

Case Study: Mid-Atlantic School District

OKI's **Managed Print Services (MPS)** solutions prove to be vital in color control once again. OKI has taken on the task of helping a mid-Atlantic school district cut printing costs, control output, and decrease waste. With the use of Rapid Scan and Ringdale FollowMe Secure Document Output Management solutions, OKI helped this district gain a clear control over its printing capabilities, reduce unclaimed prints, and operate efficiently to maintain an environmentally friendly approach.

To solve the client's particular issues, OKI had to utilize several strategies.

First, the team used OKI's Rapid Scan technology to identify what the true costs were that the district incurred to print. With this information, OKI representatives found it most suitable to replace the existing print fleet with more centralized products that were capable of receiving print commands from various locations around the school building. This allowed for easier access to printing, while reducing the overall amount of devices necessary to take on multiple tasks. The mission did not end there.



This district also had many issues with consumables management, inconsistent budgeting and lackluster service levels from current providers. With the installation of a multi-year MPP contract program, that included on-site service, OKI provided straight-line budgeting, remote monitoring, automated consumables replacement, and helped to vastly improve the service delivery with the use of a local, elite OKI dealer. This strategy approach allowed for ease of operation, while also aiding with reducing costs.



The final issue faced was the lack of accountability. **There was no way for this district to monitor the number of prints, control color usage, or supervise single and double-sided printing.** Because of the lack of accountability, the school was wasting ink and paper. This waste directly impacts financial budgeting and the natural environmental. Due to OKI's pursuit of environmental responsibility, the district began the use of duplex printing on the C610dn model. This model was used in conjunction with the Ringdale FollowMe printing solution. This process monitored users, did not release unclaimed jobs, and helped save paper, while also reducing energy usage. The paper savings cut costs, while also maintaining the district's and OKI's efforts to remain environmentally conscious.

With combined efforts, we have helped a well-deserving school district gain back control of its printing capabilities.