

Kyocera Printers Prove an Education for Network Manager



Network Manager Roy Morden only learned about Kyocera printers by chance when he went to work for an organisation that already used them. He was so impressed by the ease of use and low running costs of the machines that he decided to install them when he moved jobs to King Edward VII and Queen Mary School in Lancashire. And as for the new Kyocera A4 colour printer - he thinks it's better than Carlsberg!...

"Until I started work at my last post I had never heard of Kyocera Mita. Most of my printer experience was with HP or Epson products. At this organisation all the locally attached printers were 6 page per minute Kyocera FS-600s and they performed effectively and reliably enough to warrant the purchase of some Kyocera workgroup printers - namely an FS-1750 and an FS-3750. Always keen to ensure that our hardware is operating cost-effectively, we monitored these products for performance and running costs. We found that in comparison to the other workgroup printers the running and maintenance costs of the Kyocera printers were nearly half that of the other models. In conjunction with the free additional year's warranty that is standard with Kyocera products and the 3 year drum warranty it soon becomes apparent that not only is the total cost of ownership of Kyocera printers much lower, but that the time needed to set up the printers (whether using the front panel or the free network software that comes with the machines) and maintenance is minimal.



"Over the past four years we had expanded from having a few personal Kyocera Mita laser printers to standardising on Kyocera Mita printers across the whole site. The only gap in the range was in colour printing. At the time we were looking for a colour printer the only one available from Kyocera Mita was the FS-8000C, but as we didn't need A3 capability we couldn't justify buying one - if only there had been an A4 version available at the time!

"Three months ago I took up my current post at King Edward VII and Queen Mary School, an Independent school in Lytham for pupils aged 2 to 18. A new building project was near completion and this would house the main network infrastructure. As part of the build process I ordered Kyocera FS-3800's for every classroom. While placing this order I was informed by Nathan Maskell of our suppliers XMA Ltd that a new Kyocera colour printer had just been launched. After reading the specifications I ordered one and it was installed on the network the day it arrived.

"The first morning the FS-C5016DN was on line the school's new Principal enquired into our printing capabilities. Together we produced the printed bid for a large amount of sponsorship funding that is very important to the school. The brochure comprised of a cover sheet containing a full colour photo, a text introduction and the handouts produced from a PowerPoint presentation. The first thing that struck me was the print quality - flawless at Fast1200dpi. The colour matching was the closest I've ever seen and it I feel it would be indistinguishable from a professionally produced copy - at a far more affordable cost.



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Roy Morden
Network Manager
King Edward VII and Queen Mary School

Overview

Organisation Profile:

- The King Edward VII and Queen Mary School is an Independent school in Lytham for pupils aged 2 to 18. A new building project was near completion and this would house the main network infrastructure.

Challenge:

- As part of the build process Kyocera FS-3800's were ordered for every classroom but a requirement for A4 colour soon came up.
- The college required fast, efficient and above all low cost colour printers.

Solution:

- After reviewing the options available, the running and maintenance costs of the Kyocera printers were nearly half that of the other models

Benefits:

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

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About the FS-C5016N

The single-pass FS-C5016N prints in full colour at a speedy 16 pages per minute and leads the field with a colour consumables cost per page of just 3.24p and mono of only 0.76p. This low mono cost per page means that the FS-C5016N is ideal for replacing standard workgroup mono printers, with the added bonus of cost-effective colour printing. The FS-C5016N has network connectivity as standard so users can get it up and running in the shortest possible time, and start reaping the benefits of Kyocera Mita's unique ECOSYS technology. The FS-C5016DN is also available, with Duplex capability to enable double-sided printing.



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



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About XMA:

XMA is a leading supplier of IT products and services. XMA has been in the business of supplying IT products and services for almost 20 years. Today, with a turnover in excess of £200 million, the company is supplying more products to more customers than ever before. Its basic philosophy of supplying quality products and services cost effectively, combined with knowledgeable friendly staff ensure that its customers obtain the best possible value for money. XMA has been working with Kyocera Mita for 10 years to provide high quality, low running costs document imaging devices.

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.

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