



School District Cuts Costs with Complete Imaging Solutions

Fonda-Fultonville
Central School District

A school district saves money and resources by leveraging document management technology.

CANON SOLUTION CASE STUDY

CANON SOLUTIONS

Canon imageRUNNER® ADVANCE MFPs with uniFLOW and imageWARE® Document Server

GENERAL OVERVIEW

Fonda-Fultonville Central School District includes kindergarten through Grade 12 and has approximately 200 employees. Nestled at the base of the Adirondack mountains in the town of Fonda, New York, the district is comprised of one 285,000-square-foot building that serves approximately 1,500 students. For more than eight years, the district has been running exclusively on natural gas and is scheduled to add photovoltaic cells to produce more energy in the near future. The original one-room schoolhouse on which the district was founded is still located on the property and is now a museum for visitors to explore.

This case study describes the challenges faced by the school district and how it was able to achieve its goal of reducing costs by consolidating devices and leveraging Canon document management technology.





CUSTOMER ISSUES

Fonda-Fultonville Central School District faced many challenges with its print production. This stemmed from having a multitude of unconnected and unmanaged devices comprised mostly of single-function inkjet printers, copiers, and fax machines. The district had no scanning capabilities or color-capable equipment, and it lacked the ability to limit or control costs related to copying and printing.

The district recognized the need to achieve significant cost-savings, increase employee productivity, and reduce waste. But this meant more than just obtaining new hardware and connecting all the devices to a network. It also meant adding software to monitor and control print services as well as solutions for effective output management, including reporting, statistics, rules-based routing, and secure printing.

The district also needed to implement a budgeting system to minimize overages and establish user authorization controls. The goal here was to meet security requirements that would help prevent unauthorized usage and tampering of all systems. This included leveraging the use of existing proximity cards with card readers for the purposes of easily authenticating approved system users.

Mr. Carey Shultz, District Treasurer, stated, "Change in any public school district is extremely difficult. The copier contract and logistics of printing/copying had been the same for almost 20 years. To introduce a completely different setup, both on the hardware and software sides, was going to be no easy task."



Existing proximity cards became part of the solution.



CANON SOLUTION OVERVIEW AND COMPONENTS

Working with Canon, the district implemented a managed document solution that included the following components:

- imageRUNNER ADVANCE multifunction devices—a total of 13—all with duplex and full-color scanning and printing capabilities
- uniFLOW output management software, to provide a print analysis and reporting solution that allows accurate measuring of usage and cost by user, workgroup, or department
- one imageWARE Document Server, to act as a repository for all financial and student records

Fonda-Fultonville Central School District was able to eliminate dozens of outdated, cost-intensive, single-function units and replace them with fewer, more efficient multifunction devices. Users now have easy access to faxing, printing, copying, and scanning through strategically placed machines.

With uniFLOW, the district is now able to manage and control print jobs to maximize productivity and minimize expenditures. Working in conjunction with proximity card readers, the software is used to authenticate and assign specific cost allocations to individual users and implement specific or role-based profiles on each device, ensuring appropriate usage as well as reduced overages. For example, students may be restricted to printing a certain number of pages and only in black and white while teachers and support staff may have access to color printing and other features.

Additionally, the uniFLOW Secure Print module supports user mobility while helping to reduce waste and protect information. Documents are held in a secure print server until users authenticate themselves at the networked printer of their choice, anywhere on campus.

Implementing imageWARE Document Server (iWDS) document management solution has provided the district with a repository for all financial and student records for use by the business office and Pupil Services Department. With this capability, users can now scan documents from an imageRUNNER ADVANCE device and send them to the iWDS Server for storage via FTP. Leveraging OCR (Optical Character Recognition) technology and full text search capability, the district can easily retrieve documents quickly and securely.

“The switch to all Canon products has been one of the best decisions the district had made this year.”

*Carey Shultz, District Treasurer
Fonda-Fultonville Central School District*



imageRUNNER ADVANCE 8105



SUMMARY

Soon after the installation of the devices and solutions, the new software proved its value. A teacher contacted the business office and stated that he was unable to print, and a pop-up message was telling him that he had a zero balance left in his budget. After generating a quick report, it was determined that the user had exceeded his monthly budget and was prevented from making any further copies or prints. The teacher was given a small amount of overage until the end of the month, when his budget would be reset automatically along with those of all the other faculty members. Mr. Shultz declared, "The new system works perfectly."

Working with Canon, Fonda-Fultonville Central School District created a new document management strategy that resulted in increased efficiency and lower costs. The district was able to implement programs that are designed to reduce waste and have a positive impact on the environment while also controlling costs more easily. Said Mr. Shultz, "The switch to all Canon products has been one of the best decisions the district has made this year."

As a result, over the next five years the district expects to realize a minimum savings of \$256,000 through the new hardware contract alone. Then add in the projected savings of \$219,000 expected from the budgeting and output control software, and the total savings for this time period could reach nearly half a million dollars!



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