

Case study

The Portsmouth Grammar School brings printing under control



New HP printer fleet and Managed Print Services contract save money and increase efficiency

Industry

Education

Objective

Reduce print costs and paper usage while improving print services

Approach

Researched the benefits of handing over print management to a third party to improve control of print environment

IT matters

- Uses remote management to warn of faults and toner levels
- Implements mandatory duplex and pull printing
- Releases IT staff from routine printer maintenance

Business matters

- Improves print productivity and reduces Total Cost of Ownership
- Simplifies budgeting with fixed monthly charges
- Targets a 50 per cent cut in paper usage



**THE
PORTSMOUTH
GRAMMAR
SCHOOL**

“I know we’re already saving money with our HP Managed Print Services contract and my aim is to reduce paper usage by 50 per cent.”

– Tim Howlett, head of ICT Services, The Portsmouth Grammar School

Move to improve management

Print costs were too high and printer management was inefficient at The Portsmouth Grammar School, one of the UK’s leading independent schools. The answer was to revitalise the printer fleet with new HP machines and implement an HP Managed Print Services contract.

Customer solution at a glance

Hardware

- 1 x HP Officejet X576DW
- 3 x HP Officejet 8600-e Plus
- 1 x HP Color LaserJet CM3530FS
- 13 x HP Color LaserJet CM6040F
- 30 x HP Officejet X451DW
- 1 x HP LaserJet 5200TN
- 1 x HP LaserJet M803Z Flow MFP
- 6 x HP Officejet Pro 8100E
- 2 x HP LaserJet P4515TN
- 2 x HP Color LaserJet M880Z

Software

- HP Web Jetadmin
- FollowMe print solution

HP services

- Managed Print Services

Our solution partners



Challenge

Escalating costs

Founded in 1732, The Portsmouth Grammar School (PGS) has become one of the top co-educational independent day schools in the UK. With 1,600 fee-paying pupils, it has a nursery for two-and-a-half to four-year-olds, junior school for children aged four to 11 and senior school for students aged 11 to 18.

“The biggest challenge is to keep the school on track technology-wise, so that it keeps pace with other schools. We’ve got to keep the school efficient and we’ve got to keep an eye on the cheque book and bank balance,” says head of ITC Services, Tim Howlett. “When I started here, the school had a whole mixture of PCs and printers and my staff were spending a lot of time running around and changing print cartridges. We were also spending £30,000 a year just on printer ink.”

As well as revitalising its printer fleet with a mix of colour and mono HP Officejet, HP LaserJet and HP Multifunction Printers (MFP), PGS also needed to re-think the whole management of its print environment.

Solution

Managed service

PGS has a fleet of over 70 printers generating around five million A4 prints a year and decided that an HP Managed Print Services (MPS) contract would best suit its needs. It obtains the service from HP partner, Landscape Group.

“Landscape is one of HP’s most highly accredited imaging and print providers in the UK. We help customers to control and manage their fleet and ultimately reduce their cost of ownership and make their business more effective,” says the company’s managed print solution architect, Toby Carter-Hall. “The benefits of working exclusively with HP is that we have perhaps the greatest in-depth knowledge of their products and their portfolio and how best to fit the solution to the customer. Also, HP has very carefully trained and accredited our engineers and sales staff.”

Located near to the school, Landscape is on a two hour call-out to fix problems. Printers are remotely managed with HP Web Jetadmin software, the industry-leading fleet management software solution for remotely and securely installing, configuring, maintaining and monitoring a fleet.

This gives warning of potential problems and also gives alerts when toner and ink are running low.

To give PGS even more control of its print environment, Landscape also recommended a FollowMe print solution. Students and staff must use a swipe card to collect print jobs and the solution also provides full job accounting and rules-based printing. The school is implementing a mobile print solution and Landscape also remotely monitors systems with ECI Software’s FMAudit.

Benefits

Paper saving

“The HP MPS provides budget enhancement. Because it’s a standard monthly contract for three years, the bursar knows exactly how much it’s going to cost him,” says Howlett. “Also, we can proactively manage the printers from a workstation so we don’t always have to wait for someone to tell us there’s a jam or something is running out of ink.”

Paper wastage has also been significantly reduced by pull printing and default duplex rules. It’s estimated that before PGS instituted print management, 80 per cent of student prints in the IT suite went straight in the bin because they were not collected. Since pull printing was introduced, pupils and staff have to actually go and swipe a card to get their jobs, and uncollected prints are automatically deleted from the print server queue.

Using HP Officejet Pro printers also enables the school to increase efficiency and reduce cost. Benchmarks show that users can create high-quality colour documents for up to 50 per cent lower cost per page than with laser printers and at speeds of 19 pages per minute (ppm) in mono and 14.5 ppm in colour.

“I’m hoping that now we have duplex printers in the school, I can turn on duplex printing permanently so that people can’t print single pages and that we’ll cut the paper usage by 50 per cent,” predicts Howlett.

Learn more at
hp.com/go/mps

Sign up for updates
hp.com/go/getupdated



Share with colleagues



Rate this document

