



MPS

TOSHIBA MANAGED PRINT SERVICES

Let **TOSHIBA** help you solve the print puzzle...

CASE STUDY



TARA

Anglican School for Girls



TOSHIBA
Leading Innovation >>>

While the goal of a paperless office is shared by many business owners and professionals, the reality is that people still like to hit the print button.

But you can better manage the print process as Tara Anglican School for Girls' Business Manager Mr Paul Ryan discovered when he engaged Toshiba Australia's Electronic Imaging Division to upgrade the school's fleet of aging printers and copiers with the latest Toshiba e-STUDIO Multi Function Devices.

Located at North Parramatta, the girls only school which celebrates its 115th birthday this year is a very large campus offering education from Pre-Kindergarten through to Year 12. Tara also has a boarding facility accommodating up to 50 girls within an overall student population of approximately 720 students.

Paul said that Toshiba provided the school with an excellent solution for their print management needs.

"So when it came time to source the market for replacing our fleet of printers we naturally included Toshiba. We were already happy with their service and the reliability of their products."

Challenge

Having 20 buildings spread over a large campus, it was critical that the new MFDs be located in key strategic areas close to the teaching staff and students.

"We take seriously our duty of care to the students so while our goal was to reduce the number of printers we also needed to ensure that both teachers and students could still easily gain access to the MFDs," said Paul.

"Printing is still by far and away the biggest use of the MFDs. We do receive faxes by way of email through the e-STUDIO MFDs and of course the scanning and copying functions are important as well but getting our printing under control was the biggest challenge."

He said that what they wanted from their supplier was technology that could better manage and control the print function across the whole printer fleet.

"I particularly liked the way Toshiba took the time to not only talk about the technology but also that they focused on the needs of the school. Neil was very good to organise a visit to Toshiba's North Ryde office and receive a demonstration on their e-STUDIO MFDs."

Toshiba clearly demonstrated that with their superior performance offering of e-STUDIO MFDs and PaperCut MF software they could rise to the challenge.

Background

Paul stated that while they had a managed print solution with another provider in place they wanted to take advantage of the improvements offered by newer technology. Tara looked at four suppliers including Toshiba for a solution.

"We wanted to reduce the number of machines that we had in the school, and as a result of that decision we needed to make sure the new multi function devices were smarter and capable of handling the extra demand that would be placed on them," he said.

"Tara also wanted to reduce the environmental impact created by the print process. So we were looking for a smart way to better manage the school's printing."

"We already had established a very good relationship with Toshiba's account manager Neil McLeod through a previous purchase of a number of e-STUDIO MFDs. So when it came time to source the market for replacing our fleet of printers we naturally included Toshiba. We were already happy with their service and the reliability of their products."

Solution

"Toshiba offered in our opinion the most cost effective and advanced technology solution for Tara's needs," said Paul.

The old printer fleet was replaced with a fully networked fleet totalling 44 Toshiba e-STUDIO 2040C and 3540C colour MFDs. This managed to reduce the total print fleet by approximately a quarter.

"It was not just the ease of use and performance of the Toshiba e-STUDIO MFDs but also the PaperCut MF software. From an operational and management point of view, we are thrilled with the PaperCut MF software," he said.

"The PaperCut software gives us the ability to better manage the print loads on the e-STUDIO MFDs.

"You can send a job over the network, and if there is a queue already at your nearest machine you just walk to another MFD, swipe your card and release your job from there. That is a fantastic feature."

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Paul Ryan (Business Manager for Tara Anglican School)



Benefits

Paul says that he can't speak highly enough of the Toshiba people and their products and service.

"The relationship that we were able to build with Neil and the Toshiba people that he assigned to us as part of the implementation of the system was simply fantastic.

"I'm very happy with the technology that allows me to easily monitor the print jobs around the school. The software also allows me to track the savings with regards to jobs sent to printer but not released."

Paul said that another important benefit that Tara enjoy is the secure release facility.

"You can now send a job to the e-STUDIO MFD knowing that the job will be released only once you walk to the machine and swipe your card. No more worries about someone walking off with your printing. That's a big plus as far as I'm concerned.

"On pricing Toshiba respected our desire not to get into a haggling war between suppliers. Toshiba gave Tara a fantastic price and a fantastic solution from the get go. It just made the whole process of changing suppliers and getting the new Toshiba technology into the school very easy."

