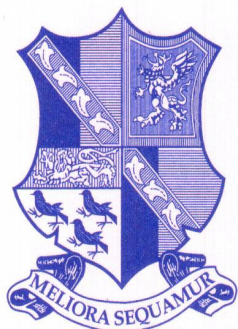


EDUCATION CASE STUDY



BACKGROUND >>>

Simon Langton School is a school with plenty of history. Now a girls grammar school with over 1,100 pupils, the school was established over 800 years ago in 1207 and is named after its founder, Simon Langton, who was the brother of the Archbishop of Canterbury.

Girls school goes all out for OKI and gets best in class!

THE CHALLENGE >>>

Taking girls from all over the Canterbury area, it is vital that the Simon Langton is able to offer the best equipment on the market. However, as a state-funded school it also needs to ensure that it spends its money wisely.

Three years ago, the school decided to audit their printing solution requirements. Network Manager Phil Baldwin recalls: "At that time we had a real mix of printers. We had a stack of Brother HL 1250's and quite a few HP 2200 colour laser printers. It wasn't ideal."

The issue for Phil was both space and cost: "We had a mix of mono and colour printers in the same room. This meant that they took up double the space than was needed. On top of that, we had to pay for two lots of maintenance. Thirdly we also had to buy two different lots of consumables. So, we took the decision to consolidate. "

THE OKI TOOLKIT

Printer:
OKI C9800

Software:
OKI's Template Manager

Media:
A3 & A4 Banners,
Wrist-bands,
Business cards,
A4 Duplex Newsletters,
A3 Posters
Certificates



Another concern for Phil was the slowness of the HP colour printers. "The quality of the output was reasonable but it was very slow. And that just isn't going to work in a classroom full of eager pupils," said Phil.

So Phil began to research the market. One of the companies he contacted was Integrex, an approved reseller, and they put him in touch with OKI Printing Solutions. "I also talked to quite a few other manufacturers. I wanted to make sure I got the right deal for the school," said Phil.

THE SOLUTION >>>

Following a period of research, Phil chose OKI as the print solution provider of choice. "OKI impressed me from the very beginning. For a start they loaned us an OKI C5300 as a demo unit. We used it free of charge for a month and we loved it."

As a result, Phil is equipping the school with a range of OKI printers including three OKI C5300 networked printers; an OKI C5400 with a duplex unit for the art department; an A3 OKI C9800 for the IT office; and several OKI B6200 mono printers for small labs and a number of classrooms, some of which are networked.

THE OKI TOOLKIT

Printer:
OKI B6200

Software:
OKI's Template Manager

Media:
Members cards,
A4 newsletters,
A4 Water/tear-resistant paper



"The C5300 is really quick and the quality of the colour is just first class. In addition we need to be able to print on different sizes and weights of paper, particularly in the art and technology studios where the students are printing things like posters and presentations of their work. "

Phil Baldwin

Network Manager, Simon Langdon School

THE RESULTS >>>

Phil and his team at the Simon Langton School have already seen a number of major benefits, including the ability to print both colour and mono off the same printer: "This has immediately saved us space in both the offices and in the classroom. In addition to this, we are reducing our costs by consolidating on one manufacturer, one maintenance service, and one set of consumables.

Another criteria for selection was the need to be able to print onto media of different sizes and weights: "The C5300 is really quick and the quality of the colour is just first class. In addition we need to be able to print on different sizes and weights of paper, particularly in the art and technology studios where the students are printing things like posters and presentations of their work. For A3 printing, the C9800 does all that quickly, with high quality colour output. It's very impressive," said Phil.

Phil also uses the 'in-box' web-based print management software to keep track on usage of individual printers: "This web-based software from OKI enables us to see how each individual printer is being used. This means that we can regularly monitor things like consumables to ensure that we are getting maximum return from our toner cartridges, for example. If we know that, then that helps us to keep our costs down.

"In addition we've found that the colour output is so good that the pupils want to use colour all the time. We are having to put some controls in to ensure that mono is used when it is perhaps more appropriate to do so. This is also made easier due to the 'in-box' management utilities provided by Oki with every colour printer. So, we are able to keep costs down but not doing anything to compromise on the education of the pupils," said Phil.

All of this means that Simon Langton is continuing to turn to OKI to provide its print solutions: "Because OKI provides a wide range of printers, this means that we are able to consolidate our printer requirements completely. That saves us a lot of money, which is clearly important for a school.

"However, because OKI specialises in printers, this also means that we are not just saving money, but we are also buying the best products on the market today. I asked a number of consultants and they all raved about the OKI C5300 engine. They told me it was best in class and I didn't need to go anywhere else. They've been proved right," said Phil.

FOR FURTHER INFORMATION CONTACT:

NADIA NIZAR
OKI PRINTING SOLUTIONS
TEL: 01753 819819
EMAIL: nadia.nizar@okieurope.co.uk