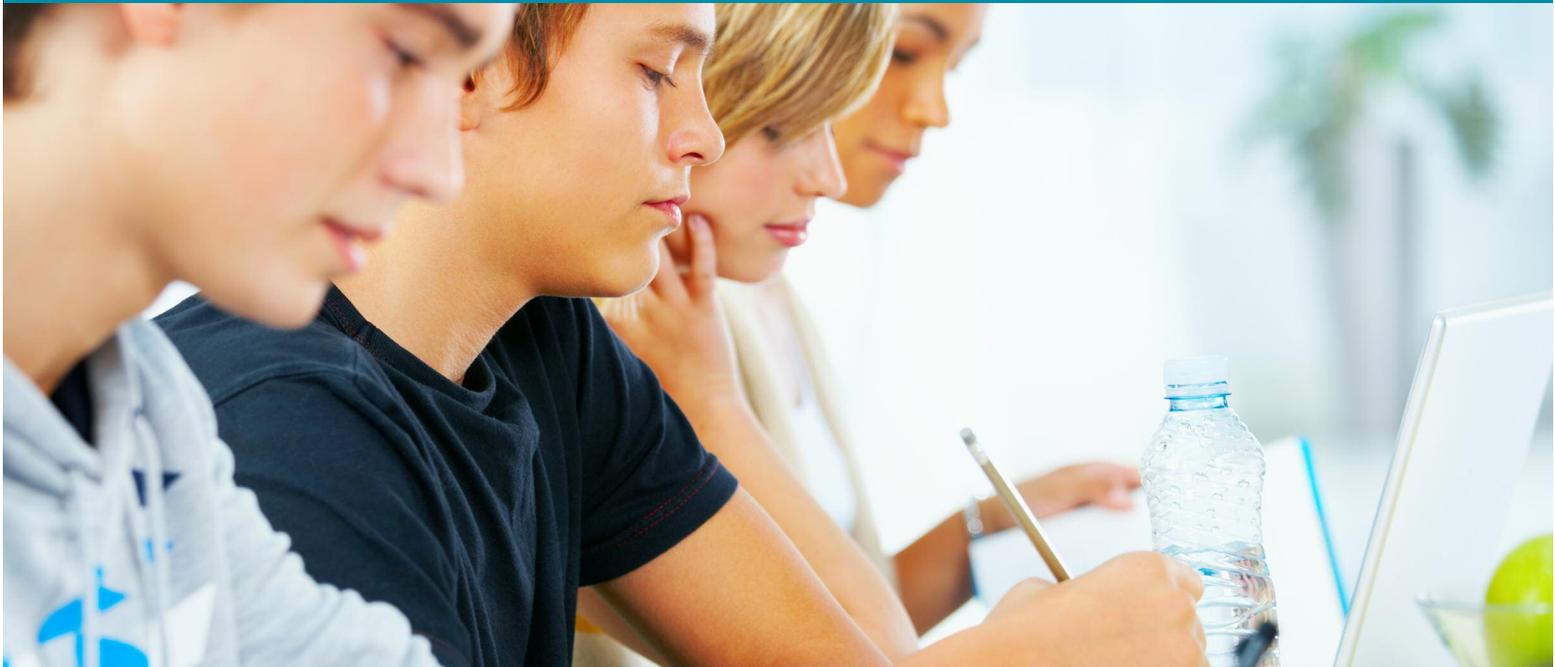


# Education Case Study

## The Moriah School



CUSTOMER	The Moriah School
EDUCATION SEGMENT	K–12 Education
PRODUCT	B410/411dn Mono Printers
CHALLENGE	Eliminate use of multiple cost-prohibitive inkjet printers Reduce consumption of expensive printing supplies Minimize use of color printers for printing B/W text
SOLUTION	Replace costly inkjet printers Install efficient toner-based monochrome printers Realize reduced total cost of ownership through more effective printing solutions

**B410dn****B411dn**

# Case Study

## CUSTOMER BACKGROUND

The Moriah School is a private day school located in Englewood, N.J. It consists of a lower school and a middle school and serves approximately 900 students from nursery through 8th grade.

### CUSTOMER

**The Moriah School**

### EDUCATION SEGMENT

**K–12 Education**

## THE CHALLENGE

The Moriah School determined that it was spending too much money on printing supplies and tasked its Director of Technology, Lisa Fusco, with developing a solution that would decrease the excessive costs of printing.

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

## THE MORIAH SCHOOL SOLUTION

The Moriah School partnered with KT's Office Services of Toms River, N.J.—a full-service IT sales and service provider—to develop a cost-efficient toner-based solution. As a result, Fusco chose to eliminate all of the school's color inkjet printers and installed OKI monochrome LED printers in every classroom. These monochrome LED printers utilize fewer consumable supplies than the color inkjets when printing single-color text; this, in turn, saves money. In total, The Moriah School installed 38 OKI B410dn units and eight OKI B411dn units, which are all maintained through KT's Office Services' exceptional support program and consumable replenishment system.

“The OKI B410/B411 printers are workhorses,” said Fusco. “I have nothing but positive things to say about the products. The price was right and the total cost of ownership (TCO) was also compelling.”

Fusco continued, “I 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.”

## CONCLUSION

The Moriah School saved a substantial amount of money by introducing the OKI B410/B411 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 OKI devices 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,” said Fusco. “Every time one of our old HPs dies, we replace it with an OKI.”*

*Lisa Fusco, Director of Technology*

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