



KONICA MINOLTA

Make Great Printers

# Case Study

Harrow College  
Education



## Konica Minolta is top of the class for printing at Harrow College

### The Customer

Harrow College was created in August 1999 following the merger of Greenhill College and Weald College in the London Borough of Harrow. There are around 10,000 students enrolled on its register, with just over half of the student population studying at its Sixth Form Centre. Harrow College also has a Lifelong Learning Centre for adults offering more than 200 qualification courses and 800 adult community education programmes.

### The Challenge

Harrow College prides itself on offering choice and opportunities for students, and has a wide range of modern resources to support student learning. For example, there are more than 2,000 computers and 150 printers dotted across class rooms and Centres on both its campuses.

Each year, Anton Saverimuthu, Technical Services Manager at the College, replaces those printers that have reached their end of life. At the start of the 2005/2006 academic year, about a fifth of printers needed replacing. However, budgets were tight, "so we looked for a printer supplier that could offer us good value for money without sacrificing print quality," explains Saverimuthu.

Harrow College needed a supplier it could rely on to provide robust and hardwearing printers, as they produce about 7,000 documents a year. Saverimuthu also had another long-term goal in mind; "My ultimate objective is to standardise on one printer, as it will be a lot easier and more cost-effective to maintain the stock of toner and cartridges. I also wanted to have a printer which did not require a network card, but one which was a networked printer model as it is easier to manage a networked printer," explains Saverimuthu.

### Requirements

- Cost effective printer
- High quality documents
- Versatile and flexible
- Simple to use
- Increase in productivity
- Network printer
- Option to print in colour and mono

magicolor® 5450





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## The Solution

Saverimuthu decided to select Konica Minolta for the price and performance of its printers, and ordered 20 magicolor® 2450s colour laser printers and ten magicolor® 5450 colour laser printers. The magicolor 2450 replaced the mono HL 1240 printers from Brother, while the magicolor 5450s replaced some HP printer models reaching their end of life in the College's Media department and other classrooms.

The printers were rolled out gradually over a three-month period, as the academic year had already commenced and the needs of students and staff had to take precedence. Engineers from Konica Minolta were on hand to assist where possible, for example with some printer configuration at the start of the installation.

## The Benefit

The quality of print, speed and flexibility of the magicolor 5450s matched the needs of the art department, which often wants to be able to resize pictures, alternate between colour and black and white printing, and print on high quality paper.

Harrow College wanted the option to restrict printing to mono in class rooms and staff rooms, which do not have the same need for colour printing as other departments which required documents in colour. Konica Minolta provided a beta mono-only driver, so the College could benefit from the best of both worlds: low-cost black and white printing with the option of using colour when required. "We have future-proofed our printers, which will save us additional capital investment in the future," adds Saverimuthu.

In demanding environments such as a college speed and print quality is critical; "Konica Minolta's printers are a lot faster than the printers we had before," explains Saverimuthu. "What's more, the print and colour quality of the magicolor 5450s and magicolor 2450s is very good, and they use less toner than our older models."

**"Konica Minolta's printers are a lot faster than the models we had before, and offer superior print and colour quality,"**

**Anton Saverimuthu**  
Technical Services Manager  
Harrow College



### For further information contact:

Konica Minolta Business Solutions (UK) Ltd.  
Old Bridge House,  
The Hythe,  
Staines,  
Middlesex  
TW18 3JQ

[www.konicaminolta.co.uk/printer](http://www.konicaminolta.co.uk/printer)  
or call 01784 44 22 55