

# Next-Level Solutions for New-Era Education

Discover how Kyocera's customer-first approach and outstanding partner solutions have helped school districts in Ohio, California and Georgia to make their budgets stretch further while working smarter right across the board.



Case Study



Education

# Education Today

The digital age has marked an exciting new chapter in education. Students can now share ideas, work together from a distance, and submit assignments with the click of a button whether at school or at home. The volume of resources at their fingertips is breathtaking. These new technologies, meanwhile, have also added a new dimension to the day-to-day work of teachers and other school staff. As is often the way, however, where there are new opportunities, new challenges are never far away. This has proven to be particularly true when it comes to printing and scanning, sharing, and storing valuable information, schools need to become more agile if they wish to maximize the value from the money they invest.

## Headaches

When it comes to document solutions, the challenges facing schools today are increasing both in terms of volume and complexity. As schools continue to move towards paper-less environments while streamlining their print processes, they find themselves caught between two stools and continue to struggle with the same age-old problems:



### Organization-wide inefficiencies

Before coming to Kyocera, the IT staff at **Bryan County School District**, Georgia were tasked with the setting up and maintenance of individual job boxes for each staff member, a process which was as laborious as it was time consuming. To compound these inefficiencies further, employees were required to enter two PIN numbers during the print process – one to release their job, the other for accounting purposes. Trips to the printer sapped quality work time, while waste at the copier continued to pile up.



### Having to do more with less

Major budget cuts for all public-school districts in Ohio have made the task of device and software upgrades all the more challenging for institutions in the area. With these budgetary constraints, the schools that reached out to Kyocera were looking to quickly reduce printing costs and waste, while also introducing a framework to minimize both in the long-run.

Their fleet consisted of 30 aging devices which were part of multiple contracts. The entire process had become unnecessarily complicated and difficult to manage, draining valuable time and human resources in the process. There was a clear necessity for a simplified device management and billing process.



### Not fit for today's purpose

During the initial assessment phase with a **school district in California**, Kyocera learned that desktop printers were being used throughout all schools at high costs per page. Moreover, the only color printing available throughout the schools was at the central fleet. Furthermore, the existing equipment distribution was not adequate for the schools' current workflows; there was a clear need to introduce additional equipment that would be positioned closer to the users.



# Kyocera's Solutions



The “one size fits all” approach is no more.

With Kyocera, it's your size fits you.

By carrying out an initial complete fleet assignment, Kyocera experts can immediately pinpoint pains, inefficiencies, and potential security risks. This data allows us to provide your school or institution with the necessary tools to **address issues and add value** to your workflows from the get-go.

Our approach extends way beyond industry-leading devices; we equip schools with the right software solutions for their needs, software solutions that enhance workflows, protect confidential information, and help keep costs under control.

One such example is our partner software solution **MyQ**, a user-friendly solution that helps staff and students alike in retrieving print jobs in a fast and secure manner. Thanks to MyQ, the **Bryan County School District** is now able to utilize an active directory with employee identification numbers. This has eliminated the need for PIN codes or extra job accounting steps. Meanwhile, each teacher's email address is now pre-loaded under an Easy Scan button. Simple!

Over on the west coast, the **school district in California** opted to invest in new **13 TASKalfa devices, ranging from 50ppm to 83ppm**. Having identified their struggles with high color printing costs, Kyocera equipped the district with a **2-tier color pricing structure** complete with operator codes and usage limits. The impact was instant.

As we cross all the way over to **Ohio**, the commitment to a quality service with a **personal touch** in the Kyocera dealer community quickly became evident. When you partner with Kyocera, you partner with the best professionals, experts with vast know-how and unrivaled local knowledge. In this instance, the Kyocera dealer bought out the existing 30-unit contract. These devices were seamlessly rolled into the new contract — the **only contract** that would have to be managed. With regards new equipment, 194 units were acquired with special hardware pricing from Kyocera, while the AEPA program was proposed to avoid the need for a costly, time-consuming **request for proposal (RFP)**. MyQ was also implemented, and this **Ohio school district** hasn't looked back since.



This partnership has once again demonstrated the flexibility and human touch shown by Kyocera dealers: The agreed financial structure featured **all-inclusive cost per copy program** with no minimum volumes and the program also included a cancellation option which increased the risk on the part of the dealer. To further reduce costs, meanwhile, the school district was able to implement **monochrome-only** devices where color printing was not strictly necessary.



## The Benefits

The combination of quality data to identify real pain points and Kyocera expertise creates the foundations for an exciting new era of higher productivity and costs savings for today's schools.

The **two-tier color system** with operator codes and usage limits put in place in the **school district in California** has enabled the entity to **quickly get spiraling costs under control**. The district now enjoys a range of productive TASKalfa devices where they are needed most, and this has helped drive productivity.



The benefits of MyQ are clear for all to see across the **Bryan County and Ohio school districts**, where school staff now enjoy **more user-friendly and secure printing devices**.

The elimination of tedious administrative and device management processes has also alleviated the burden on IT teams. **In the case of Bryan County, this amounted to a whopping 15 hours of IT support time saved each month!**

In **Ohio**, users can now swipe their ID card at any device and release the print jobs securely from any location within the school district. **Pre-configured print and scan functions** pave the way for greater productivity. The districts are also taking advantage of MyQ's robust reporting capabilities and now enjoy **complete visibility** over usage so that costs and waste can be controlled more effectively.

Furthermore, by **assuming a greater personal risk** and taking the necessary measures **to avoid a costly RFP**, the Kyocera dealer community once again showed its commitment to ensuring an outstanding customer service for school districts across the country.

**With Kyocera you get the right tools for your school's needs today.**

Kyocera Document Solutions has championed innovative technology since 1934. We enable our customers to turn information into knowledge, excel at learning and surpass others. With professional expertise and a culture of empathetic partnership, we help organizations put knowledge to work to drive change.

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