Indianapolis School achieves 3-year savings of $314,000 using Cannon IV's Total Print Management Program

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- Jeff Hubble, Principal, Chapel Hill 7th and 8th Grade Center

Chapel Hill
7th and 8th Grade Center

Objective:
Chapel Hill 7th and 8th Grade Center needed to implement a new printing strategy for a new building. They wanted to manage printing expenses in a secure and efficient environment

Approach:
Install Hewlett-Packard multifunction devices and Capella Technologies software solution

Business benefits:
- 3-year savings of $314,000
- Secure PIN printing & copying and tracking
- 80% reduction in energy consumption
- Consolidated hardware from 116 to 30 printing & imaging devices

Cannon IV Customer Story:
Chapel Hill 7th and 8th Grade Center partners with Cannon IV to create a Total Print Management Strategy

Industry:
K-12 Education

In this age of increasing demands and tightening budgets, school districts around Indiana are constantly looking for ways to control operational expenses so they can redirect funds into the education process.

Jeff Jones of Cannon IV said he has been working on a print strategy for the Metropolitan School District of Wayne Township in Indianapolis for several years. "I went to every school and recorded every print device. We instituted 'just in time' delivery of supplies for all the devices and eliminated warehousing of supplies. They were stocking things they just didn't need," he said.

When the school district started the process of rebuilding the Chapel Hill 7th and 8th Grade Center (formerly Fulton Junior High School), Jones began working on a print strategy for the new school that would optimize workgroup printing with all the printing devices.

"When they moved Chapel Hill into the new building, they went from 116 printing devices down to 30," Jones said. "These 30

devices are full-featured HP MFPs that print, copy, and scan, including HP's lastest color MFP using the patented Edgeline technology. The devices provide secure printing and are PIN protected." The new fleet of devices enables Chapel Hill to do more and use approximately 80% less energy than their previous devices.

The school's 1,246 students are divided into teams. Jones said they worked off that concept and created "team preparation rooms." There are seven teams of teachers at the school with two teams sharing each room with dedicated printers for each team. Each department with instructors teaching elective classes, such as band or art, has its own HP printer and MFP.

Chapel Hill Principal Jeff Hubble explained that teachers send their files to the printer via the wireless network and then go to the dedicated printer, enter their PIN to get their printed materials. The teachers also use that PIN to access the copying aspects of the MFP.

Switching to this system, utilizing the software of Hewlett-Packard and Capella Technologies to control costs, has been a major adjustment for the staff at the school. Hubble said the district expects to save $100,000 at Chapel Hill this year alone.

"Teachers have had to make an adjustment, but the more they see of the power of the HP printers and MFPs, the more they are convinced of the system's virtues. Before we moved, each teacher had a printer on his or her desk. Today, the farthest any teacher has to walk to get to the printer or MFP is four doors."

"The reports generated by the Capella software are awesome," Hubble said. "We used to control our printing expenses by paper. Each teacher would carry his or her own paper to the printer or copier. Now, the data per user is much more specific. I get clear and immediate feedback sent to me by e-mail. I can now talk to teachers about being proportionate to their peers in printer usage."

He said students' papers print automatically from the school district's wireless lap top computers used in the classrooms. The system tracks the number of pages printed by students and teachers monitor what the students are printing.

Working with Cannon IV made the process and transition easy, Hubble said. "The amazing thing about Cannon IV is that before we even paid them, they did an inventory of everything we had. They gave us a comparison of what we were spending and what this would save," he said. "Jeff Jones has given us excellent service as far as training and problem solving. Ian Runyon, Cannon IV Solution Architect, has worked really well with our Information Technology people in the school district."

"As a principal, this is a win-win situation. The money we save can be used to make choices for curriculum-related items, such as field trips," Hubble said. "And we (Chapel Hill) are a pilot program for the school district. We have 18 other buildings that use printers and copiers."

About Cannon IV

Cannon IV, Inc., founded in 1974, is the leading independent provider of managed print services, and technology, with more than 3500 customers nationwide. Cannon IV integrates best-in-class systems from leading manufacturers, such as Hewlett-Packard Company, Capella Technologies, Pharos Systems and MPI Technologies, to improve document workflow and increase efficiency. As an HP Office Printing Solution Elite, Graphics Elite Design and Public Sector Elite certified business partner, Cannon IV is dedicated to staying ahead of the ever-changing world of office technology. This has facilitated Cannon IV's ability to provide innovative service programs and an ever-expanding line of printers, multifunction printers, and related equipment and software applications. Cannon IV is headquartered in Indianapolis, Indiana, with a regional office in Columbus, Ohio and operations in Texas.

Customer solution at a glance

Primary Application
Total Print Management strategy

Cannon IV Services
Cannon IV Cost-per-page (CPP) contract

Primary Hardware
15 HP LaserJet M4345x MFP's
4 HP LaserJet 4350 Printers
3 HP LaserJet M3035xs MFP's
2 HP Color LaserJet 4730 MFP's
2 P2015x Prtiners
HP Designjet 130nr
HP LaserJet 9055 MFP
HP CM8060 Color MFP with Edgeline Technology

Software Solutions
Capella Technologies Job Accounting Solutions
HP Web Jetadmin

Elite Partner

**Office Printing Solutions
K-12 Education**

To learn more visit: www.cannon4.com