

Staffordshire Building Society Makes Astute Investment in Kyocera Mita Printers



A building society that prides itself on its financial astuteness, reliability and flexibility has to ensure that it practices what it preaches. That's why, when looking for a partner to meet the company's printing requirements, Technical Services Manager Simon Wheway had a clear idea of the quality of the products he was looking for. Here he explains how the Staffordshire Building society has benefited from its partnership with document imaging specialists Kyocera Mita...

The Staffordshire Building Society is a mutual building society dedicated to serving the needs of members within its community. It is committed to the provision of competitively priced products that are consistently better than those offered by the majority of its competitors, as well as to the provision of quality service and reliable advice. The Building Society has 41 branches and agencies in the Midlands.

The Challenge

The Building Society first began to assess its printing requirements in 1996 with the refurbishment of its branches. At that point Technical Services Manager Simon Wheway saw an advertisement for Kyocera Mita products in a computer trade journal and decided to take them forward for evaluation. "I was impressed by the low total cost of ownership and robust build of the Kyocera Mita printers and we decided to equip all the branches with them. We quickly found the printers to be reliable and cost-effective."



"Following the branch refurbishment and successful implementation of the Kyocera printers we reviewed printing in the Society's Head Office. We were experiencing high running costs for laser printers in Head Office and because there was no consistency in the make or configuration of the machines which we were



using we were experiencing compatibility problems. In 1997, to overcome these issues, we installed a number of Kyocera FS-1700s and FS-3700s and decommissioned all other laser printers. Again we were very happy with the Kyocera printers."

In 2001 the Society installed Microsoft Windows 2000 and at the same time undertook a strategic review of its hardware and suppliers culminating in nearly all computer hardware being replaced. As this was a much larger installation, including all branches and the Society's Head Office in Wolverhampton, Simon decided to evaluate the products of two printer vendors to ensure that the most appropriate solution for the new infrastructure was selected: "We were pleased with the Kyocera Mita printers that we were already using, so we decided to evaluate these against products from Hewlett-Packard in order to make our decision."

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Technical Services Manager
Staffordshire Building Society

Overview

Organisation Profile:

- The Staffordshire Building Society is a mutual building society dedicated to serving the needs of members within its community. The Building Society has 41 branches and agencies in the Midlands

Challenge:

- To overcome previous compatibility problems with laser printers with an installation across all branches and Head Office
- Enable easy management of printer fleet by IT and easy maintenance of printer units by users
- Minimise print costs

Solution:

- The potential cost savings plus the reliability that the Building Society had already experienced from Kyocera Mita products convinced Simon Wheway to decide in their favour
- FS-1800TN and FS-3800TN printers were installed throughout the company

Benefits:

- Toner cassettes are very easy to change, which means that users are able to carry out routine maintenance themselves
- Printing costs and environmental impact are minimised thanks to Kyocera Mita's unique ECOSYS technology
- The entire printer fleet can easily be monitored with Kyocera Mita's remote management software KM-Net Viewer, which provides fault diagnostics



Low Running Costs

Simon was particularly concerned with keeping the running costs of his printer fleet as low as they had been over the last few years and here the Kyocera Mita products had the advantage. Comparable printers from other vendors incorporate the drum and developer into the toner cartridge, meaning that every time the toner runs out you have to replace everything that is mechanically clever about the printer - a costly exercise that is akin to having to buy a new engine each time your car runs out of petrol. All Kyocera Mita printers incorporate ECOSYS long life drums and developers into the machine itself. This means that the only consumable is toner, which comes in an easy to insert, no-mess cassette that is far less costly than a complex toner cartridge.

The Solution

The potential cost savings plus the reliability that the Building Society had already experienced from Kyocera Mita products convinced Simon Wheway to decide in their favour. Subsequently, a printer fleet consisting of 95 FS-1800TN printers and FS-3800TN printers was installed throughout the company.



Both printers are supported by a two year return to base warranty and have comprehensive upgrade options. The Staffordshire Building Society has enhanced its printer fleet with extra output trays to cope with heavy usage, and duplex units, which allow the company to reduce the amount of paper used by enabling double-sided printing.

Unrivalled Ease of Use

The usability of the FS-1800TN and FS-3800TN have been a key factor in making Simon Wheway's life easier: "The toner cassettes are very easy to change, which means that users are able to carry out routine maintenance themselves. The machines are also reliable so we don't have to spend a great deal of time troubleshooting. Furthermore, we can monitor the entire printer fleet easily with Kyocera Mita's remote management software KM-Net Viewer, which provides fault diagnostics."

The Staffordshire Building Society now has a homogenous, highly functional printing solution across its network of branches. "The cost savings and reliability we have experienced from Kyocera Mita products have been very satisfactory, and it's good to know that we are helping to preserve the environment too. I envisage our partnership with Kyocera Mita continuing as our printing requirements increase." Concludes Simon Wheway.

For more information on the Kyocera Mita product range please visit <http://www.kyoceramita.co.uk/products>

The FS-1800TN is a robust, highly functional 16 page per minute mono printer with full network capability. It delivers crisp 1200 dpi output and is ideally suited to small to medium -sized workgroups such as those found in the Staffordshire Building Society's branches. The FS-3800TN speeds things up, printing at 24 pages per minute with a time to first page of under 9 seconds. The FS-3800TN has a standard memory of 16MB and a maximum monthly duty cycle of 100,000 pages. It is specifically designed to support larger workgroups with high printing demands, such as those at the Staffordshire Building Society's headquarters.



Businesses nowadays want it all: productivity-enhancing innovation, workhorse reliability and digital functionality. With the joint development and merging of technologies between Kyocera Corporation and Kyocera Mita, we are able to develop innovative products that will satisfy your needs more efficiently than ever before.