



KONICA MINOLTA



**KONICA MINOLTA ENABLES  
SECURE, CENTRALISED,  
CLOUD-BASED PRINTING**  
FOR A LARGE MULTI ACADEMY TRUST IN BEDFORDSHIRE

Giving Shape to Ideas



**"THE INSTALLATION OF THE NEW DEVICES WAS CARRIED OUT AT EACH OF THE SCHOOLS WITH NO DISRUPTION TO THE DAY-TO-DAY OPERATIONS AND THE TRUST WAS QUICK TO RECOGNISE THE IMPROVEMENTS"**

## EXECUTIVE SUMMARY

Konica Minolta Business Solutions (UK) Ltd has enabled an Academy Trust in Bedfordshire to migrate its print solution to the cloud, delivering cost savings, improved flexibility for staff and better operational control. The new centralised and highly secure print management system includes a fleet of 57 bizhub devices.

## CUSTOMER PROFILE

An Academy Trust based in Bedfordshire that includes three primary schools and two secondary schools with sixth forms. The Trust has over 4,000 students ranging in age from two to 18.

## CHALLENGES

The schools at each of the Academy Trust's five locations in Bedfordshire have a daily reliance on print, including producing teaching resources, as well as materials for staff training, meetings, correspondence with parents/guardians and other administrative tasks.

Although the schools already had print management software, it was out of date, lacked key features and the usage varied massively across the Trust. For example, several schools were actively managing how much teachers and students were printing and recharging departments for their usage, whilst others were letting users print without any controls in place.

The Trust recognised that it was missing an opportunity to simplify and streamline its print infrastructure and take advantage of both the operational and cost efficiency benefits across every school. However, with significant differences in the usage of the infrastructure in place and the core applications being used by each of the schools, the Trust did not know where to begin to cut through the complexity. Valuable IT resources were being taken up managing the old print management system and the print servers that were in use at each site, resulting in less time being spent on supporting teaching and learning.

Another issue the Trust wanted to resolve was the lack of flexibility given to staff who often work across the different schools, which meant they were only able to print at the school/s they were setup for.



## SOLUTION

The Trust was reassured when its struggles with a decentralised and fragmented print infrastructure was a familiar situation to the specialist education team at Konica Minolta Business Solutions (UK) Ltd. Its team has worked with more than 4,000 schools and academies in the UK and includes former school IT leaders who understand the digital challenges facing the education sector today, not only in print but also cybersecurity, secure cloud services, managed IT and intelligent video solutions.

Meeting with the Trust's management team, Konica Minolta introduced the benefits of migrating to a predominantly cloud-based system to centrally manage its entire print operation. The solution would include PaperCut MF, hosted in Konica Minolta's managed cloud service. Using this hybrid approach, the Trust would achieve all the functionality they wanted, whilst removing the cost and administrative burden of hosting the solution themselves.

At the same time the Trust decided that it was the opportune moment to upgrade its print devices, to ensure the right device was in place to best serve the requirements of each school. A fleet of 57 bizhub devices were selected from Konica Minolta's powerful, flexible and highly reliable range of multifunction print devices, to suit the needs of all the staff and students across the site. The central reprographics departments in the secondary academies also received state-of-the-art Production Printers, capable of producing large volumes of documents at high speeds and excellent quality. A wide format printer was also supplied to enable the Trust to print colour posters and banners up to A0 size.

Providing the Trust with full visibility of all its devices is a Managed Print dashboard which highlights over- and under-utilised devices, as well as

comparing usage across each of the schools to pinpoint and promote further efficiencies and cost-savings.

In addition to saving costs and resources, the Trust also welcomed the opportunity to sign up to the PaperCut Grows initiative which will see 1,620 trees planted on behalf of the Trust, to offset its predicted paper usage over the life of the contract. The Trust has a live dashboard which shows the trees planted against their current paper usage, ensuring they have always planted more trees than they have used.

Due to the diverse nature of the project, the Trust selected the Digital Transformation Solutions Lot of the National Education Framework as their chosen procurement route. Recommended by the Department for Education, this Lot allows organisations to develop a sole-supplier strategic relationship over time with contract lengths of up to 15 years.

## BENEFITS, RESULTS, ROI, FUTURE

The installation of the new devices was carried out at each of the schools with no disruption to the day-to-day operations and the Trust was quick to recognise the improvements, with staff working at multiple schools having instant access to the print functionality they needed from day one, without needing to install new drivers when arriving at a school for the first time. Students are now able to print the resources they need and collect them from any device, whilst parents are assured that sensitive data printed within the Trust is highly secure.

Some of the biggest benefits have been experienced by the Trust's IT department who now know they have one trusted partner taking care of their entire print solution. Cost saving have been made in licensing, a reduction in support costs and better control over how and what is printed, where and by whom. The amount of

hardware in situ has also been minimised with servers at each school being replaced by a cloud-based solution facilitating a single central service. This centralisation has also enabled the Trust to have a single proactive view of all print devices, which has improved reporting and management. All of this has freed up time for the IT staff to focus on the students and staff to continue to improve learning outcomes and enhance digital learning.

The Trust is now looking at how they can take advantage of Konica Minolta's expertise in cloud solutions and both sides are aiming to migrate more servers to the cloud to create even greater efficiency.

By working with Konica Minolta's expert team to upgrade and centralise its print infrastructure and management the Academy Trust is confident that it has made a wise investment in the right long-term solution to save money, improve efficiency and provide the schools with high-quality print capabilities.

**"THE ACADEMY TRUST IS CONFIDENT THAT IT HAS MADE A WISE INVESTMENT IN THE RIGHT LONG-TERM SOLUTION TO SAVE MONEY, IMPROVE EFFICIENCY AND PROVIDE THE SCHOOLS WITH HIGH-QUALITY PRINT CAPABILITIES"**





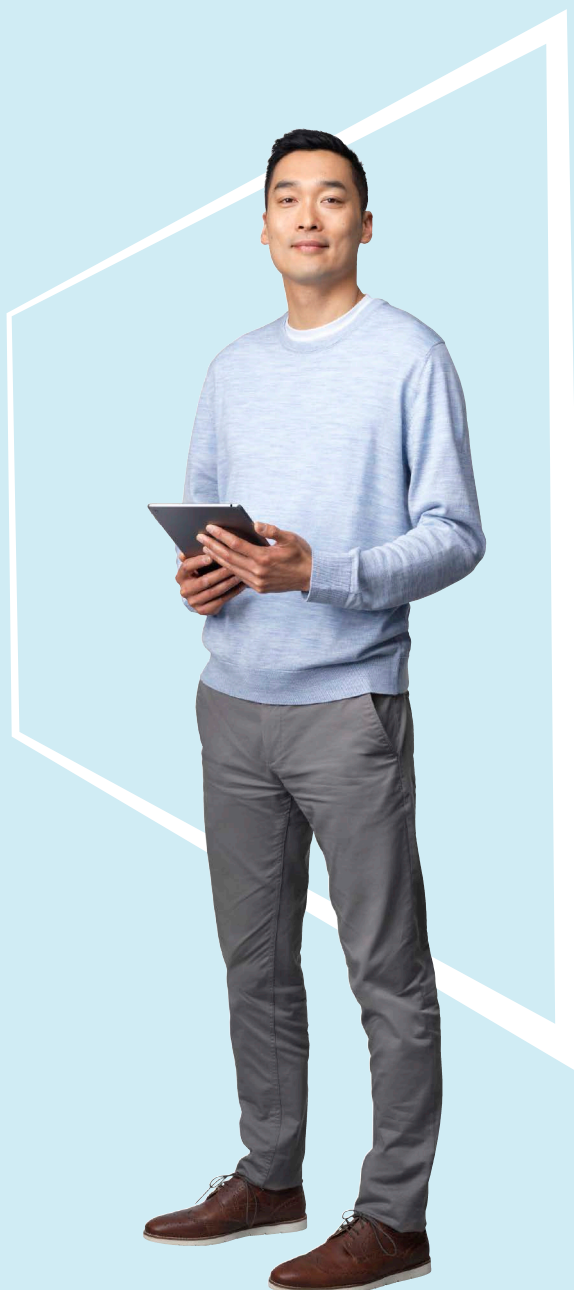
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Konica Minolta's solutions and services include IT Infrastructures, Managed IT Services & Support, Process Digitisation and Automation, Digital Print, and Video Solutions Service, as well Outsourced Services including helpdesks and service desks for both front & back-office tasks that can help expand your business.

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**LET'S TALK**

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