Case study

Richgrove School District

HP Officejet Pro X in every classroom supports Common Core

Industry
K-8 education

Objective
Provide a quality MFP in every classroom in support of Common Core standards within budget limitations

Approach
Deploy HP Officejet Pro X Multifunction Printers in all Richgrove classrooms and office environments to dramatically impact total cost of ownership

IT matters
• High reliability with no printer downtime to date

• Reduce printer maintenance needs and increase IT staff productivity

• Ease of installation and deployment

• Low energy requirement helps prevent power overload[1]

• Ease-of-use minimizes IT customization and support

Business matters
• Affordable scan, copy, print solution meeting limited education budget

• Supports Common Core standards

• Provides dramatically reduced total cost of ownership (TCO)[2]

• Professional quality prints at up to twice the speed / half the printing cost of laser[3, 4]

• ENERGY STAR® qualified, uses up to 50% less energy than color lasers[5]

• Increased printing productivity with up to 70 ppm[6] and large capacity trays

• Improved scanning productivity

• Ease-of-use enables teachers and administrators to focus on education with seamless technology

• Cost efficient replenishment of ink and consumables

• IT staff eliminates internal service demands through HP Care Pack 3-year Next Business Day support

"The IT Director and I thoroughly researched and evaluated the printer market, and I definitely recommend the HP Officejet Pro X printers to every school district based on the efficiency, cost effectiveness, print quality, software, ease of installation and deployment, and stand-out functionality. I've been looking for a printer of this caliber for years."

—Mario Chavez, Web and Net Media coordinator, Richgrove School District

Richgrove School District in Richgrove, Calif., serves approximately 750 students in grades K-8. Driven by a school budget reductions and the need to provide state-of-the-art printing and scanning to support Common Core guidelines, the District equipped every classroom and office area with an HP Officejet Pro X color multifunction printer. As a result, the IT department receives significant savings; it improves printing and scanning functionality for users, and meets related Common Core initiatives.

Nestled in the midst of central California orange groves, grapevines and pistachio fields less than 40 miles north of Bakersfield, the Richgrove census population of 2882 expands quickly during the growing season. Richgrove School District successfully serves the children of migrant farm-working families despite state budgetary limitations.

Mario Chavez, Web and Net Media coordinator, Richgrove School District, along with the IT Director Lloyd Holins and a staff of 2 other technicians, is dedicated to creating an educational future interwoven with technology for its students. Richgrove is steadily winning its goal to be "better every day" and can now boast an HP Officejet Pro X multifunction printer in every classroom and office, providing cost-effective printer access many larger schools have yet to accomplish.

"If it wasn't for the incredible price point of the HP Officejet Pro X series, combined with a feature set that often doubles the capacity and functionality of other printers, we couldn't have reached this milestone," says Chavez. "And affordability is only one of its benefits. Consider the importance to our small staff of working with about 50 printers that haven't had any down time in the year we've had them. I don't have to spend weekends fixing printers anymore."

"In our experience, the HP Officejet Pro X printers are the best ink printers on the market today. They blew the competition out of the water on cost per page and ink costs and the large-capacity ink cartridges nearly doubled output. Our total cost of ownership (TCO) now is pennies on the dollar in comparison."

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Chavez expresses the frustration of both IT and accounting when they discovered the true cost of their prior printer configuration. "The reality was that it was cheaper to throw away a brand new printer and buy another one, rather than pay for an ink refill," he marvels. "And they ran out of ink almost overnight."

HP is easy on the budget

Chavez points to the California budget crunch during the recession years as the initial business motivation for acquiring a new printer solution, but not the only one. The District's previous printers were both prohibitively expensive to maintain and unreliable.

"Our previous printers were pricey to run, operate, and maintain," he recalls. "Parts ranged from $300-$800 each, service repair visits were typically $300 each, and ink supplies ran about $500 per printer. We would make orders of $10,000-$20,000 at the start of each year just for ink alone. The cumulative operating costs were simply not sustainable under the budget cuts we faced."

Power consumption was also an issue due to the limited electrical capacity of Richgrove. The previous printing solution would actually trip the breakers when drawing 1500 watts of power. Some print devices required a tedious time to warm up, a real time constraint for users —teachers, office staff and students. Teachers already have time constraints and simply need a printer and scanner to work immediately.

"In our experience, the HP Officejet Pro X printers are the best ink printers on the market today," insists Chavez. "They blew the competition out of the water on cost per page and ink costs and the large-capacity ink cartridges nearly doubled output. Our total cost of ownership (TCO) now is pennies on the dollar in comparison."

Solution to Common Core

When considering Common Core standards, scanning capability isn't the first thing that usually comes to mind. But as part of benchmark testing, teachers are to scan assessments and other significant projects. Benchmark testing is an important to help quantify student strengths and weaknesses, and reveal areas for improvement. According to Chavez, scanning with the previous printers was difficult to set up, unpopular with users and unreliable often losing the network connection. In contrast, teachers easily learned the scanning capability of the HP Officejet Pro X MFP and ran with it.

Business administration offices also rely on scanning capabilities. The high-capacity automated document feeder of HP Officejet Pro X increases office efficiency considerably. "The HP Officejet Pro X software is easy to implement and easy to learn," continues Chavez. "It's easy for teachers and administrators to navigate, without a need to create shortcuts to help users. Office staff is happy with the increased HP scanning efficiency, and I'm thrilled with the reliability and constant uptime."

HP Officejet Pro X reliability

The IT department is used to being an invisible and unsung hero. It's a very complex and demanding job. If printers break down on summer vacation, IT staff has to come in to fix them. In fact, that's just what Chavez did some summers with the previous printers—fix them a lot.

"I could spend all three months of summer vacation going through each classroom, hours upon long hours, repairing and maintaining our previous printers," he explains. "And a lot of Saturdays and Sundays during the school year. Not one of our 50 or so HP Officejet Pro X printers have had any downtime to date! It's a night and day contrast with our previous solution. The reliability of the HP Officejet Pro X frees up our staff to build more systems for our teachers, rather than be 'printer techs.' I'm looking forward to finally getting a summer vacation."

There are many small efficiencies that add up and save IT resources. "The teachers can all change the ink cartridges themselves," says Chavez. "The previous solution could only be changed by a few. Amazingly, at this point we haven't had one paper jam. It's almost unbelievable."

Richgrove invested in the HP 3-Year Next Business Day Care Pack for Officejet Pro X printers. With this HP Care Pack, if service or support is needed, Chavez calls HP and for phone support. If service is more than an easy fix, HP sends a new printer for next day arrival. "The HP Care Pack Next Day support costs so little, it's a great value for us," he says. "Our IT department is glad to be out of the printer service business, and able to dedicate more time to enhancing our teacher and student experience."

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Chavez compares the HP Care Pack to their previous printer maintenance policies. The prior printers simply broke down often, he recalls. Frequently, if a printer was powered down while wiping the print head clean, it would fuse to the printer. A service call cost

Customer at a glance

Application

School-based printing and scanning in support of Common Core

Hardware

- HP Officejet Pro X476dn MFP
- HP Officejet Pro X576dw MFP

HP services

- HP Care Pack 3-year Next Business Day Officejet Pro X MFP Support

$300 each, or he simply had to fix it himself. In contrast, the HP Officejet Pro X printers just work or HP provides a replacement.

Loving the quiet

An IT professional is happiest when solutions are running smoothly and everyone is happy. And it's certainly a validation to listen to the teaching staff praise the new HP Officejet Pro X printer technology, he says. One teacher commented to Chavez, "It's quick, quiet, efficient, and user friendly. A pleasure to have in the class." Another said, "I love the printer. It's highly efficient and fast." And his favorite comment, "I think they are pretty sweet."

Sharing the knowledge

The true test of a solution is recommending it to others, and Chavez already has. As he attends various conferences and meetings, he passes on the good news about his impending plans for a summer vacation, as well as the benefits of the HP Officejet Pro X MFPs.

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school district based on the efficiency, cost effectiveness, print quality, software, ease of installation and deployment, and stand out functionality. I've been looking for a printer of this caliber for years.

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It is well-suited for districts with a lean and busy IT department and a limited budget. "The HP Officejet Pro X printer is a very cost effective and powerful solution for our district," he concludes with a smile. "It's the best functionality for the price we've found, and we have increased our productivity significantly."

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[1]Majority of color laser MFPs <$1,000 USD as of August 2012, Officejet Pro with highest-capacity cartridges. Energy use based on HP testing. Actual cost and energy usage may vary. Details are available at **hp.com/officejet**.

[2]TCO is based on calculations specific to each customer. To estimate TCO savings visit: **http://h71038.www7.hp.com/tco-tool**.

[3]Comparison based on manufacturers published specifications of fastest available color mode (as of August 2013) and includes color laser MFPs.

[4]Officejet Pro X Series: Majority of color laser MFPs <$1000 USD and color laser printers <$800 USD as of August 2013; Officejet Pro 8100 and 8600: Majority of color lasers <US$300 and color laser AiOs <US$600, June 2013; Officejet Pro 200 Series: Majority of color lasers <US$300 and color laser AiOs <US$500, June 2013; based on market share as reported by IDC as of Q2 2013. Officejet Enterprise X series: Majority of color laser MFPs <$3,000 USD as of November 2013 based on market share as reported by IDC as of Q3 2013. For details, see **hp.com/officejet**. Cost per page (CPP) comparisons for laser supplies are based on published specifications of the manufacturers' highest capacity cartridges. HP Officejet CPP based on high-capacity HP 970XL/971XL, 950/951 XL and standard-capacity HP 980 ink cartridges estimated street price, published yield for color prints and continuous printing in default mode. Actual prices and yields can vary. See **hp.com/go/learnaboutsupplies**.

[5]Compared with the following: Officejet Pro X series: Majority of color laser MFPs <$1000 USD and color laser printers <$800 USD as of August 2012; Officejet Pro 200 series: Majority of color laser AiO's <$500 USD and color laser printers <$300 USD as of September 2012; Officejet Pro 8610/20/30: Majority of color laser AiO's <$500 USD and color laser printers <$300 USD as of October 2013. OJ Pro with highest-capacity cartridges. Energy use based on HP testing. For details, see **hp.com/go/officejet**.

[6]When printing in general office mode.

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