



KONICA MINOLTA

OUR EDUCATION PARTNERS TELL US HOW WE ARE DOING



YOU

WANT INSPIRED
STUDENTS,
DEDICATED TO
THE PURSUIT OF
EXCELLENCE

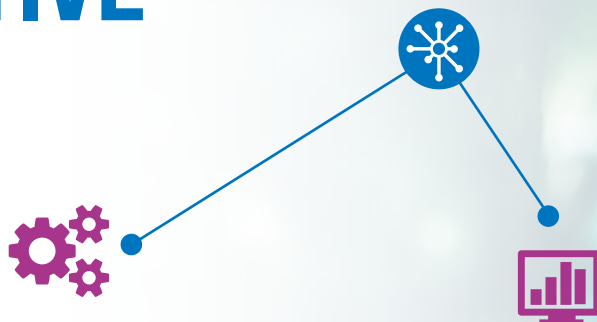
WE

OFFER SIMPLE AND
EFFICIENT SOLUTIONS
FOR COLLABORATION,
ENGAGEMENT AND
FLEXIBILITY

Giving Shape to Ideas

OPTIMISED END-TO-END
BUSINESS SOLUTIONS

MAKING EDUCATION EFFICIENT AND COST EFFECTIVE



**"THE SAVINGS REALISED SO FAR
ARE APPROXIMATELY £14K PER
ANNUM RENTAL AND SERVICE"**

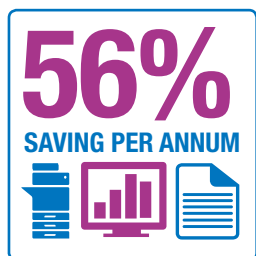
Sarah Hartley
The Brakenhale School

BELMONT COMMUNITY SCHOOL

At time of severe financial pressures for all schools every penny counts. At Belmont Community School we are very pleased with the significant savings we have been able to make by moving to Konica Minolta through the RM3781 Framework, realising a 56% reduction in costs equating to approx. £30K per annum.

These savings allow us to continue with key educational initiatives that would otherwise have had to be scrapped affecting the quality of education. The financial benefits have been matched by logistical ones; with a brand new copier fleet that is more efficient in terms of staff time too!

Paul Marsden
Headteacher



AYLESHAM PRIMARY SCHOOL

Aylesham Primary School has had Konica Minolta machines in school for many years.

The main reasons that we continue to have Konica Minolta machines are:

- Part of the KCS Photocopier/MFD Framework Agreement
- Cost effective pricing
- Staff familiarity
- Excellent response times to engineer callouts and requests for supplies

In September 2017, the school moved into a new building and received excellent support in ensuring that the Konica Minolta equipment was moved safely and securely during a very busy period.

THE BRAKENHALE SCHOOL

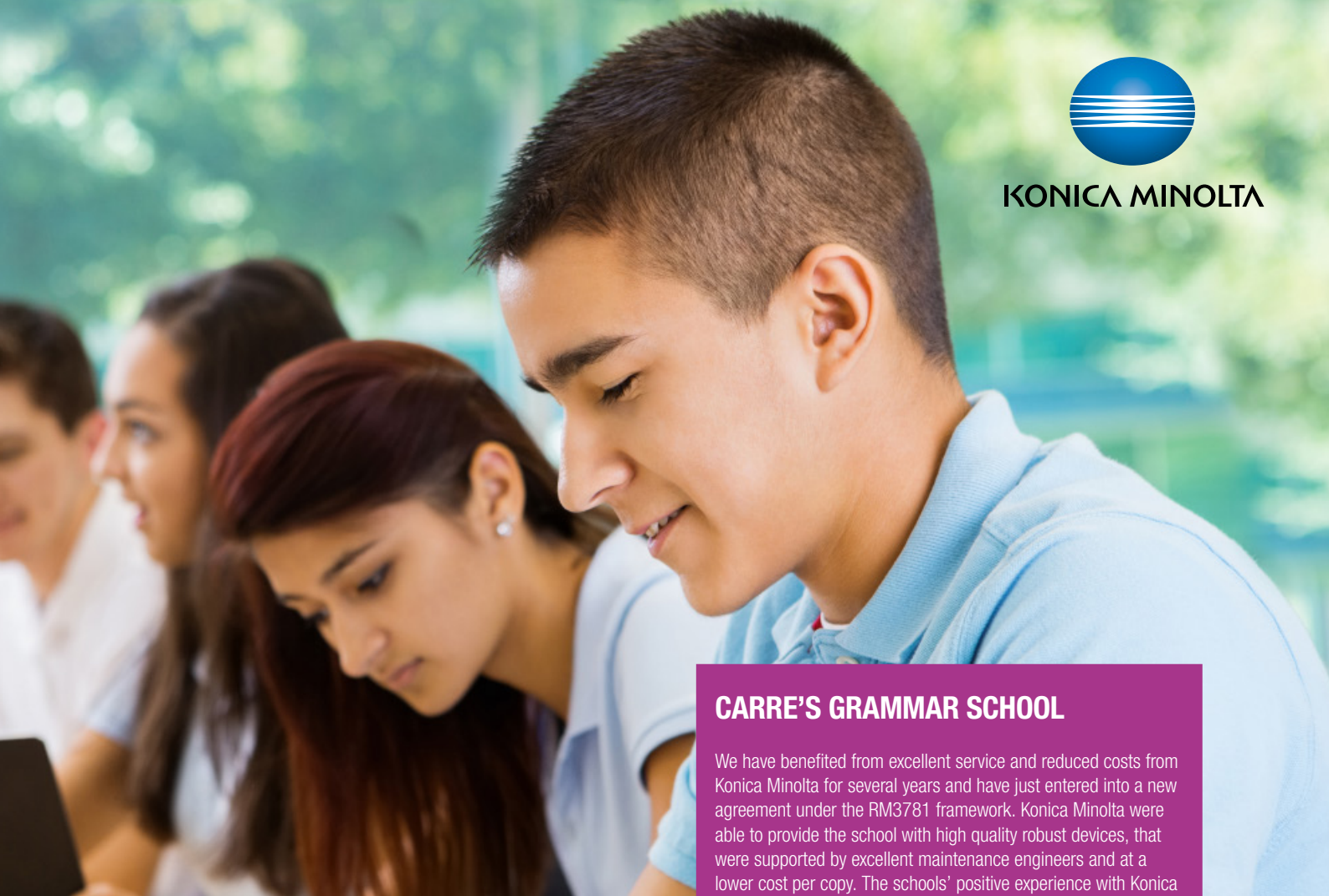
We have found Konica exceptionally easy and friendly to deal with, always happy to help and talk through ideas and issues, and helpful in resolving problems.

The MFDs that we have installed are very reliable, with extensive functionality, and we have received excellent service from the engineers when we have had to call them in. The savings realised so far are approximately £14K per annum rental and service

Sarah Hartley



KONICA MINOLTA



BROOKE HOUSE COLLEGE

My dealings with Konica Minolta were very professional and the service and communication from the outset made the process from information gathering, decision making, ordering and delivery coordination run very smoothly. The installation ran like clockwork. This was a challenge, as we have logistical and environmental complications with being on multi sites, in a busy town centre. Once installed, the set up was quickly and efficiently carried out, by the team who ensured that all the printers were operational before they left. The on line information and support was really helpful for us to roll out the details to staff and get everyone familiar with using the new machines. We have had very few call outs in the months since the installation and the machines are reliable and easy to use. Very happy with all stages and aspects of the project with Konica Minolta.

Marie Black
Business Manager

**"THE MACHINES ARE RELIABLE
AND EASY TO USE. VERY HAPPY
WITH ALL STAGES AND ASPECTS
OF THE PROJECT"**

Marie Black
Business Manager

CARRE'S GRAMMAR SCHOOL

We have benefited from excellent service and reduced costs from Konica Minolta for several years and have just entered into a new agreement under the RM3781 framework. Konica Minolta were able to provide the school with high quality robust devices, that were supported by excellent maintenance engineers and at a lower cost per copy. The schools' positive experience with Konica Minolta lead to the recommendation that Kesteven and Sleaford High School enter into a similar agreement after they joined the Robert Carre Trust.

Following the expiration of the original agreement, we were happy to enter into a new one that included using PaperCut MF to effectively manage both printing and copying across the school. Feedback for the new PaperCut MF system has been positive and has already enabled us to highlight areas of excessive usage. I wouldn't hesitate in recommending Konica Minolta to other schools that require a well managed, low cost solution.

Nathan Bowes
ICT Services Manager

CONNAH'S QUAY HIGH SCHOOL

Connah's Quay High School have been dealing with Konica Minolta for over 17 years, in that time we have used the RM450, RM1599 and now the RM3781 and each time the school has made substantial savings on both the rentals and copy costs. I am more than happy with the service we receive from them. Our Account Manager is always at the end of the phone if needed and any queries are quickly sorted. The machines are excellent they must be as we have 12 of them throughout the school with the smaller copiers being used by the learners.

Caroline Wright
Senior Resource Technician

OPTIMISED END-TO-END
BUSINESS SOLUTIONS

MANAGE YOUR PRINTING AND REDUCE COSTS

CRICKHOWELL HIGH SCHOOL

Crickhowell High School back in 2016 went through a closed procurement cycle utilizing the photocopier leasing/procurement scheme offered under the National Procurement Service system and Crown Procurement Service scheme. Out of the three suppliers selected, and the incumbent, based on price and service received by Konica during this period they were the chosen supplier.

During this deployment we opted for Papercut to manage the tick counters, and we successfully rolled this out over the Summer holiday in 2016. All printers were attached to the papercut system allowing us to centralise the procurement and manage resources more efficiently across the campus.

Papercut gives organisations the ability to manage their photocopying by enabling individual departments/individuals to see immediately the funds available to them prior to commencement of a particular copying task. Papercut allows us to reduce costs but automatically cancelling repeat jobs within 30 seconds.

After 6 months we went into discussion with Konica Minolta about a archiving solution which would allow us to digitize our student records, storing this information on a secured Microsoft Office 365 Sharepoint site. Konica came back with an acceptable solution, which also indexes this content for faster access. This solution, which couples with the Konica MFPs, allows for quick scanning and archiving of records, which is still ongoing.

I would strongly recommend Konica for any Powys School's printing and reprographics needs.

Nick Brown
Business Manager

**"I WOULD STRONGLY
RECOMMEND KONICA FOR ANY
POWYS SCHOOL'S PRINTING AND
REPROGRAPHICS NEEDS"**

Nick Brown
Business Manager

LANDSCOVE PRIMARY SCHOOL

We are a newly formed Multi Academy Trust of six rural primary schools who had a variety of contracts in place with a number of suppliers. As part of our drive for Value for Money, the provision of photocopiers across the Trust were reviewed and quotes received from providers named on the RM3781 framework and local suppliers. Konica Minolta offered the best deal financially after listening closely to the needs of the Trust resulting in a 30% reduction in our annual printing costs. The installation was seamless with both the account manager and engineer on hand to offer help and assistance and I would thoroughly recommend Konica Minolta in any future photocopier considerations.

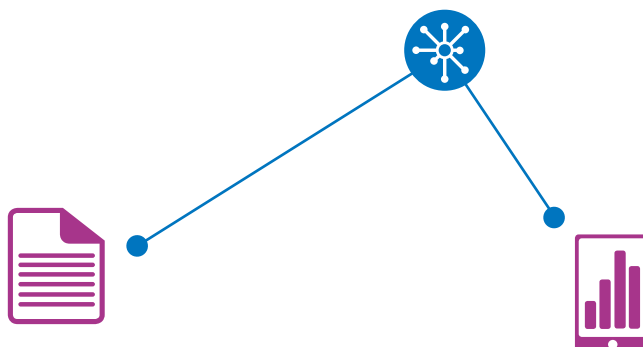
M J Matthew
Trust Business Manager

MELLERS PRIMARY SCHOOL

I can highly recommend Konica Minolta as a service provider to the education sector. We have been a customer of theirs for at least 12 years, they have guided us through a wealth of options over these years with the sole purpose of supporting the school from a financial and best value point of view, ensuring that the school is equipped with copiers that are fit for purpose at the same time.

We recently renegotiated our contract to include a second networked copier for our recently built KS2 building. This actually reduced our price per copy enabling us to afford the second copier. We have two state of the art copiers that notify Konica Minolta remotely of meter readings and when toners are required, meaning that we never run out. The service provided when things occasionally go wrong is always quick, efficient and provided by friendly and professional engineers.

Melanie Holton
School Business Manager





KONICA MINOLTA

**"WE WOULD HAVE NO
HESITATION IN RECOMMENDING
KONICA MINOLTA AS A SUPPLIER
TO ANY ORGANISATION"**

Rob Arnold
Nottingham College

NOTTINGHAM COLLEGE

Nottingham College has been using the services of Konica Minolta for a number of years and would have no hesitation as recommending them as a supplier to any organisation.

The service back-up received after installation has been excellent with the online e-bizhub ordering and management system easy to operate and maintain.

The sales side of the organisation is particularly effective and efficient with our direct sales manager, being extremely knowledgeable in all aspects of product capabilities and contract pricing. His advice and expertise in helping create a highly successful in-house print unit together with a fully integrated multi-site network linked satellite MFD system has proved invaluable to the College.

Rob Arnold
Print Services & Procurement Manager

**OPTIMISED END-TO-END
BUSINESS SOLUTIONS**

**"LAST YEAR ALONE WE ALMOST
CUT OUR PRINTING COSTS BY HALF
SAVING A MASSIVE £31,000!"**

Dean Curtis
Shoeburyness College

HELPING THE STAFF AND STUDENTS FOCUS ON THEIR WORK AND STUDIES

SHOEBURYNNESS COLLEGE

In 2016 after being with our current printer vendor for a number of years we decided it was the right time to start looking at what other options were out there for us. Our main drive was too improve the printer hardware and software, fix times, and to reduce our printing budget. As a start point we used the very useful government framework RM1599. After visiting and speaking to all the companies we made a decision to go with Konica Minolta, and I am extremely pleased we made that choice.

Konica Minolta were very efficient and knowledgeable when it came to the delivery and installation of all our new printer fleet. The installation team was professional and were able to able to configure the solution exactly to our needs. We have now had the Konica solution in place for just over a year and are still very happy with the results. Not only have we been happy with the hardware but we have made significant savings, last year alone we almost cut our printing costs by half saving a massive £31,000!

Dean Curtis



NORTH KESTEVEN ACADEMY

North Kesteven Academy was delighted to renew its contact with Konica Minolta in July 2017 after several successful years. With over 1,200 students and 150 staff spread over a large site with a variety of buildings, any different device specifications were required and Konica Minolta managed to offer great options for our requirements.

The installation went very smoothly, with IT colleagues from the Academy and Konica Minolta working together well in advance. The actual delivery of the devices was done very professionally so that a number of devices were always available to users.

We have found that the use of the devices by both staff and students works extremely well and adds value to our work. Software employed to pull printing through and to send scans to email accounts works seamlessly every time.

To top this off, in terms of cost, Konica Minolta provided a solution well ahead of competitors and the Academy expects to save a five-figure sum in each year of the new contract in tandem with a product partner we know and trust – which is invaluable in the current climate.

Paul Allison
Head of Finance



KONICA MINOLTA

THOMAS AVELING SCHOOL

We have recently made the transition to a managed print solution with Konica Minolta through the KCS framework and have been exceptionally pleased at the cost saving that we have realised against our previous arrangement. Having compared market prices against other commercial enterprises, it was evident that the terms under the framework agreement were far more preferential than we would otherwise have been able to access.

We have used Konica equipment for many years for copier-based equipment and for us therefore the transition to incorporate a more rounded suite of print equipment has been comparatively seamless.

Whilst the facility is still in its relative infancy, significant cost savings however have already been realised against what was an annually increasing cost and savings will continue to accrue as the pricing points remain fixed for the duration of the contract.

Projections on cost against historical rates are expected to generate savings in excess of £20k per annum at current volumes. Across the contract term this equates to savings of over £100k.

The efficiency and flexibility of the equipment supplied under the contract is also much improved against the previous equipment and has taken some of the pressure from the central reprographic department and away from local desktop printing.

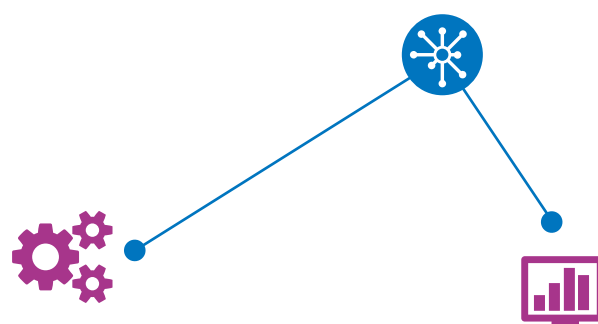
We are extremely pleased with the benefits to date and the efficiencies and benefits are confidently expected to continue and accrue to the further benefit of the school.

A.S.Rayner

Finance Director – FPTA Academies Trust

**"ACROSS THE CONTRACT TERM
THIS WE ACHIEVED SAVINGS OF
OVER £100K"**

A.S.Rayner
Thomas Aveling School



**OPTIMISED END-TO-END
BUSINESS SOLUTIONS**

MANAGE YOUR PRINTING AND REDUCE COSTS

AIR BALLOON HILL PRIMARY SCHOOL

Air Balloon Hill Primary School has been a customer of Konica Minolta since April 2011. In that time, we have received excellent advice regarding our printing needs and are confident that we have always received appropriate recommendations for suitable printers and copiers to meet our requirements.

Our account manager is in contact with the school regularly ensuring that the printing solutions remain appropriate, as the school has expanded in size over the last few years. We have received onsite training directly from Konica Minolta engineers in the use of the larger copiers and help with programming for regular printing tasks.

The service provided, on the rare occasions that we have needed to call an engineer has always been excellent, and the process for ordering and delivery of machine consumables is simple and timely. We are particularly grateful for the free collection service and recycling of used consumables enabling the school to do its bit for the environment and would have no hesitation in recommending Konica Minolta.

Rachel Bowyer
School Business Manager

AT CIRENCESTER DEER PARK SCHOOL

At Cirencester Deer Park School we are long-term users of Konica copiers which we find to be robust, easy to operate and very reliable and with excellent support when they do need attention. As the copiers are available on the RM3781 public sector framework agreement they also represent very good value for money. We've tried other suppliers/manufacturers but keep coming back to Konica as we find them hard to beat.

Martin Doidge
Cirencester Deer Park School

**A GOOD COMPANY TO
DEAL WITH – WE HAVE NO
COMPLAINTS!**

Alison Sollis
Avening Primary School

BISLEY BLUE COAT PRIMARY SCHOOL

We have at Bisley Blue Coat Primary School recently renewed our contract with Konica for another 4 years. As a small school every penny counts and Konica continue to remain competitive in their pricing. We renewed our contract because of the excellent customer service that we have received over the years. The RM3781 Framework not only guarantees prices but also standards of service. Whether this involves ordering consumables, asking for technical support and training, or the courtesy and professionalism of the engineers who come to service the machines, Konica provides a high level of after sales care. It is the ongoing reliability of the machines and the customer service that guarantees our loyalty as a customer.

Dawn Lane
Business Manager

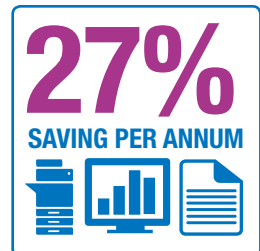
CHURCHDOWN PARTON MANOR JUNIOR SCHOOL

At time of severe financial pressures for all schools every penny counts.

At Churchdown Parton Manor Junior School we are very pleased with the savings we have been able to make by renewing our MFD contract with Konica Minolta via RM3781 Framework. We were able to update our current device to a faster device with a configuration suited to the school's needs while still making a 27% saving over the old contract.

When deciding on the awarding the new contract we took into consideration the reliability of the product and quality of the after sales service we have had from Konica over the past 8 years making our decision very easy.

Di Blackburn
School Business Manager



AVENING PRIMARY SCHOOL

We are very happy with the service we receive from Konica Minolta. They listened to our requirements and we have a machine that suits our copy/print requirements perfectly. Should any problems arise, they are resolved swiftly and efficiently. A good company to deal with – we have no complaints!

Alison Sollis
School Business Manager



KONICA MINOLTA



CAVENDISH PRIMARY SCHOOL

Cavendish Primary school awarded the MFD contract under the RM1599 contract for a fleet of MFD's and a new Safe Q print solution in 2014. The total rental under the RM1599 was £2,082.04 per qtr for the whole solution, compared with our previous qtr rental of £4013.91, over a 3 year period this was a massive saving of £23,182.44. This not only brought an enormous saving to the school in terms of the rental but also the competitive cost per copy, saving £1502.75 in the 1st year with a much higher usage as we also were able to withdraw individual classroom printers and all the associate costs of running these. August 2017 we awarded the new contract to Konica Minolta again under the new RM3781 framework which again brought the school further savings. The rentals were reduced again to £1,232.84 for the whole solution bringing a saving of £10,418.40 for the rentals over a 3 year period. Our cost per copy has also been reduced so we will achieve further savings going forward.

Nic Kennedy
School Business Manager

£23,182.44

**SAVING OVER A
3 YEAR PERIOD**



**OPTIMISED END-TO-END
BUSINESS SOLUTIONS**

"NOT ONLY DOES THIS NEW SOLUTION HAVE A LARGE FINANCIAL BENEFIT, BUT HAS ALSO PROVIDED A NEW FLEET OF DEVICES AND A PRINT MANAGEMENT SOLUTION THAT DELIVERS A HIGHER LEVEL OF SERVICE FULFILMENT"

John Billington
Hugh Baird College

HELPING THE STAFF AND STUDENTS FOCUS ON THEIR WORK AND STUDIES

MILLFIELD SCHOOL

Millfield School has been a customer of Konica for 15 years, and has recently embarked on a Follow Me printing project with them. Konica was chosen, as it was a known company to Millfield, and had a proven record of quality equipment, good service and competitive pricing. Working closely with Konica, this system has now been implemented and is working well. Konica remain the preferred supplier for multi-functional devices for Millfield School.

Verity Hill
Millfield School

NEWNHAM ST PETER'S C of E PRIMARY SCHOOL

We at Newnham St Peter C of C Primary School are very pleased with the savings we have been able to make by renewing our MFD contract with Konica Minolta via RM3781 Framework. We were able to update our current device to a device with a configuration better suited to the schools needs while still making a 22% saving over the old contract. The decision to upgrade with Konica was an easy one not only for the saving to be had, but based on our experience working with Konica we have found the product very reliable and the quality of the after sales service second to none.

Linda Tetlow
School Business Manager





KONICA MINOLTA

HUGH BAIRD COLLEGE

Hugh Baird College are a large education and training provider in Liverpool City Region, delivering over 300 courses to more than 5,000 students. In 2015/16, we undertook a full review of how the college used print across all areas of the college, and further to a robust tender process, selected Konica Minolta to continue to supply our new print management strategy in the summer of 2016.

The main benefits of awarding the contract to Konica Minolta included both operational and financial improvements, including new print production equipment and the installation of JTWeb, Konica Minoltas job ticketing submission software which integrates with Papercut, the colleges new print management system, enabling the college to reduce, report and monitor costs across all college departments.

We are very pleased with the significant savings made by the new strategy from Konica Minolta using the CPC framework, and we have found that versus our previous contract has afforded the college a huge saving.

Not only does this new solution have a large financial benefit, but has also provided the College with a new fleet of multifunctional devices with a new print management solution, offering the staff and students a high level of service fulfilment.

We are also impressed with the very high levels of service and reliability of the new Konica Bizhub devices, both in the dedicated print room and MFDs campus wide.

We would highly recommend Konica Minolta and the CPC framework to other educational organisations without hesitation.

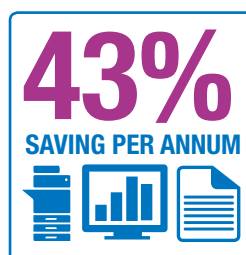
John Billington
Head of Services

MONTGOMERY HIGH SCHOOL

At Montgomery High School we are very pleased with the significant savings made by moving to Konica Minolta using the CPC framework.

The previous contract had an annual cost of £50,527.12 whereas the new Konica contract is £28,470.78 per annum which is a saving of 43%. Not only does this have a large financial benefit but has also given the school a new fleet of multifunctional devices with a print management solution. We are also very impressed with the service engineers and the reliability of the new Konica Bizhub MFDS.

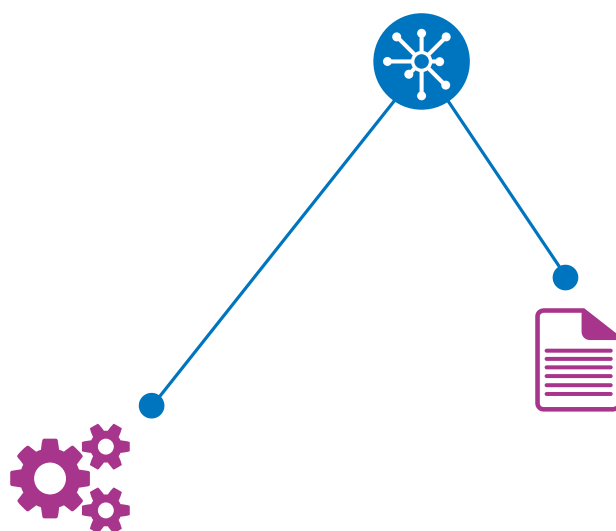
Mark Birkett
Montgomery High School



OPTIMISED END-TO-END
BUSINESS SOLUTIONS



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EDUCATION MICROSITE**

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