

Amherst Schools Reduces Costs and Improves Teacher Effectiveness with PagePilot™ from RS.

Today's school districts face unprecedented challenges in managing their budgets. As tax revenues fall and demands for results increase, schools need practical ways to control rising costs and boost teacher effectiveness. One area where schools can realize savings is by optimizing their copy and print environments.

No one understands the challenges of copy and print services better than Judith Alexander, Director of Educational Services at Amherst Schools. With 4,500 students across six facilities, the school consumes over 10 cases of paper per day. When RS first approached her about creating a comprehensive strategy for print and copy devices she was open to learning more.

The Challenge

In the mid 1980's, the school district adopted a centralized approach to copying to save money. One large copier was placed in a copy shop that served all of the facilities. Twice a day a person from the copy shop would travel to each school to collect and deliver copy jobs. Not only did this lead to a long turn around on copy jobs, it also required a full time employee.

Over the past few years, the school district had started adopting digital multifunction technology that combines copying, printing and scanning in one device. Instead of one large copier, the school was using several mid-sized devices from RS in their print shop. Seeing the cost effectiveness, reliability and ease of use of the multifunction systems, Alexander began to consider the possibility of deploying the devices in each building.

The school also had amassed a population of over 65 laser printers. The population included a variety of different models, meaning that the school had to order and stock supplies for multiple devices.

The Solution

RS conducted an assessment of the schools print and copy usage. Based on the actual usage information they were able to put together a customized PagePilot™ program for the school. The program included:

HP Mid-Sized Multifunction Systems in Each Building

Instead of a centralized copy department, each school has a HP multifunctional system that prints, copies and scans. Teachers can also print to the existing fleet of laser printers. This means that teachers have easy access to output devices to print documents as they are needed.



The school district realized immediate savings of \$45,000 by eliminating the centralized copy shop.



PagePilot™ provides a strategic approach to reducing document output costs while increasing productivity.



The Solution continued...

One Flat Rate for Every Page

One cost-per-page includes supplies and service on every printer and multi-functional devices in the facility. This helps the school district measure and manage their document output costs.

Print Monitoring Software

Print monitoring software allows RS to actively monitor the status of printers across the district. When a device needs toner it is automatically shipped. Service problems can also be handled proactively. The software also reports actual usage counts, streamlining billing.

The Benefits

The results have been positive. Not only has the school saved money, they have also increased the effectiveness of their teachers.

Cost Reduction

The school district realized immediate savings of \$45,000 by eliminating the need for an employee to run the copy department.

Predictable Budgeting

With the PagePilot™ program, one flat cost-per-page covers output on all printers and copiers. This makes billing predictable and reduces the number of purchase orders and payables: “We don’t have to do purchase orders all the time since it is all under one contract,” said Alexander.

Automatic Supply Fulfillment

PagePilot™ software notifies RS when printers need supplies. This means that the printers always have toner. “I cannot recall one instance when a user has called me saying that they don’t have a cartridge.” The same technology can be used to proactively respond to service issues.

Improved Teacher Productivity

Teachers can now print classroom materials as they need them instead of having to plan a few days ahead to send jobs to a centralized copy shop. This gives teachers more flexibility. “More and more educational materials come to teachers online or on DVD’s,” remarked Alexander. “The teachers can now print documents as they need them saving the teachers time.”

Alexander is positive when asked what advice she would give to other school districts considering the PagePilot™ from RS: “I’d recommend this to other school districts. I think this is the way to go today.”



About RS

RS provides total document solutions to organizations throughout Ohio, Pennsylvania and Michigan. The company’s PagePilot™ takes a consultative approach to helping companies manage and reduce costs related to office printing. The company also provides a full suite of office equipment, document management solutions and office supplies. RS is a Hewlett-Packard Office Printing Solutions Elite Partner. Learn more at www.rstpm.com

