



TWO SCHOOLS, ONE VISION



At Towers Schools we build our future together

Towers Federation

Hornchurch, Essex

Solutions

RISO ComColor FW5230
with face down finishers

“Printing is so important. RISO as a company have really helped me to balance my books so many times. RISO has given me sensible solutions to help me save money, such as switching from A3 for SATs booklets to A4 back to back. Perhaps it’s something schools should know already but when you are fighting fires all day, I appreciate the time spent to tell me.”

Mr Dineen,
Executive Headteacher

RISO’s print solution reduces school’s print spend, and helps business manager free up time.

The Client

The Federation of Towers School, which encompasses an infants and a juniors school in Hornchurch, Essex, caters for more than 680 youngsters. The federation’s ethos is to build a future together, while executive head teacher Matthew Dineen has a personal mission to champion every child. It’s no wonder then that the schools have excellent Ofsted ratings and are hugely popular in the local community that they serve.

The Challenge

As the ethos is to champion every child, Mr Dineen is committed to ensuring that every penny the schools have is spent appropriately and enhances service provision.

While the junior school was already a RISO client, the infant school was not. It had print devices that were not proving reliable, and the relationship was not always to the full benefit of the school.

“Teachers just need all the tools they can to do their job and therefore RISO help us with that.

RISO give me that confidence to be able to say to my team just crack on, print to your heart’s delight (within reason of course).”

Mr Dineen,
Executive Headteacher

So Mr Dineen, with his total focus on financial responsibility and children’s learning, required a print solution based on value for money, but also a relationship with a supplier based on respect and transparency.

The challenge for RISO therefore was much more than simply providing a cost-effective print solution that would ensure that the schools could print (in colour or black and white).

The RISO Solution

The schools each now have a RISO FW5230 with face-down finishers. The FW5230 is a reliable, high-speed, compact inkjet printer that helps make busy work environments more efficient. Its extremely low power consumption provides for considerable energy savings, further reducing overall costs.

For school staff, it means that at the touch of a button they can create booklets, workbooks, posters, reports, and more, in colour or black and white, using A3 or A4 paper.

What’s more, staff use fobs to enable printing which means only what is needed is printed, reducing wastage, and print volumes can be monitored and managed. (The use of fobs also means there’s less contact with surfaces, ideal when there is a focus on hygiene and safety).



The Benefits

With RISO, the federation gets the printers that offer best value for money, but they also get a relationship with a company that truly understands what they need.

As Mr Dineen says: “The biggest USP with RISO is a personable approach and tenacity in bringing about the best customer service for us.

“I want my staff to colour copy. I’m not a leader that gives people one stack of paper, separate codes, and a limited amount of ink. I know my job is to knock all those barriers down so our children have got whatever resources they need. RISO understands that and understand my vision as well as my school’s vision.”

With the use of technology and smart classrooms, printing still play a role in the daily life of a school.

Mr Dineen Says:

“I also really like the professional debate, and open discussions we have with RISO, and you don’t get that with other suppliers. RISO give an honest answer and understand what you want to achieve.

“RISO would come out and speak to the team and understand what they needed, but also explain the functions on the printers and just what it can do.”

Mr Dineen values the RISO approach to being transparent and honest. He adds: “RISO is not like another company because other companies will come and give you a dossier, give you a lovely spiel and then you ask a couple of questions and it’s not grass-rooted. If you haven’t got the roots in, the grass is never going to grow.

“If someone can’t articulate what they’re going to offer and follow up properly, I tell them they are wasting my time.”

For Mr Dineen and his team, the scanning function on a RISO is one of the most important functions because people can scan straight to their classroom computer, saving them time, and it can be loaded up onto their smartboard as a teaching tool.

“This function from RISO is revolutionary. That a member of staff can just copy a random selection of worksheets now and it’s done for them is amazing.” he says. “They don’t have to bother cropping and it’s all done for you. It’s true, the RISO helps my teachers to teach.”



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Value for Money and Recommendations. Should You Buy or Rent a Device?

Mr Dineen says: “It would be irresponsible to buy a printer outright because of the initial outlay. I personally and professionally believe that you should lease but you need to do so with a reputable company like RISO that is going to give you value for money. Remember, if you buy cheap, you buy twice.”

Would Mr Dineen Recommend RISO?

He says: “I support some school leaders across the country now, and I have recommended RISO to a trust who contacted me.

“Why do I recommend RISO? It’s the company ethos to give me bottom line figures, not a lot of nonsense but to tell me how to get the best value for my schools’ budgets. The public purse is so tight now so if I am given five pounds, I have to use it all to improve the life chances of my children.”

He concludes: “Ultimately, RISO make you feel like a million dollars, and you can’t put a price on that. RISO, and its people, have been great and therefore get my full endorsement.”



phone 020 8236 5800
email info@riso.co.uk
web www.riso.co.uk

