



KONICA MINOLTA

KONICA MINOLTA EAST IN PARTNERSHIP WITH DERBY CITY COUNCIL



DERBY CITY COUNCIL



working in partnership



Giving Shape to Ideas

Derby City Council tendered for a new print contract in 2012 through the RM1599 framework. A detailed evaluation of all received bids by Derby City Council resulted in the award of this contract to Konica Minolta Business Solutions East Limited.

Derby City Council have implemented a state of the art managed document print solution called DocuPRO throughout the Council linked to all devices to reduce all print expenditure.

This managed print solution tender was managed by Jonathan Booth (Head of Solutions Sales), Andy Garratt (Head of Solutions, Technical), Richard Burton (Head of Tenders), Victoria Lee (Head of Print room Sales) and Stephen Amphlett (GPS Area Sales Manager), supported by Stephen Booth (Managing Director). The installation and deployment project was handled by our Solution's project management team, following Prince 2 methodology.



Our project management team brought together all of the available resources and disciplines to form a Konica Minolta East project deliver team. Key staff from all services participated in this team. The team identified and delivered the functional requirements of the tender and additional requirements, which were identified during a tender review and technical scoping meeting. Our delivery team worked in cooperation with the Council's project team to deliver its identified quality requirements.

Initially after award the Council went through a proof of concept with the DocuPRO solution/products and all were extremely pleased with the outcome.

The installation of the equipment was particularly challenging because Derby City Council was refurbishing its Council House with 1400 staff moving into the building from November 2012. The contract was awarded in July 2012 and this left a very short amount of time to pull the project together and order the necessary equipment. There were also numerous unplanned delays to the installation schedule. Throughout the project Derby City Council received excellent cooperation from Konica Minolta Business Solution (East) Ltd. It was extremely pleasing to see, from the Managing Director downwards, how all the Konica Minolta staff were hands on to assist the Council in fulfilling all its obligations.

Upon the installation of all products careful consideration of the Council's requirements were met by Konica Minolta East's trained installation crew. ICT staff attended on site and deployed all machines to the Council's requirements including the print room equipment and the DocuPRO solution. Training was handled in a professional manner by Konica Minolta East staff in all areas.

The whole MPS process was handled in an extremely professional manner by Konica Minolta East. The key reasons for winning this tender was their well-structured tender, the quality of their referrals in Managed Print Services and their competitive price. An important consideration to Derby City Council was that all of the services were supplied direct from Konica Minolta Business Solutions (East) Ltd. No third parties were involved.

All Konica Minolta MFDs have embedded software providing users with a 'follow-me' printing function. This means that users can select their print from any MFD on the network. Print jobs are only released at MFDs when users authenticate themselves using their MIFARE ID card with contactless swipe. "We have a flexible working policy so 'follow-me printing' is a particular advantage. It means, for example that someone working from home can send a document to print and collect their prints for a meeting when they arrive at the venue".

The colour MFDs supplied have a mono and double-sided print default setting which users can override if they need different finishing options. "The installation process went very well. The MFDs had the specialist DocuPRO software pre-installed and were fitted with the MIFARE card readers so they just needed to be connected to the network points we provided. Everything was fully tested before it arrived and the installation took place over a two week period. We were really pleased at how smoothly the Konica Minolta team managed it".

Within this state-of-the-art print is:

- /// 2 x Konica Minolta 1051 mono engines with FD503 folding units and FS521 staple finishers
- /// 1 x Konica Minolta 951 mono engine with booklet making, staple finisher, post inserters and punch kit
- /// 2 x Konica Minolta C8000 colour engines with staple finishers and IC306 external Fiery with Impose, Compose, Full Graphic Arts Package and Colour Profiling
- /// 1 x EBA551 guillotine
- /// 1 x Morgana Documaster Pro with Squareback, creasing and perforating
- /// 1 x Morgana Cardxtra Business Card Cutter
- /// 1 x Matrix-370 Laminator

The benefits to the Council are:

- /// Improved speed and turn-around times
- /// Improved print quality (mono and colour)
- /// A more professional finish akin to what a Commercial Printer would provide
- /// A more cost effective way of producing work (making the most of the SRA3 click charges)
- /// The ability to produce the majority of work previously outsourced at a much cheaper cost with full control of quality, finish and turn-around times.

"I AM DELIGHTED WITH THE COOPERATION AND ASSISTANCE THAT WE HAVE RECEIVED FROM KONICA MINOLTA. THE COUNCIL'S RETURN INTO ITS STATE OF THE ART REFURBISHED BUILDING WAS A HUGE CHALLENGE FOR ALL OF MY TEAM. IT COULD NOT HAVE BEEN ACHIEVED WITHOUT THE EXCELLENT SUPPORT THAT THE KONICA MINOLTA STAFF PROVIDED TO US.

WE EXPECT TO MAKE CONSIDERABLE SAVINGS IN OUR PRINT COSTS, THROUGH A REDUCTION IN EXTERNAL PRINT WORK AND THE EFFICIENCIES OF PRINTING THROUGH A 'FOLLOW ME PRINT' SOLUTION.

WE ARE ALREADY WORKING TOGETHER ON THE FURTHER EXPANSION OF THE DOCUPRO PRINT SOLUTION TO THE COUNCIL'S REMOTE SITES. I VERY MUCH LOOK FORWARD TO A PRODUCTIVE WORKING RELATIONSHIP DURING THE REMAINING TIME OF OUR CONTRACT WITH KONICA MINOLTA".

COLIN LAWRENCE,
DOCUMENT MANAGEMENT
CENTRE MANAGER.



KONICA MINOLTA