

# No Charge Print Assessment for Education

# OKI®



## OKI can help save your schools thousands of dollars in printing costs

### Total Managed Print™ (TMP) from OKI includes a quick, non-intrusive analysis—followed by a comprehensive evaluation: No cost. No obligation. Now through March 31, 2012

OKI helps you to increase your schools' productivity and efficiencies by identifying areas in your networked printing fleet that are in need of improvement.

The entire assessment is performed quickly and easily, at no cost to you. OKI then follows up with a report that demonstrates:

- How your infrastructure measures up to the industry's best practices
- Areas in which you're overspending
- Recommendations for right-sizing your print fleet
- Required steps needed to develop a long-term print strategy

#### LOCAL SCHOOL DISTRICT SAVES OVER 60% ON PRINTING COSTS

Utilizing Total Managed Print from OKI, one New York school district is currently saving over \$300,000 per year on its printed document costs—an improvement of 64%!

Ask your OKI Strategic Account Manager for details.

Based on the findings of previous assessments,<sup>1</sup> OKI has helped several local school districts to:

- Reduce printed page costs by over 30%
- Reduce the use of color output and color printing costs by up to 40%
- Reduce the number of desktop printing devices by over 25%
- Reduce the cost of support for print fleet by over 35%
- Identify print devices with a high cost of operation
- Redeploy cost-effective print devices
- Identify energy-efficient print devices

**TMP assessments can encourage adoption of industry best practices. Here are some examples:<sup>1</sup>**

- In one school district, 25% of the printers were expensive inkjets—but they accounted for over 47% of the total page-printing costs. Industry best practices indicate that inkjet printers should be limited to no more than 5% of the printer fleet.
- In another district, 60% of the existing printer fleet was being under-utilized. Best practices indicate that the district's ideal distribution should be 10 administrators per printer and 45 students per printer.
- Over 75% of the printer fleet in a third school district was older than the recommended 5 years. Based on industry average failure rates, nearly 20% of that printer fleet would have required expensive repairs and maintenance within the next 12 months.

<sup>1</sup> Based on actual print assessments performed. Individual results will vary.

# Total Managed Print™ Assessment Capabilities

## Assessment Deliverables

### 1. Identification

- Scans all printers on the network
- Captures current page counts, color and black & white
- Establishes a usage base line
- Projects future usage

### 2. Discovery (provides an understanding of current costs associated with operation and maintenance of the document fleet)

- Hardware costs, by technology and workgroup size
- Level of product standardization
- Page costs
- Support and repair costs
- Paper supply costs
- Power costs
- Age of fleet /Device life cycles
- Total cost of operation

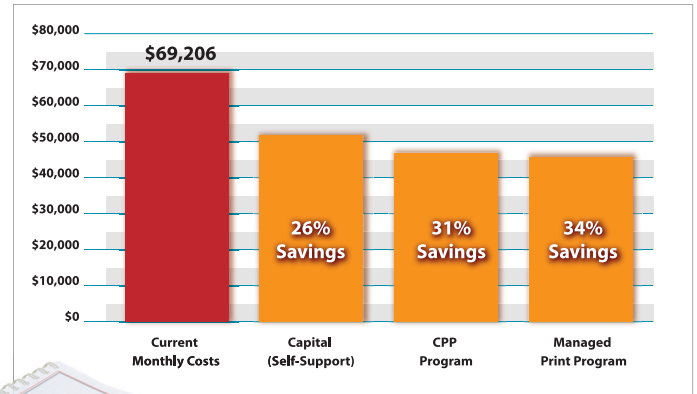
### 3. Analysis (Identifies areas of improvement)

- ROI
- Impact of new Green Standards
- Industry standards and best practices
- Process improvements for obtaining service and minimizing downtime
- Over- or under-utilized devices/Identification of stress points
- Optimized device sizing for employee requirements

### 4. Recommendations

- Redeployment and replacement strategy
- Implementation and timing
- Hotline support and centralized consumables ordering
- Solution alternatives and cost impact

## Typical Reduction to Monthly Costs Based Upon Fleet Management Optimization



*NOTE: An all-inclusive Total Managed Print program from OKI covers continuous fleet monitoring, hardware acquisition, supplies and service as well as life cycle management. As a result, printing costs can be lowered by 34%.*

## Why you can trust OKI

For the last nine years, the OKI Managed Services team has been consulting with customers in the Education industry—all with the same bottom-line concerns—to help them understand their printed document costs and the factors driving those costs.

We work within your current environments, regardless of the brands of printers or multifunction products (MFPs) you use, and our recommendations always focus on what's best for your schools, without taking allegiance to any one brand—including our own.

In the Total Managed Print process, we submit a 3- to 5-year Printed Document Strategy that provides step-by-step assistance in implementation, followed by continuous monitoring of the results—backed by world-class tech support, 24/7/365—to ensure that anticipated cost reductions and productivity levels are achieved.

**You can always expect more from OKI, a leader in print solutions for Education.** For us, it's not about creating a short-term fix, it is about building a partnership with long-term benefits for you, our customer.



# HOWARD™

For more information please contact a Howard Education sales representative at 888.912.3151

<sup>1</sup> Based on actual print assessments performed. Individual results will vary.



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