



KONICA MINOLTA

COUNT ON KONICA MINOLTA

Customer Success Profile

BRIARCLIFF MANOR SCHOOL DISTRICT



EDUCATION PRINT SERVICES

Briarcliff Manor School District
Briarcliff Manor, NY
<http://www.briarcliffschools.org/>

Konica Minolta Helps Briarcliff Manor School District Prepare for PARCC Assessments and Expand Technology in the Classroom Initiatives

INDUSTRY: Education

CUSTOMER GOAL: Implement a complete print solution that integrates with the District's new virtual desktop environment and technology in the classroom initiatives, and provides improved print tracking to better manage resources.

PRODUCTS & SOLUTIONS:

- Nuance Equitrac Express®
- eCopy ShareScan®
- Konica Minolta Optimized Print Services
- bizhub® C35 All-in-one Printer
- bizhub C654 Color Multifunction Printer
- bizhub C754 Color Multifunction Printer
- bizhub PRO 1200 Black & White Production Print System

BACKGROUND: Across the country many school districts are working on the PARCC (Partnership for Assessment of Readiness of College and Careers) initiative scheduled to go into effect for the 2015-2016 school year. With PARCC moving to computer-based assessments, Briarcliff Manor School District in Briarcliff Manor, NY needed to update its technology infrastructure in order to better support teachers, students and meet the data requirements for PARCC and other educational standard initiatives.

As part of this initiative, Briarcliff School District implemented a virtual technology environment from VMware® Horizon View™. This infrastructure change, however, resulted in compatibility issues with the district's aging printer fleet. For example, VMWare View could not recognize in which buildings or rooms equipment was located. Briarcliff's IT team was unable to install new printer drivers for their existing multifunctional products (MFPs) and assign them to specific computers.

As a result, the school district decided to update its entire print and imaging equipment and implement a comprehensive solution that would include print tracking software, secure printing and document capture software and new black & white and color MFPs. It was critical that the solution support the district's virtual infrastructure and help prepare each school for the PARCC assessment requirements.

PILOT TO IMPLEMENTATION: Briarcliff Manor School District worked with multiple vendors to explore solutions through pilot implementations. The district ultimately decided to partner with Konica Minolta Business Solutions U.S.A. (Konica Minolta) and its EnvisionIT Education offering as it was the only solution to meet the requirements and work seamlessly with the new infrastructure. Other tested solutions were not able to overcome some of the initial driver challenges and work with a virtual environment.

The solution that Konica Minolta recommended to Briarcliff included Nuance Equitrac print management software with Follow-You Printing for secure document release. Also included was comprehensive reporting

RESULTS

- Implemented a new technology environment to support PARCC Assessments
- Reduced yearly print impressions by 25 percent
- Expanded color print capabilities in the elementary school
- Eliminated the need for separate scanners in the classroom
- Implemented secure print release from MFPs with Follow-You Printing®
- Established more responsible printing practices
- Enabled students to print from home and retrieve documents at school
- Simplified the ordering of printer supplies
- Increased recycling with Konica Minolta's Clean Planet program



bizhub C35

BRIARCLIFF MANOR SCHOOL DISTRICT

functionality, Nuance eCopy ShareScan for document capture and scanning and 96 new bizhub MFPs. The Briarcliff IT team worked directly with support teams from Nuance and Konica Minolta to address any compatibility challenges and successfully piloted and deployed the solution across the District.

Today the District is fully utilizing the 96 new bizhub MFPs, ranging from compact all-in-one printers to large production print systems. The devices include finishing options from stapling to three-hole punch. All the bizhub MFPs are sturdy to accommodate daily use by teachers, administrators and even students. The devices are reliable and easily handle a combined print volume of over 720,000 impressions a month. To simplify the ordering of print consumables, the District now leverages Konica Minolta's Optimized Print Services (OPS) for dedicated support services and supplies.

Using Equitrac Follow-You Printing capabilities, Briarcliff is able to set up one virtual printer that allows teachers, staff and students to submit print jobs and retrieve them from any bizhub MFP located throughout the schools using their individual ID number or building key cards. The IT department also created custom groups for students to designate which MFPs are available for print retrieval.

Equitrac allows the District to establish monthly print allocations and effectively track teacher, staff and student printing habits. These new practices instilled more responsible printing practices and combined with the Follow-You Printing helped reduce yearly print impressions by 25 percent.

A majority of the bizhub MFPs integrate directly with Nuance eCopy ShareScan, a document capture and scanning solution that rapidly integrates paper-based documents into electronic workflows. eCopy ShareScan allows teachers to scan documents directly from the bizhub MFPs to their PC or interactive white board solution. The ability to easily digitize paper-based information is an important step towards meeting the data requirements for PARCC.

TECHNOLOGY IN THE CLASSROOM: Briarcliff is a strong proponent of technology in the classroom. Every classroom is equipped with an interactive whiteboard, computer, speakers, and its own scanner and printer.

To simplify devices in the elementary school, the District replaced all of its classroom printers and scanners with bizhub C35 Color All-in-one Printers. Teachers can now print or scan in color from one device. The added color capabilities allow teachers to enhance the educational experience for younger students. The ability to scan in color and display images on the interactive whiteboards reduced the need for printed materials. Equally important, by eliminating one device in the classroom, the IT department improved network capabilities, electrical use and reduced the number of cables needed in each class.

With the VMWare View environment and Equitrac, Briarcliff students and staff are able to print documents from any desktop computer, laptop, tablet, or mobile phone to a bizhub MFP. Students can print homework, assignments or even club fliers at home and retrieve them at one of the school bizhub MFPs the next day. This ensures that all students have equal access to printing capabilities.

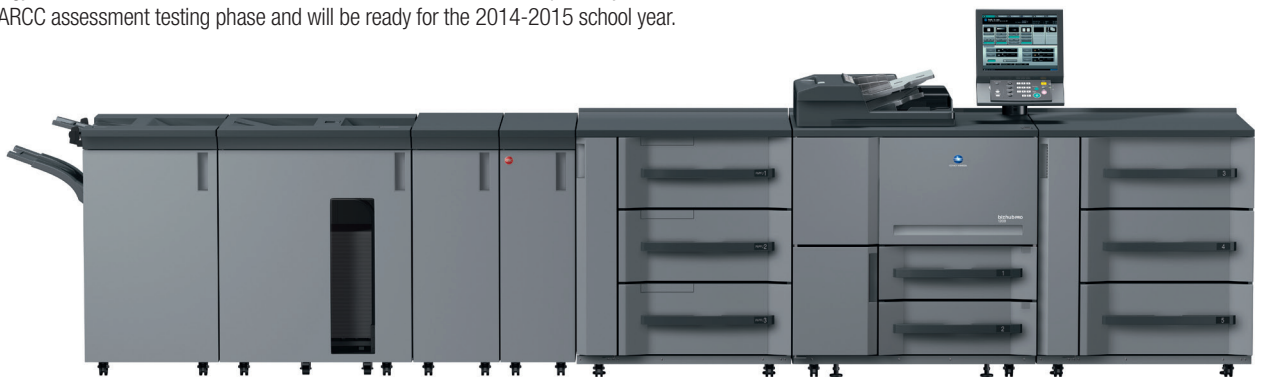
The new virtual environment and integrated print and imaging strategy allow Briarcliff to provide staff and students greater access to technology resources both inside the classroom and from home. More importantly, the District is now ready to begin the PARCC assessment testing phase and will be ready for the 2014-2015 school year.



bizhub C754



bizhub C35



bizhub PRO 1200



KONICA MINOLTA

About Konica Minolta

Konica Minolta Business Solutions U.S.A., Inc. is a leader in advanced document management technologies and IT Services. The company focuses on complete business solutions including production print systems, digital presses, multifunctional products (MFPs), managed print services, vertical application solutions and related services and supplies. Konica Minolta has won numerous awards and recognition including being recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys for six years in a row. For the third consecutive year, Buyers Laboratory LLC (BLI) has named Konica Minolta as the winner of its "A3 MFP Line of the Year" award. In 2012, Konica Minolta also received "Document Imaging Solutions Line of the Year" recognition from BLI – and has been named to the Dow Jones Sustainability World Index in recognition of the company's economic, environmental and social performance. For more information, please visit www.CountOnKonicaMinolta.com and follow Konica Minolta on Facebook (@Konica Minolta Business Solutions U.S.A), YouTube (@KonicaMinoltaUS), and Twitter (@KonicaMinoltaUS).