

Private School Converts Pricy Fleet to Cost-Effective LED Mono Printers



BUSINESS SEGMENT

K-12 Education

PRODUCT

Desktop Mono LED Printers

CHALLENGE

- Decrease the school's high printing and consumables costs
- Evaluate user printing patterns to determine the most cost-effective equipment deployment strategy

SOLUTION

- Replaced expensive-to-operate inkjet color printers with efficient, toner-based LED monochrome printers
- Reduced equipment and operations budget through more cost-effective printing solutions
- Recommended implementation of OKI managed services program to monitor printer usage

CUSTOMER PROFILE

Located in Englewood, New Jersey, The Moriah School is a private day school consisting of an elementary and a middle school. It serves approximately 900 students from nursery through 8th grade.

THE CHALLENGE

The Moriah School was spending too much money on printing supplies. The Director of Technology was tasked with decreasing the school's excessive printing costs and associated consumables expense.

The school's printing patterns were investigated and it was determined that the school's users were printing documents consisting of mostly black and white text. This information was helpful in determining the root cause of the issue: the retention of multiple color inkjet printers located in various classrooms throughout the school. Color inkjet printers can be a significant, costly drain on consumables—especially when they are primarily being used to print monochrome text.

THE SOLUTION

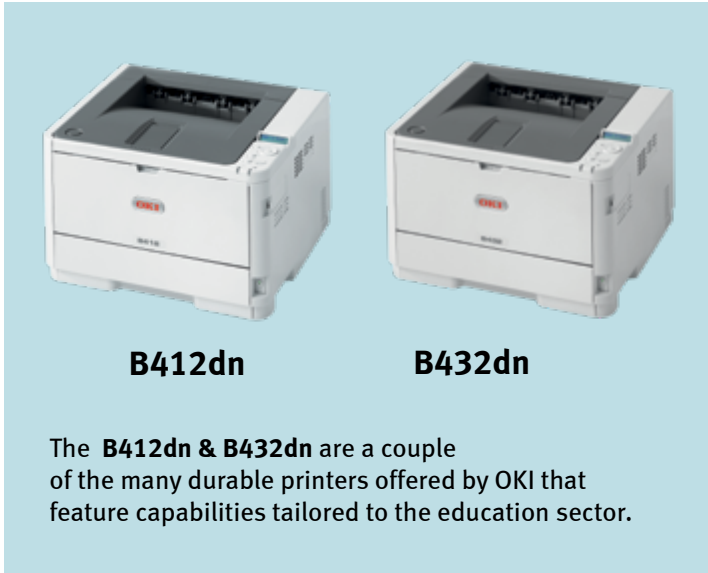
The Moriah School partnered with KT's Office Services of Toms River, New Jersey—a full-service IT sales and service provider—to develop a cost-efficient toner-based solution. As a result, all color inkjet printers were eliminated in classrooms and replaced with OKI monochrome LED printers.

These monochrome LED printers utilize fewer consumable supplies than the color inkjets when printing single-color text, saving the school a considerable amount of money. In total, The Moriah School installed 46 OKI desktop monochrome LED printers, which are all maintained through KT's Office Services' exceptional support program and consumable replenishment system.

“OKI printers are workhorses,” noted the school’s Director of Technology. “We have nothing but positive things to say about the products. The price was right and the total cost of ownership was also compelling.” “We needed to know that the printers we selected were not going to be more expensive for us to maintain in the long run. Our OKI printers met all of our printing and cost-savings needs.”

THE OKI PARTNERSHIP

The Moriah School saved a substantial amount of money by introducing OKI printers for dedicated monochrome printing and by eliminating unnecessary color inkjets. The next step in The Moriah School printing solution evolution will include the introduction of a managed print services program to monitor printer usage. They also plan to add more cost-effective OKI printers to their print fleet.



“

We’re planning to include more OKI products in the future, such as monochrome multifunction devices in both the library and teacher’s lounge for scanning and printing purposes. Every time one of our old HPs dies, we replace it with an OKI.”

The Moriah School



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