



KONICA MINOLTA

# Customer Success Story

Wallan Primary School reduces waste with Konica Minolta solution



## Challenge

- outdated printers needed to be replaced
- paper and toner wastage needed to be reduced



## Solution

- Konica Minolta bizhub 758, bizhub C458, bizhub C659



## Customer benefits

- cost-effective printer fleet
- reduced waste and cost
- improved visibility into printing

**Industry:** Education

**Location:** Victoria

**Wallan Primary School is located in the regional town of Wallan, Victoria. With 600 students and 60 staff, the school has been in operation for more than 155 years. It caters for families in the low- to mid- socioeconomic profile and aims to create a safe and positive learning environment for all students. The curriculum is differentiated to cater for individual students' learning needs.**

“ Our printers must be up and running at all times. Konica Minolta is excellent at ensuring that this is the case. We usually receive same-day service and our regular service technician is very capable and personable. We’ve been very happy with our relationship with Konica Minolta. ”

Jenny Bruce, Business Manager, Wallan Primary School



## The challenge

When Wallan Primary School needed to upgrade its printer fleet, it had already been working with Konica Minolta for a few years. To replace two colour printers and one black-and-white printer, Wallan PS needed a provider that could not only offer the machines it required but do so at the lowest cost possible.

Jenny Bruce, Business Manager, Wallan Primary School, said, “The existing machines were well out of date and needed to be upgraded. We had always had a good relationship with Konica Minolta and, as the incumbent provider, it made sense to ask for a quote. We also obtained a quote from an alternative provider to ensure we were comparing the market adequately.”

Wallan PS needed a solution that was highly competitive price-wise, as the school operates on a tight, fixed budget. The school also needed to work with a provider that delivered excellent service and would commit to keeping the school’s printers up and running. Furthermore, Wallan PS required a solution that would help the school monitor and control printing volumes.



## The solution

Wallan PS chose Konica Minolta again due to its pricing and the quality of service that the school had already experienced as a Konica Minolta customer.

Wallan PS chose the Konica Minolta bizhub 758, bizhub C458 and bizhub C659. Konica Minolta also implemented a SafeQ print management solution for Wallan PS that would help the school manage printing more closely and reduce waste.

Jenny Bruce said, “The Y Soft solution requires teachers to use fobs to collect their printing from the machines. Any print jobs that remain uncollected after 24 hours are automatically deleted from the system. The Y Soft solution delivers comprehensive reporting that provides full visibility into who is printing what, and how much. This important functionality lets Wallan PS control printing costs.”



## Customer benefits

Since implementing the Konica Minolta solution with SafeQ, Wallan PS has achieved significant reductions in paper wastage and toner usage.

Jenny Bruce said, “Konica Minolta recommended that Wallan PS consider the Y Soft solution and it has been very beneficial. Since having the Y Soft solution place, teachers are more accountable for their printing and they can’t print jobs and leave them in the resource room. Consequently, the resource room is physically tidier and the amount of printing done has declined dramatically. This has reduced paper and toner use, saving the school money and helping to protect the environment.

“The school hasn’t had to implement any specific rules around printing since the mere fact of improved visibility has meant that teachers have self-regulated their printing already. This is an excellent outcome.”

The school is now printing around 5,000 less colour prints per month and has reduced monthly print spending on average from \$2717.16 to \$1265.16.

Konica Minolta’s commitment to service has also been a positive feature of its relationship with Wallan PS.

Jenny Bruce said, “Our printers must be up and running at all times. Konica Minolta is excellent at ensuring that this is the case. We usually receive same-day service and our regular service technician is very capable and personable. We’ve been very happy with our relationship with Konica Minolta.”