



KONICA MINOLTA



FACILITIES MANAGEMENT WINS PRINT SHOP SERVICES FOR GREAT NECK PUBLIC SCHOOLS

NEW YORK PUBLIC SCHOOL SELECTS KONICA MINOLTA TO RUN THEIR IN-HOUSE PRINT SHOP

WHO

Who: Great Neck Public Schools

WHAT

Education

WHERE

Great Neck, NY

SIZE

6,600 students in ten schools

SOLUTION

Print Shop Management, New Print Production Fleet
Konica Minolta AccurioPress C3070 Digital Press
with SD-513 Bookmaker

SITUATION

After using a competitor as their primary provider for in-house printing, Jason Martin, Purchasing Officer for Great Neck Public Schools decided to turn to Konica Minolta’s Facilities Management services group to replace and update their production print presses as well as manage their in-plant shop. Jason realized that the current presses were not saving the district money, nor was the shop being managed effectively. The incumbent, Xerox, did not provide the value-added in-plant services that were needed across the entire facility, including mail sorting, bulk mailing, processing pay checks, direct deposit notices, and student activities mailings.

In addition to improving the capabilities and overall management of the print shop, Jason’s long-term vision was to save money across all of the schools in his district. The 10 schools in his district had multiple color laser printers with a toner price tag of \$1,000 per machine per year, making the on-going maintenance of these machines extremely costly. In order to keep his faculty moving swiftly through their curriculum and students highly engaged, Jason chose Konica Minolta’s facilities management team to help him reach his overall business goals.

“Our partnership with Konica Minolta’s facilities management team frees up valuable time and resources for faculty members so that they can keep students engaged and focus on their instructional goals.”

Jason Martin, Purchasing Officer



For the 2018-2019 school year, Jason's initiative included removing costly color laser printers from nine schools in the district and replacing them with six Konica Minolta bizhub® C458 and three bizhub C659 color printers. The substitution of toner-based machines in classrooms, libraries and computer labs netted a significant cost savings. Additionally, the school district implemented Kofax Equitrac Express and eCopy ShareScan software on the bizhubs for improved process efficiency, enhanced security and increased cost savings. With Kofax Equitrac's follow- you print capabilities, the only jobs released are those that are printed after the user authenticates at the MFP. This has helped the school reduce paper waste and prevent unwanted print jobs from sitting unattended on the MFPs. Additionally, the faculty now has the convenience to send a print job and release it at any bizhub in their school.

Between the removal of classroom printers and the installation of Kofax Equitrac Express, the Great Neck Public Schools have saved money by decreasing the volume of printing and copying. Jason was particularly satisfied that both Kofax Equitrac and eCopy ShareScan were efficiently installed on the entire fleet of Konica Minolta bizhubs.

Inside the print shop, the production presses were replaced with one PRO 1052, one PRO 1250 and a C659. The schools can now produce the different materials they need in a cost-effective way. The Konica Minolta presses with finishing capabilities allowed the school to staple or square-back bind print jobs, rather than tape bind print jobs. Square back binding is saving the school money and time and allows for printing on the spine of booklets and trimming the loose edges of pages, resulting in even edges. Additionally, the Konica Minolta fleet allows for hole punching and wire binding, which the schools use for graduation pamphlets, concert programs, play bills and classroom preparation materials, such as workbooks. The additional press features save the faculty an enormous amount of time by efficiently handling all their needs with these upgraded in-house capabilities.

The district's print shop is now running smoothly with Konica Minolta Facilities Management from our Strategic Partner, The Millennium Group. The Millennium Group operates their mail room, ensuring all mail is properly sorted, while also preparing bulk mailings to community members. They also process pay checks and direct deposit notices and ensure that all student activities mailings and printings are coordinated appropriately.

Konica Minolta was thrilled to take over the print shop at Great Neck School District, and to be able to help Jason effectively reduce his printing costs. Jason is looking forward to seeing additional savings in the future.

THE SCHOOL DISTRICT HAS 52 KONICA MINOLTA DEVICES IN THEIR FLEET

2 bizhub 227

1 bizhub 368

17 bizhub 458e

17 bizhub 658e

4 bizhub 808 Monochrome MFP 80 PPM

6 bizhub C458

3 bizhub C659

1 bizhub PRESS 1052

1 bizhub PRESS 1250



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