



# A UTAX PARTNER'S SOLUTION IS THE ANSWER FOR MIDSOMER NORTON SCHOOLS PARTNERSHIP, WITH AT LEAST 50% COST REDUCTION!



Midsomer Norton Schools Partnership

**The Midsomer Norton Schools Partnership was founded in 2009 following the hard federation between Norton Hill and Somervale Secondary Schools. Since this point it has grown to include a number of other secondary and primary schools, most of which are located in Midsomer Norton, Radstock or the surrounding villages.**

The Midsomer Norton Schools Partnership Trust is focussed on school improvement as its primary aim. Trustees believe that through effective and true collaboration, excellence can be achieved in their schools. The Trust does not seek to make all schools the same, but through sensible standardisation of practices and outstanding support and challenge, they aim to ensure all schools within the Trust are 'good' or better.

The UTAX Partner's telesales team contacted the Director of ICT and Senior Assistant Headteacher of the Midsomer Norton Schools Partnership, to highlight the UTAX brand and to discuss the print management opportunities available to them.

## THE INITIAL SITUATION...

Having become increasingly concerned with the schools rising service costs and ageing devices, the Director of ICT and Senior Assistant Headteacher of the Midsomer Norton Schools

Partnership was happy to meet with Simon Vine, Business Development Manager, to run through their difficulties and requirements in detail.

After conducting a review of two of the schools within the academy, Simon discovered that Norton Hill School and Somervale School had a 40+ fleet of devices, across these two sites. These devices were slow and lacked functionalities that the school required. They were also experiencing extensive issues, resulting in unnecessary periods of downtime. In addition to these problems, slow service call response times were causing administration issues and extending these periods of downtime.

"Our particular pain point was our extensive running costs. We had no visibility on who was printing what and were unable to run reports to assess this. We were aware that our entire fleet needed refreshing with new technology and were particularly impressed with the UTAX Partner's price point in comparison to other quotes we had received", comments the Director of ICT and Senior Assistant Headteacher of the Midsomer Norton Schools Partnership.

## THE SOLUTION...

The UTAX Partner solution saw the integration of a total of 51 devices on a UTAX service contract; nine mono A4 devices, 12 mono

## AT A GLANCE

- 9 mono A4 devices, 12 mono A3 devices, 24 mono printers and 6 A3 colour devices
- PaperCut™ print management software
- In excess of 50% cost savings



A3 devices, 24 mono printers and six A3 colour devices.

The service agreement included the embedding of PaperCut™ print management software onto all of the multi-functional devices, which includes swipe card access and authentication so that Norton Hill School and Somervale School personnel and the 400 students in the sixth form have secure 'walk-

The Director of ICT and Senior Assistant Headteacher of the Midsomer Norton Schools Partnership adds: "We're extremely happy with the 50% cost saving that we have already recorded."

"Tracking costs is now possible due to the efficient PaperCut solution, which has allowed for complete transparency across both sites. We are now able to cross charge by

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**"We're extremely happy with the 50% cost saving that we have already recorded."**

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up' print release from any device across their sites. The solution also manages auto consumable ordering and billing, as well as providing servicing and call outs.

#### THE RESULT...

The UTAX Partner worked closely with the Director of ICT and Senior Assistant Headteacher of the Midsomer Norton Schools Partnership to provide a print management solution that not only reduced paper usage and administration turnaround times, but has also substantially improved the security of the schools multi-functional devices. Most importantly, the schools have achieved savings in excess of 50% in the first 12 months following the implementation of the new solution, all of which is being re-invested into other areas.

department and can account for all of the printing that takes place."

"What's more, the remote monitoring of our devices has resulted in less periods of downtime and faster service response times".

The Director of ICT and Senior Assistant Headteacher of the Midsomer Norton Schools Partnership was so impressed with the UTAX Partner's solution that he requested a review and renewal of the devices used within a further three school sites.



## About UTAX

Established in 1989, the UTAX brand of digital office products is synonymous with quality and reliability, and with a hard-to-match product range, UTAX and our Partners provide solutions for all office output – encompassing digital copying, printing, fax and scanning equipment as well as cutting edge software solutions. Our dedication to service and support, together with our technical know-how achieve a standard in the industry that is hard to beat.

## UTAX: THE UK NETWORK OF PRINT SOLUTIONS EXPERTS

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