

K-12 Education Case Study



INSTITUTION	Poway Unified School District
EDUCATION SEGMENT	K-12 Education
PRODUCTS	Digital Color & Mono Printers C6100n, C5500, C7550n, C7350n, C7550hdn, B6300n, B4100, B4250, B6200
NEED	Improve the quality of education by deploying cost-effective print technology solutions Ensure a vendor partnership that provides the highest level of pre- and post-sales consulting and tech support
SOLUTION	Color and mono printers in 34 schools throughout school district renowned for its advanced technology Instructional aid collateral and school communications templates for enhanced learning experience Unparalleled partnership and after-sale service and support



B6300n



C6100n



C7550hdn

Case Study

CUSTOMER BACKGROUND

Poway Unified School District is recognized as one of the leading technology school districts in the nation, and the third largest school district in San Diego County. Poway USD operates 34 schools, employing more than 1,600 teachers and serving approximately 33,000 students, from the elementary level to a continuation high school. The teachers in the District are extremely creative in how they utilize technology to enhance the teaching and learning experiences, and improve students' overall motivation in the classroom. Poway USD utilizes more than 7,500 computers throughout its schools.

INSTITUTION

Poway Unified School District

EDUCATION SEGMENT

K-12 Education

THE CHALLENGE

Poway USD required color and monochrome printing for both high-quality-output in the classroom and back-office use. As one of the nation's most technologically-advanced school districts, they continually strive to enhance school communications and enrich the educational processes. Poway USD was interested in ensuring budget equity across all schools for maximum efficiency, and sought a vendor partner that was equally committed to technology and education-specific solutions; one that could fulfill all of the School District's unique needs. In addition to the solutions, Poway USD was searching for a vendor that would act as a true partner, from engagement to day-to-day account management, and the highest level of after-sale service and support.

THE SOLUTION

OKI Printing Solutions engaged Poway USD with its expertise in the K-12 education segment, offering product and education-centric solutions designed to increase performance in the classroom and improve back-office productivity. After collaborating with the School District on their comprehensive print document needs, OKI Printing Solutions recommended color and monochrome printers from its full-line of products that would prove cost-effective, reliable and easy-to-use in all schools throughout the district.

Poway Unified School District employed the C6100 Series of digital color printers together with the School Power Pack from OKI Printing Solutions. The C6100 Series features High-Definition Color technology, enabled by digital LED and Single Pass Color™ technology, providing high-quality output and banner-printing capabilities. The School Power Pack offers ready-to-use, customizable school communications templates, as well as instructional aid collateral in color for a variety of subjects, allowing teachers to print on-demand and better engage students in the learning process.

Most importantly for Poway USD, the OKI Printing Solutions partnership provides a level of service and support that the School District had not experienced with its previous vendor. For the first time, they experienced a true vendor partnership with unprecedented technology and sales support.

CONCLUSION

OKI Printing Solutions' commitment to make its partners "feel like a customer again" fueled Poway Unified School District's decision to implement its print technology solutions throughout the high-tech San Diego County school district. OKI Printing Solutions' commitment to technology advancement to meet the specific needs of the K-12 education segment has enabled Poway USD to maximize efficiency with cost-effective and easy-to-use print technology solutions throughout the district. Poway is experiencing a true vendor partnership, with unparalleled service and support that is helping the schools in the district inspire and improve academic performance within their technology budgets.

"We were most interested in finding a vendor partner that offered printing solutions we could implement across the entire school district. OKI Printing Solutions understands the unique needs of the K-12 education segment, and provides solutions that improve the quality of students' education that are easy-to-use and integrate from an administrator perspective. The level of support we've received has been critical and the relationship has proven beneficial to the School District."

Robert Gravina, Chief Technology Officer, Poway Unified School District

OKI[®]
PRINTING SOLUTIONS