

## King Edward VI School makes educated printer choice



King Edward VI School in Bury St Edmunds was founded more than 450 years ago as a grammar school for boys. Now co-educational, the school has more than 1300 students including 340 in the Sixth Form and 90 staff members. Information and Communications Technology is taught throughout the school and it has well equipped computer rooms and cluster areas. When looking for printers for the students to use the Senior ICT Technician, Stuart Whiting, knew that reliability, speed and low cost were all key requirements. He explains how Kyocera provided what he was looking for...

"We were looking to procure a fast printer that could serve the 28 PCs in our primary computer room. We needed a machine that could cope with text and graphics equally well in order to print out the various assignments that our students undertake. It also had to be robust, to cope with the rigours of the classroom environment."



Stuart had become aware of Kyocera thanks to its eco-friendly advertisements and decided to evaluate an FS-3700+ printer. "It was an excellent printer for the task - fast and reliable", says Stuart.



"We were encountering problems with processing speed as many of the documents printed by the students are graphic-intensive. The FS-3700+ coped with our test prints admirably and we decided to standardise on Kyocera."

Reducing the cost of printer consumables was also an important aspect of Stuart's decision to choose a Kyocera printer. Kyocera printers use a revolutionary cartridge-free technology called ECOSYS. Most other printer manufacturers include the drum element of the printer in the toner cartridge, meaning that it is replaced each time the toner runs out. This is akin to replacing your car's engine every time it runs out of petrol. In Kyocera printers the drum is long life and part of the printer itself, meaning that the only consumable is toner. This vastly reduces the cost of replacement toner cassettes. It also means that the toner cassettes can be made of just one type of plastic that can be safely incinerated without causing noxious gases. This reduces the chance of the cartridges ending up in landfill sites and causing a problem for future generations.

The FS-3700+ has a cost per page of just 0.3 pence per mono page at 5 percent coverage. This compares very favourably with similar printers from other manufacturers, many of which cost more than a penny per page - more than three times the cost per page of the FS-3700+. Stuart explains: "I wanted low consumables costs, and there weren't many other companies in the race! I was also keen to minimise any disruption associated with changing suppliers and Kyocera's products, with their easy installation, network compatibility and common driver interfaces, represented the most risk-free strategy. The FS-3700+ and all the subsequent printers that we have purchased from Kyocera have proved cost-effective and reliable."



*"We will continue to purchase Kyocera printers as the need arises... the low cost of ownership, reliability, manageability and support of the machines means that there's simply no reason for us to change."*

Stuart Whiting  
Senior ICT Technician  
King Edward VI School

### Overview

#### Organisation Profile:

- King Edward VI School in Bury St Edmunds was founded more than 450 years ago as a grammar school for boys. Now co-educational, the school has more than 1,300 students including 340 in the Sixth Form and 90 staff members.

#### Challenge:

- The college required fast, efficient and above all low cost printers for its computer rooms and general printing.
- The printers had to be robust enough to cope with a classroom environment and capable of supporting the assignments that the students carry out.

#### Solution:

- After reviewing the options available, the school selected Kyocera's FS-3700+ with its consumable cost per page of just 0.3p
- The school now has 23 network printers and 6 local printers which are used by everyone in the school.

#### Benefits:

- The low cost of ownership, reliability, manageability and support associated with Kyocera printers has been of great benefit to King Edward VI school.
- Kyocera's use of a single KX driver for all products means that network management is comprehensive and easy.



Kyocera is so confident that its products represent the most economical available that it offers a unique money back guarantee. If users changing to ECOSYS printers from a competitor's product don't save money on consumables,

as the need arises," says Stuart. "The low cost of ownership, reliability, manageability and support of the machines means that there's simply no reason for us to change."

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

Kyocera will refund the price of the printer and the user can keep it for free. This means that there is no financial risk associated with changing to Kyocera products.

King Edward VI School now has 23 network printers and six local printers that are used by all students and members of staff in the school. "The Kyocera printers have proved very satisfactory," says Stuart. "On the occasions that I have found it necessary to contact the technical support team I have found the service to be very good once the nature of the problem has been identified."

Stuart has also been impressed by the ease with which the school's range of printers can be managed: "In any network environment management is all-important. Using a common interface to manage all the printers is key." Kyocera's printers all use the same KX driver, enabling the use of KMNet Viewer, guaranteeing ease of use and management.

The school has recently purchased three FS-8000C colour laser printers, installed in the art and technology departments. The machines have proved to be fast, providing high quality prints.

King Edward VI School will be using Kyocera printers for the foreseeable future: "We will continue to purchase Kyocera printers

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.

