

Case study

The Portsmouth Grammar School embraces Managed Print Services



New HP PageWide Pro fleet helps reduce paper use, control costs and minimise environmental impact

Industry
Education

Objective

The Portsmouth Grammar School wanted to renew its Managed Print Service with HP Gold partner Landscape Group and upgrade its fleet of printers to reduce costs and paper use

Approach

Comparison of various tailored data centre integration solutions on the market

IT matters

- FollowMe® print solution reduces the volume of unnecessary and wasted prints
- Quieter operation makes the printers less disruptive in class
- Default duplex printing will reduce print volumes by 50%

Business matters

- Fixed monthly costs make budgeting simple
- Great quality finish and high speed production improve results for users
- Reduced environmental impact lessens the school's carbon footprint



“As far as I’m concerned, the PageWide Pro series offers many advantages: it’s very stylish and fits in the offices well. It’s also very quiet when it’s running and produces prints quickly.”

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



**THE
PORTSMOUTH
GRAMMAR
SCHOOL**

The Portsmouth Grammar School has renewed its MPS contract with Landscape Group to upgrade to the HP PageWide Pro series range

New printers boast great quality at amazing speeds while default duplex printing will reduce print volumes by half. Now 85 HP PageWide Pro series printers as well as 18 heavier duty HP A3 MFP printers enable the school to produce millions of colour and mono prints per year cost-effectively.



Challenge

Embracing Managed Print Services

Founded in 1732, The Portsmouth Grammar School (PGS) is a leading co-educational day school renowned for excellent teaching, superb pastoral care and co-curricular opportunities. The support and challenges encountered by the 1,600 pupils at PGS share a purpose: that each individual be happy and successful, in that order. The school seeks to provide excellence in all areas of school life and is one of the consistently highest performing independent schools in the UK.

As far as IT is concerned, PGS strives to invest in the latest technology and be ahead of the curve when it comes to innovation. However, it is also keen on efficiency and working within limited budgets.

“We need to be an efficient school so we’ve always got our eye on the purse strings and we’re always looking to make savings on administration by using technology,” explains Tim Howlett, head of ICT services, PGS. “I’m very conscious that parents are paying a considerable amount of money to send their children here and expect to see the latest models of PCs, for example. We also have a digital council and I listen to their suggestions on models, monitors and operating systems.”

Beyond cost control, sustainability is another crucial factor when Howlett is considering new investments. So when it came to renewing its Managed Print Services (MPS) contract with HP Gold Partner Landscape Group, the environmental impact as well as the budget were at the top of the agenda. PGS has embraced the MPS approach for multiple reasons.

“When I started in late 2005, the school had a mixture of printers and every office and classroom had a little inkjet printer which was being thrashed to death, making it very expensive on ink,” says Howlett. “We were spending £30,000 a year on printer ink alone so we replaced the printer fleet with the latest generations of HP PageWide printers on a managed contract and, of course, the costs went down.”

Solution

Next generation smart printing

PGS signed up to its latest print contract for the HP PageWide Pro printers following a trial of a HP PageWide device, which prints at up to twice the speed and half the cost per page of colour lasers. Its intuitive 4.3-inch colour touchscreen makes it simple to print, copy, scan, fax, and send digital files.



“Landscape lent me a prototype 576 which is still in our office. We put it through its paces and did some testing to make sure that the cost figures that Landscape was giving me were going to hold up,” comments Howlett.

“Most organisations have very little understanding of their real total cost of ownership where print and copy is concerned. So we help customers to control and manage their fleet, and ultimately reduce the cost of ownership, making their business more effective,” adds Toby Carter-Hall, MPS architect, Landscape Group. “After auditing PGS we established that in classroom environments and in areas where they needed a low cost, high speed colour product with smaller print volumes of under 5,000 pages a month, it was much more cost-effective for the school to embrace the new PageWide technology.”

The fleet arrived asset tagged with IP addresses and a room destination on the box. All PGS had to do, with the help of engineers, was get them to the right part of the school, unpack them and plug the printers in. Landscape Group removed the old printers and PGS turned the printers on. The entire process took only three days.

The new fleet is comprised of 85 HP PageWide printers with 18 carefully deployed, heavier duty colour A3 Multifunction Printers (MFP), incorporating flow technology. PGS has also invested in a FollowMe® print solution, which means that pupils and teachers must swipe an ID card to activate a print job. This reduces print waste considerably.

“I calculated that 80% of the stuff that was being printed in the IT suites went straight in the bin. Since we have installed FollowMe® print solution, the pupils have to actually go and swipe to get their jobs otherwise they get deleted,” says Howlett. “We’ve also imposed a 20 page rule and no printing emails in colour so that they can’t run a printer to death. If they want to print thousands of pages eventually the printer will notify them to: ‘Take your job to the reprographic centre.’”

PGS is now printing approximately five million pages per year, split evenly between colour and mono. The school expects this number to drop by 20% as a result of the new printer fleet.

Benefits

Speed, quality, cost

PGS has already noted multiple benefits from its new HP PageWide Pro fleet. Not only are they more cost-effective and environmentally friendly, they’re also quicker and boast impressive quality print results.

“In terms of the environmental benefit, the HP PageWide Pro series use far less power. They’re also very quiet, so you don’t actually know they’re running half the time. In addition, they’re faster than the LaserJet printers that we had and most people are impressed with the speed,” says Howlett. “The print quality is also excellent. They’re not photo printers as such but they do produce a very good copy if you put photo paper in them. That’s the best way to get optimal quality out of them. But we’ve settled on a semi-gloss paper, which gives good colour quality.”

Customer solution at a glance

Hardware

- HP OfficeJet Pro X Series

In budgetary terms, the bursar knows exactly how much he's paying out every month as it's a standard monthly contract for three years. This includes service which guarantees Landscape will respond within two to three hours in the event of any incidents.

"The HP printers are well built and very durable. They withstand a lot of drawer slamming and people aren't gentle when they fill them up with paper, but so far they're proving robust," adds Howlett. "And because the default print setting is duplex, I'm hoping we can cut paper use by 50%."

With the new HP PageWide printer fleet in place, PGS is keen to explore other ways in which it can partner with HP and showcase its technology. The school is proud of how it is leading the field in education technology.

"The reputation of the ICT department in this school is actually very important. We're a member of a group of schools that confer on all academic and technical matters. The headmasters and heads of department meet to discuss problems and opportunities," concludes Howlett. "We recommend good equipment to each other and I am fortunate because I get a lot of people ringing me up, and a lot of bursars coming to see how we use HP kit, how we use technology, how we use the printers. And I'm very pleased to let anybody in to have a look at the site."

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The HP products highlighted in this case study are HP OfficeJet Pro X and HP OfficeJet Enterprise X using HP PageWide technology. All references to the HP OfficeJet Pro X, HP OfficeJet Enterprise X and inkjet in this case study have been replaced by their current HP PageWide brand name: HP PageWide Pro, HP PageWide Enterprise and HP PageWide. The change of brand name does not affect the results of the case study.

