Case Study: Bow School

Bow School is a thriving, inclusive secondary school and Sixth Form College in the heart of East London. With approximately 1300 students attending, the school provides the highest-quality provision and offers a rigorous focus on academic achievement, supported by an outstanding pastoral team and state of the art facilities.

Case Summary

Name: Bow School
Location: East London
Sector: Education

Challenge

- Budget restraints
- IT challenges
- High-cost of printing and energy usage
- Staff Time constraints
- Paper waste
- Lack of print flexibility

Solution

- Epson fleet
- Papercut MF

Benefits

- Significant cost savings
- BYOD printing available to students
- Reduction in energy usage with heatless technology
- Significant reduction in wastage
- Time saving

Overview

Bow School have been a long-standing customer of ASL for around 8 years. Onyeka Ebiegbe has been the school's Head of IT for 5 years. In his previous experience at other schools, a managed print supplier was not used, and he notes the significant difference of having that support from ASL. "When it comes to ordering ink, with ASL it's much more manageable and we can actually just forget about it," comments Onyeka. "It's much less of a headache fixing the printers as well and not having to find parts." The school was reaching its end of lease and Onyeka was dealing with multiple print suppliers, as well as ASL, to find the right solution for them.

The school's immediate objective was to find a new solution that improved some of their workflows, save on costs as well as support the schools environmental commitments.

Sustainability and protecting the Environment is highly important to both Staff and Pupils at Bow School. To demonstrate this, Pupils designed a 55ft street Art depicting the global climate crisis, reinforcing the need for change. The senior leadership team wanted a print solution that aligned with their value and has minimal impact on the environment.

The school runs a reprographics facility, decentralised MFD's as well as desktop printers. In total there were 70+ assets that needed to sit in a managed infrastructure.

One of the IT staff members based in the school's print room was apprehensive about changing the current fleet of devices after the previous fleet becoming second nature. There were concerns that replacing the whole fleet would lead to usability issues.

The primary focus of the school was easy user adoption across staff and students, a scalable offering that was future proof and with a simple interface across all assets.

Solution

ASL proposed an Epson solution with Papercut software. The professional services team configured the solution and provided a demonstration of the products to each of the school's IT professionals. Onyeka noted that no other supplier provided a demonstration to the school to the extent that ASL did, and he explained that showcasing the products in detail helped them to make the best decision for the school.

"We chose ASL because of the good working relationship and their competitive quote".

Onyeka, Bow School

The fleet of Epson devices further aligned with the school's environmental commitments, and Epson's heat-free inkjet technology provided a reduction of **90.2%** in CO_2 emissions and **83%** less energy compared with the previous installation of laser devices. It also provided a reduction of **49.4%** in printer supply changing and subsequent time saved changing them.

Papercut MF print management software was embedded into the Epson devices, providing the school with Find Me Anywhere Printing so that print jobs can be sent to a virtual print queue and could be released from any device.

This asset range also allowed for desktop print-only devices to be changed to full flight MFD assets. This provides the school with a significant uplift in printing,

copying and scanning across all areas of the campus. All of the workflows are now controlled via a rules-based printing methodology created together by the schools IT team and ASL. This is significantly more cost and waste effective, which further aligns with the school's sustainability direction.

The Papercut software's simple interface, coupled with ASL's customer training, made it easy for staff and students, many with basic technical experience, to adapt easily to the new brand of devices.

"I was expecting a headache with the delivery and was delighted with the experience of delivery. It was such a big job to take away all the printers and copiers and installing them all over the course of two days. The whole experience was quite positive."

Onyeka, Bow School

Benefits

After the installation, Mike Oddell, Solutions Support Specialist at ASL, provided a follow-up visit and consultation with the school to make sure everything was working as it should be.

Despite being apprehensive at the start, the print rooms IT support staff adapted very quickly to the new fleet of Epson devices. There were an initial few calls at the start logged through Papercut but they adapted quickly and were pleased with the training ASL provided and the ease of the Epson devices.

It has also been noticed that due to the drastically increased ink yield of the Epson devices the school is saving nearly 50% in time from changing print supplies.

"We chose the Epson devices because of the environmental impact. The fact they run more cost-effectively for the school was another deciding factor as well as the way it utilises the ink, which was much more effective."

Onyeka, Bow School

Here is a list of the key benefits noticed in the school:

- Savings with low-cost hardware and software
- Significant reduction in wastage
- There are no complaints from relating to usability issues
- Documents are no longer left on the device using secure release
- Reduced number of support tickets
- Reduction in paper jams
- Ongoing support from ASL Group

Visit asl-group.co.uk for more information.

making work flow

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