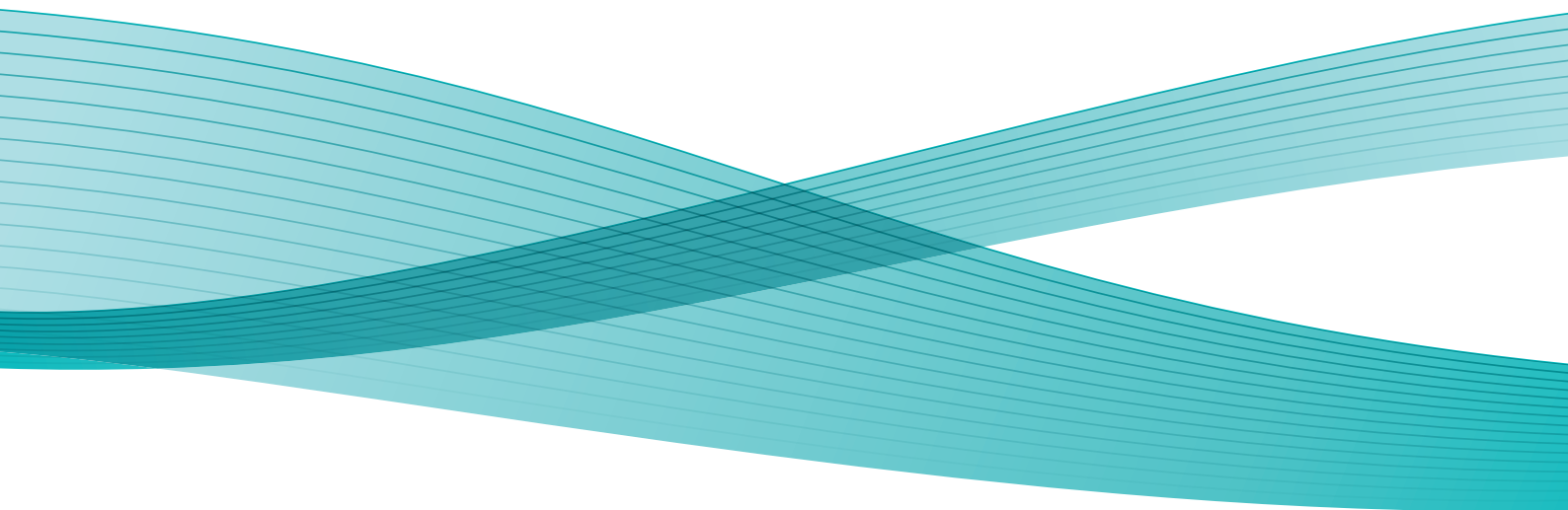


Marcellin College

Fuji Xerox Printers solves printing challenges in education



Case study: Marcellin College

Fuji Xerox Printers solves printing challenges.

Challenges

- Affordable, quality printing

Solution

- Lower cost and more convenience

Results

- Saving both time and money

“Our Fuji Xerox printers have really made life easier for both staff and students, improving the convenience and quality of printing and saving us money which the school can put to good use elsewhere.”

Martin Stanton
Head of IT Department
Marcellin College

Background

A member of the Catholic Marist Brothers group of schools, Marcellin College is located in Eastern Melbourne and caters for around 1,200 boys from Year 7 to Year 12.

Marcellin College has replaced a swag of aging inkjet printers from Canon and Lexmark with more affordable laser printers from Fuji Xerox Printers.

Fuji Xerox printers, which range from low-end monochrome lasers through to large format colour for printing posters and artwork, have been placed in executive teacher offices and staffrooms as well as high traffic student areas and specialist classrooms.

Challenges

The school’s Head of IT, Mark Stanton, said Marcellin College was spending up to \$20,000 a year on printer consumables and needed a more cost-effective way to meet its printing needs.

“We were constantly changing cartridges on the inkjets and decided to explore laser printing as a more affordable solution. Winthrop, our local dealer, suggested we look at the Fuji Xerox Printers range and we liked what we saw.”

Solution

Marcellin College evaluated printers from several leading suppliers, choosing Fuji Xerox Printers for their quality, affordability, functionality and performance.

“Some of the small models from other leading vendors cost nearly five times as much as the Fuji Xerox printers of similar capacity. It was an easy decision to make and we’ve been very happy with the performance.”

Marcellin College was already a fan of Fuji Xerox, having used its photocopier technology for some time. The College conducted a small printer pilot in late 2005, replacing some of its executive inkjets with Fuji Xerox Printers’ laser products and was delighted with the results.

“The lasers worked brilliantly and we didn’t have to replace a cartridge for the rest of the term. The Fuji Xerox printers are much cheaper to run and we get better quality output much faster – it’s a win-win situation.”

The College’s 130 staff, of which around 100 are teachers, is spread across the campus in a network of executive offices and group staffrooms. Over the past seven months, the school has installed around 30 Fuji Xerox printers across all eight buildings.

“Teachers have to print a significant amount of material, some of which is of a sensitive or confidential nature. This is particularly true for our Heads of Department and Heads of House so we assist them by locating small printers in their offices.”

“Some teachers share larger staffrooms, usually with higher capacity printers to cater for their needs. However, until recently there were still some teachers who had to walk half way along a building and down a flight of stairs to reach their nearest printer, all the way hoping no one had read their correspondence or picked it up by accident.”

“The low cost of Fuji Xerox printers compared to their competitors meant we could afford to purchase additional machines and spread them into new areas to make printing more accessible for those staff members.”

No-Compromise Colour

“When we were ready to investigate colour printers for our media lab and were feeling nervous about that decision because the quality had to be outstanding, Winthrop arranged for my staff to visit Fuji Xerox Printers and test several machines to help us choose the right model.”

The successful installation of powerful colour printers has allowed the school to relax a previous ban on most colour printing because of how much it was costing on the inkjets.

“We have an extensive network and email system with an online database so the students can submit work through the database structure from home. We had been trying to discourage them from printing work in progress, but are now in a position to allow them to print colour projects as needed, and we are getting a much better result now.”

Benefits

As a result of partnering with Fuji Xerox Printers, Marcellin College has reduced the total cost of ownership significantly, despite a significant increase in the total number of printers it owns. Marcellin College expects to save around \$5,000 per annum with its current printing solution.

The College has made local printing easier to access for many of its teaching staff as well as improving students’ access to both colour and black and white printing.

With the performance and cost-effectiveness of Fuji Xerox printers now well proven, Marcellin College is about to evaluate a number of larger, high output machines for use in its administration areas.

“Our Fuji Xerox Printers have really made life easier for both staff and students, improving the convenience and quality of printing and saving us money which the school can put to good use elsewhere.”

“More Printers, Lower TCO,
Savings of \$5,000 p.a.”

Martin Stanton
Head of IT Department
Marcellin College



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