfied by the quality and functionality of the OKI and PaperCut solution. King’s astute attitude combined with her willingness to try new ideas suggest this solution will continue to benefit the school – and perhaps even be extended further – in the years to come.

OKI are pioneers in innovative printing technologies from digital LED to High Definition Colour. We have a portfolio of award winning products and solutions enabling businesses of all sizes and budgets to optimise print and document workflows and to achieve image focused, vibrant, quality printed communications.

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