



KONICA MINOLTA



RETHINK PRINT SERVICES

EFFICIENCY, INNOVATION, ROI

Giving Shape to Ideas



KONICA MINOLTA



ARE YOU GETTING WHAT YOU NEED FROM YOUR PRINTERS?

Printing and copying are part of life at any college or university — for faculty, staff and students alike. Given the likely volumes being printed and copied, you'll want to be sure your services are as efficient and cost effective as possible; and that they provide the quality and reliability everyone needs. That can be challenging, however, if you don't have answers to questions like these:

- Do we know how much we spend on printing and copying — and could we spend less?
- Could we switch some of our output from colour to black and white?
- Have we got the right mix and balance of printers at each of our sites?
- Can we meet specialist coursework needs, such as photographic or wide-format output? And charge departments and students accordingly?

- Do we veer between stockpiling toner cartridges and running out?
- Are sensitive or confidential documents sometimes left lying in printer trays?
- Are we keeping up with evolving requirements, such as printing from mobile devices?
- Do we want to make printing more sustainable by reducing waste? And by

HERE TO HELP: OUR MANAGED PRINT SERVICES

To help you answer all of those questions, Konica Minolta can bring all your printers under management, enabling you to:

- Control and cut the cost of printing and copying
- Use your printers more efficiently

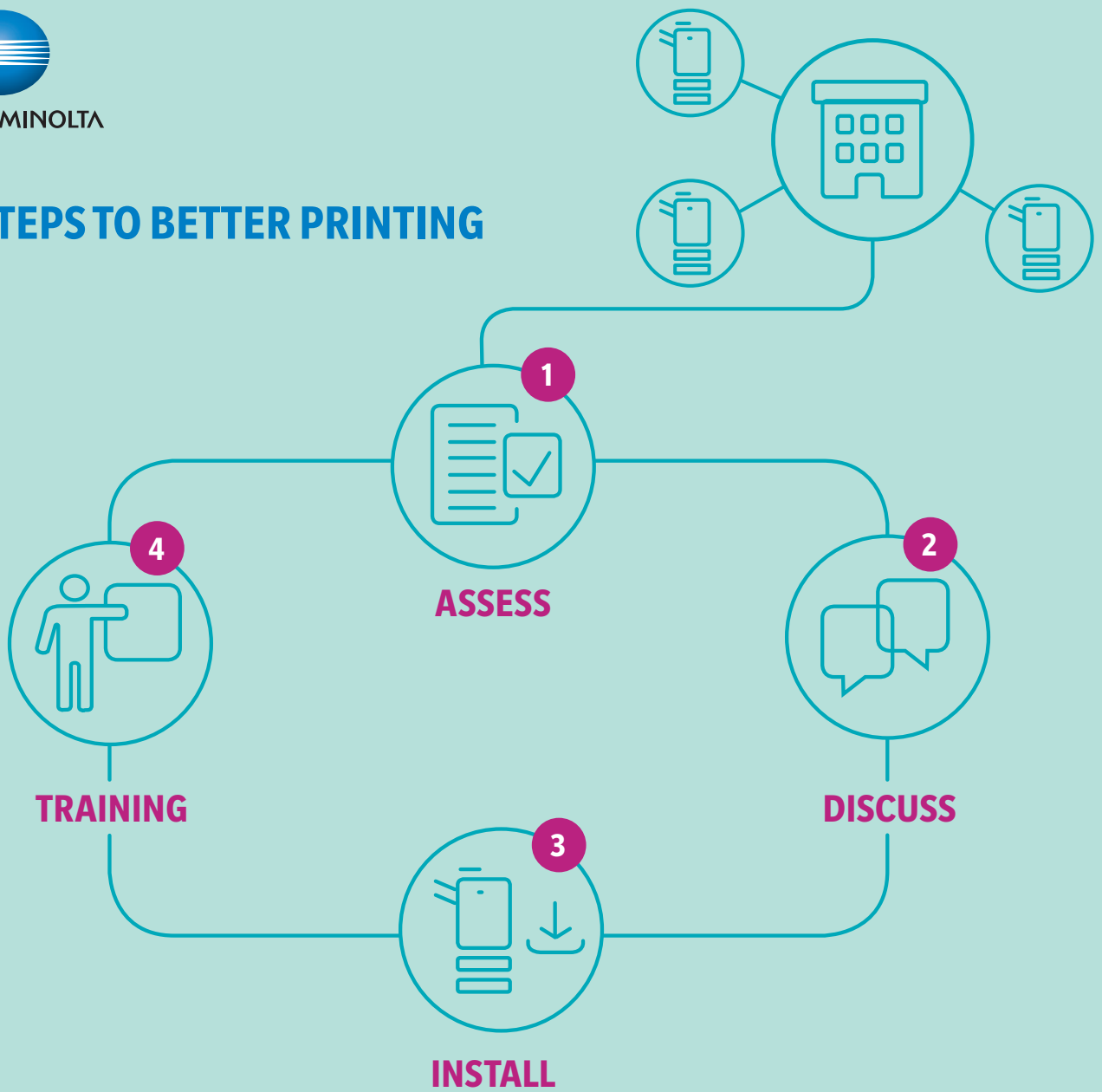
“Student satisfaction matters a great deal to De Montfort University and is a key factor in achieving our Teaching Excellence and Student Outcomes Framework (TEF) gold rating. We’re proud that our wide-format printing solution is contributing to that.”

Pete Norman
Director IT and Media Services, De Montfort University

- Provide everyone with the print and copy capabilities they need
- Improve the security of sensitive information in line with data protection regulations
- Reduce print volumes and print-related waste



4 STEPS TO BETTER PRINTING



1. ASSESS

We'll assess your current printers to understand whether you have the right number and mix of devices to meet your needs.

2. DISCUSS

We'll discuss our proposals with you and show you how and where you can make savings and other improvements.

3. INSTALL

We'll put software on your printers that:

- provides you with stats like number of pages being printed
- enables you to set print and copy rules (for example: default to black and white)

- requires users to be present at the printer and identify themselves (using their staff or student ID card, for instance) before their document prints
- enables you to charge students and departments for prints and copies
- lets us know if a device needs toner (so that we can deliver it) or attention (so that we can fix it)

If you need any new devices, we'll install and network them so that everyone can use them, and manage everything under the same contract for you.

4. TRAINING

We'll provide any training you and your staff need, so that everyone knows how to print, copy and scan. This will help you get the best return on investment (ROI) from your managed print solution.





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“The Konica Minolta devices efficiently facilitate our document management processes. Hard copy scanning, for instance, is helping to minimise paper in the office and reduce print costs.”

Helena Couperwhite
Employment Services
Manager, University of
Aberdeen

BENEFITS OF OUR MANAGED PRINT SERVICES

SAVE MONEY

You’ll gain insight into how much you print and copy, including the split between colour and black-and-white, and whether documents are being printed single- or double-sided. With that information to hand — combined with guidance from us and our simple per-page pricing model — you’ll be able to set rules that will help to reduce your print costs.

INCREASE COMPLIANCE

By ensuring that documents don’t print until users identify themselves at the printer, you’ll reduce the risk of sensitive or confidential information falling into the wrong hands. This will support your compliance with data protection regulations such as the EU GDPR.

LOWER YOUR ENVIRONMENTAL FOOTPRINT

When users have to identify themselves before their documents print, you’ll find you soon start to cut back on wasted paper and toner. Switching to double-sided printing wherever you can will help you further reduce the amount of paper you use.

USE PRINTERS MORE EFFICIENTLY

You’ll be able to see how much each device is used and make adjustments to spread the load. We’ll also have

remote access so that we can keep on top of toner deliveries (so you never run out) and device maintenance (to reduce the chance of problems developing).

ENABLE CROSS-CHARGING

Because you know who’s printing what, you can ensure departments and students are charged accurately and fairly for their prints and copies.





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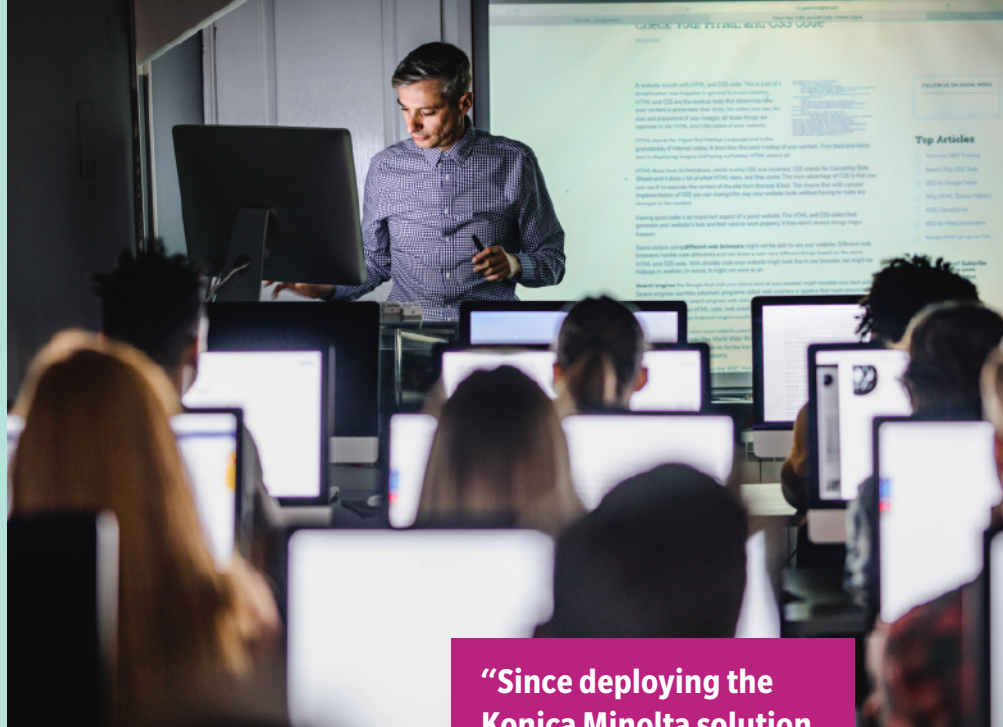
MEET SPECIFIC COURSE REQUIREMENTS

We can provide a range of specialist devices that provide the right quality output for photos, large-scale output and other printed coursework. In addition, we offer capabilities that take print to another level. They include genARate, our augmented reality (AR) platform that brings print to life by transforming 2D content into interactive 3D experiences.

INCREASE AGILITY AND PRODUCTIVITY

You'll be able to give people the freedom to print from any printer. So even if the one they usually use is unavailable, they can still print their documents at another. It's also easy to allow people to print from mobile devices, if that's part of your strategy.

And of course, our managed print service will free up your IT team from printer maintenance and management, giving them more time to focus on higher-value tasks.



ADVANCE YOUR DIGITAL AGENDA

If removing paper from some of your processes is on the agenda, you'll have a head start with our multifunction printers (MFPs) that make it easy to scan documents to email or to a digital archive.

Other Konica Minolta services go beyond managed print to help colleges and universities get the best from digital technology. They include IP video security systems to help you protect students, staff, buildings and facilities; as well as IT infrastructure solutions that help you to simplify IT management, optimise your IT spend, and plan for the future.

“Since deploying the Konica Minolta solution, we’ve had great feedback from everyone – the academic staff, the director of facility operations, the students, and the technicians who support the students and manage the fleet”

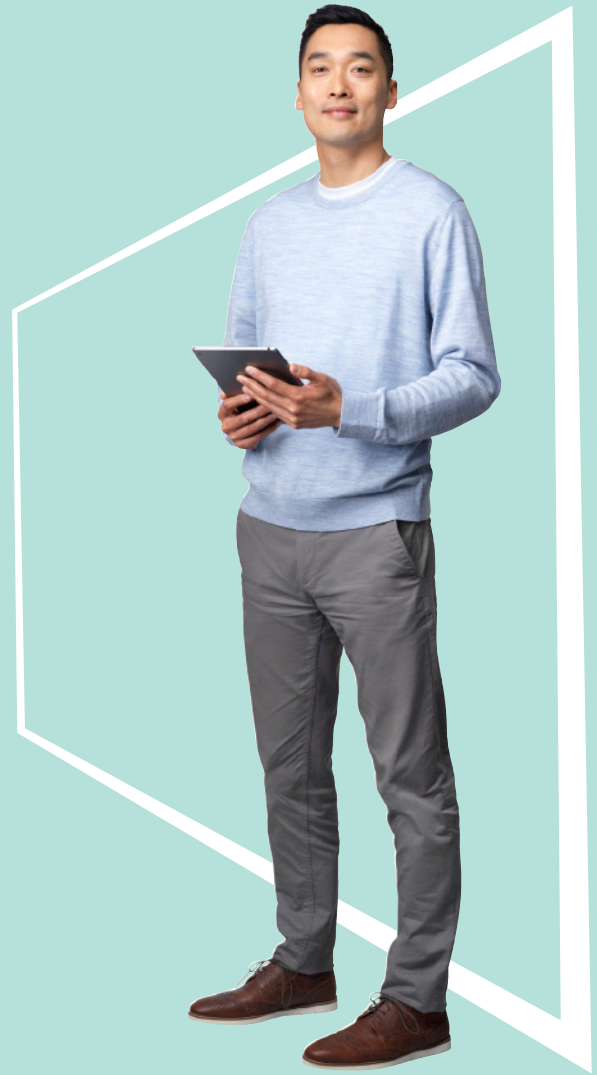
Pete Norman
Director IT and Media Services, De Montfort University



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LET'S TALK

If Konica Minolta services sound like just what your college or university needs, let's have a chat.

Contact our dedicated further and higher education team — they're here to help:

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www.konicaminolta.co.uk/education
0203 955 5586

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