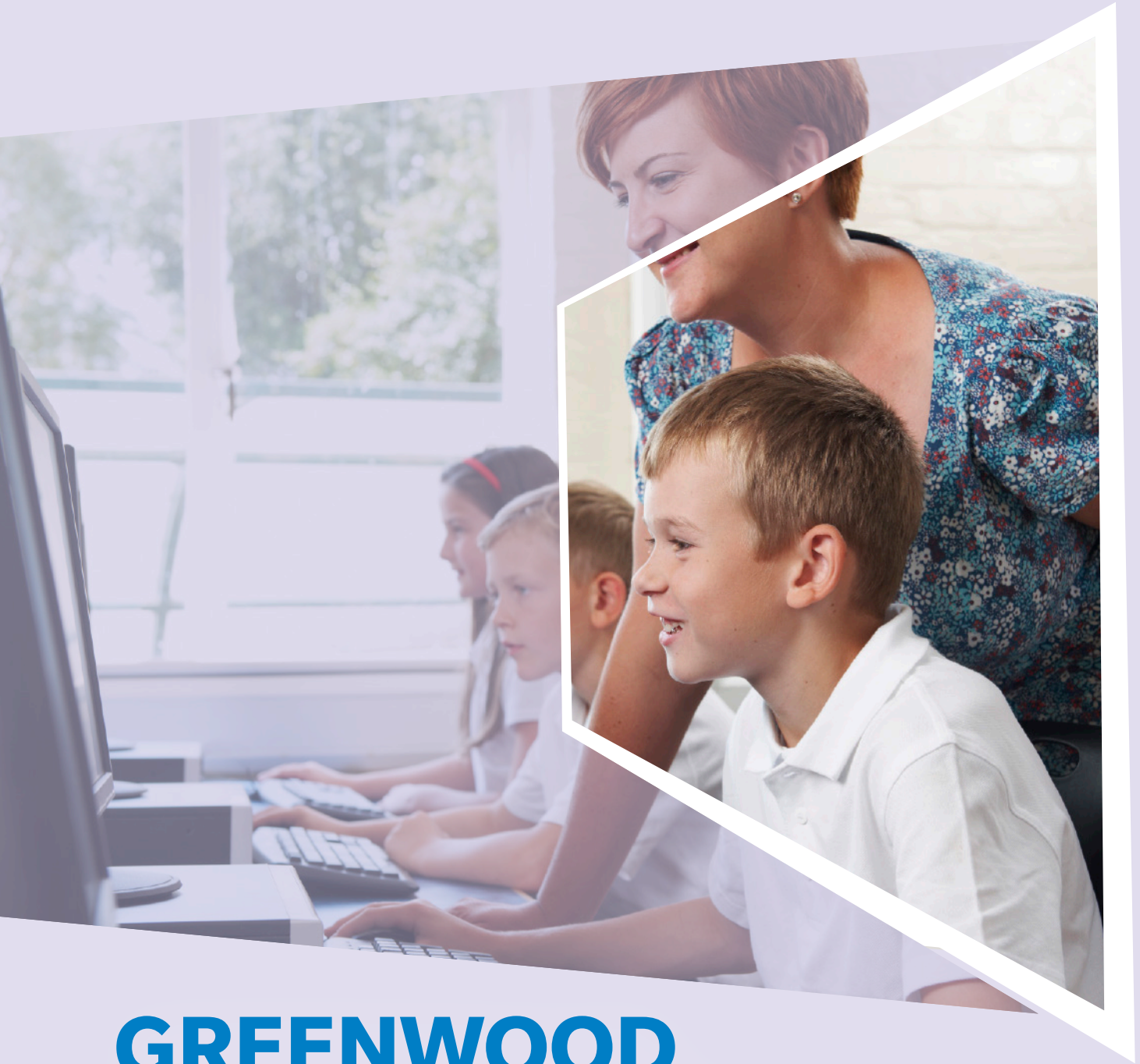




KONICA MINOLTA



# GREENWOOD ACADEMIES TRUST

TRANSFORMS PRINTING AND  
PRINT INFRASTRUCTURE



Giving Shape to Ideas



**“KONICA MINOLTA’S PEOPLE AND SYSTEMS ARE EASY TO WORK WITH, AND THEIR EFFICIENT PROCESSES MAKE IT SIMPLE TO GET THE MANAGED PRINT SERVICE ROLLED OUT. THE SERVICE MEETS OUR EXPECTATIONS AND WORKS REALLY WELL FOR ALL OUR SCHOOLS.”**

Delali Adzaglo  
Project Manager, Greenwood Academies Trust

## GREENWOOD ACADEMIES TRUST TRANSFORMS PRINTING AND PRINT INFRASTRUCTURE

### EXECUTIVE SUMMARY

By moving from multiple suppliers to a single contract with Konica Minolta, a multi-academy trust (MAT) simplifies managed print for all its schools, and makes savings that are reinvested in education.



### CUSTOMER PROFILE

The Greenwood Academies Trust comprises 36 academies educating approximately 17,000 students across seven local authority areas. As a not-for-profit organisation, all income the Trust receives is spent for the benefit of its pupils.

### CHALLENGES

When three Nottingham schools came together as the Greenwood Academies Trust (GAT) in 2009, each had its own print provider. As soon as it could, the Trust’s forward-thinking ICT team migrated all three schools onto a single Konica Minolta managed print services contract, and set up a centralised shared print server.

But as more schools joined the Trust, the number of print contracts the team had to manage soon started to spiral. “Managing all the different contracts, suppliers, brands and support agreements became a real

headache for the central ICT team,” says Delali Adzaglo, Project Manager at GAT. “We knew it would only get worse as the Trust continued to expand.”

The Trust decided it would be more efficient to bring all of its schools onto the same contract, with one brand of devices and a single support portal. Using the CCS RM3781 framework agreement, it selected Konica Minolta to provide a Trust-wide managed print solution.



## SOLUTION

Under a five-year call-off contract with a lease plus click charge pricing model, each GAT school switches to the Konica Minolta service as its existing print contract expires.

When Delali identifies a school whose contract is approaching expiry, he asks Konica Minolta to audit the school's current print setup. The audit report describes the school's current print environment, and makes recommendations for transforming it

Delali discusses the recommendations with the school to make sure staff and student needs will be met. Once the new service design and pricing are agreed and signed off by the school, Konica Minolta delivers and installs the devices.

The contract offers a range of four multifunctional devices (MFDs) that can be mixed and matched to meet the everyday needs of staff and students at each school. In addition, two production print devices are available under the same contract for schools with onsite reprographics functions.

The Konica Minolta solution includes PaperCut print management software, which is hosted in the Trust's private cloud along with the centralised print queue and other print infrastructure. "Having already migrated our print infrastructure from off schools premises and into the cloud made printing and print management much easier during the pandemic-related lockdowns," says Delali.

## RESULTS

Most of GAT's 36 schools now use the Konica Minolta managed print service. PaperCut allows anyone to send a document to print from any internet-connected school-issued or personal computer or tablet to any printer. So a teacher could send lesson materials to print from home in the evening, release them at the printer when they arrive at school the next day, and take them straight into the classroom.

To release a document to print, the user must be at the printer to swipe their existing ID card or enter a PIN code. If a document isn't released within a certain time frame, PaperCut has been set to automatically delete it from the print queue. "As well as improving information security, PaperCut helps us cut down on waste," says Delali. "The difference is noticeable — you don't see bins full of unwanted printouts any more."

Having the same small range of printers across the Trust makes support easier and more efficient. "The devices are familiar, so our technicians don't have to do any research if an issue arises — they already know the quick fixes," says Delali. "We also save time training new members of the team."

If a printer issue requires an engineer visit, the ICT team has just one support portal to use to raise tickets and track progress. "The Konica Minolta support process is very smooth and we always get a fast response," says Delali. "Consumables are also replenished automatically, which is another time-saver for us, and another way that Konica Minolta ensures our printers stay up and running."

Overall, the Konica Minolta contract delivers a 16% cut in the cost per print for both mono and colour, and a 20% reduction in device rental charges. Delali is confident that schools that have switched to Konica Minolta are making savings. "I know I would hear complaints otherwise," he says, acknowledging that actual savings depend on a school's print volumes and previous contract terms. Each school ploughs the savings it makes back into teaching and learning, in line with the Trust's non-for-profit ethos.

"Konica Minolta's people and systems are easy to work with, and their efficient processes make it simple to get the managed print service rolled out," says Delali. "The service meets our expectations and works really well for all our schools."



**"OVERALL, THE KONICA MINOLTA CONTRACT DELIVERS A 16% CUT IN THE COST PER PRINT FOR BOTH MONO AND COLOUR, AND A 20% REDUCTION IN DEVICE RENTAL CHARGES"**

Delali Adzaglo  
Project Manager, Greenwood Academies Trust



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