



Remarkable printers for remarkable schools

Executive Summary

Name

Lift Schools

Location

57 sites across England

People

over 31,500 pupils, 4,500 staff

Challenge

**Low-cost printing for academies
that utilise significant volumes
of colour**

The client

With 57 schools in its nationwide family, the Lift Schools is committed to “delivering an excellent education that launches all the children in our care into a remarkable life”. The trust, founded in 2008 and now one of the largest in the country, firmly believes that every child, irrespective of background, has something remarkable to offer.

It is this ethos that drives everything the trust does, shaping its policies and practices. From frontline education to back office support, and from gathering together a team of motivational staff and finding the right technology, children come first.

The challenge

The trust focuses on frontline education, whether it's about resources, high-quality staff or training. Allied to this is reducing back office costs as far as possible so that money can be fed into frontline education. Any new equipment has to fit into this thinking.

Clive Hammond is the trust's Head of Procurement. It is his role to ensure that the trust obtains the very best value for money that it can, and that it leverages its procurement power as a big trust and is spent in compliance with relevant legislation. For Clive, value for money is looking at more than just the lease cost. The priority is a solution that offers the most cost-advantageous pricing over its life-cycle, the total cost of ownership (TCO). It is also about a solution that will give the academies maximum uptime of the equipment with robust machines backed up by excellent levels of service.

A solution has to deliver value, be reliable and efficient, and do what it says it will do in a way that does not go against the Trust's ethos of children first.

The trust empowers schools to make decisions on certain spending requirements, but certain categories, such as IT, software, copiers and printers, must go through Clive, who uses his expertise to ensure that schools get the best value for money, are not caught out by any “nasty” fine print in contracts, and get resources that are right for the intended purpose.



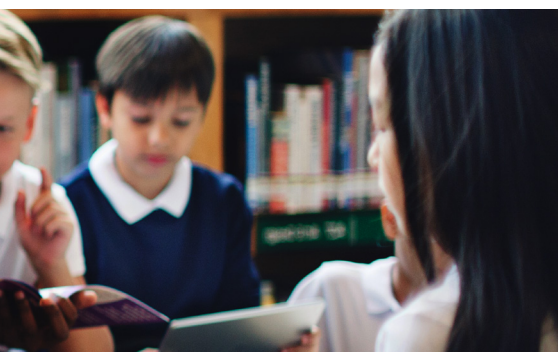
Overall, what RISOs do is give us value for money. If the RISO solution did not exist, my printing/copying bill would be significantly larger.

Clive Hammond,
Lift Schools, Head of
Procurement



Colleagues love the RISOs and that's for a variety of reasons. Teachers benefit from their speed and reliability because they can print what they need, and the finance team are very happy that printing in colour doesn't impact their budget.

Mike Jarman,
Vice Principal,
Noel Park Primary School



The solution

Clive says: "When procuring a managed print solution, I use a spreadsheet that automatically calculates TCO, taking into account the equipment rental cost and schools printing volumes/costs.

"RISO in my experience has proven to have the lowest running costs on the market for colour."

Whilst their lease costs tend to be higher RISO printers overall total cost of ownership is lower which is the most important factor to consider. Lease costs alone should never be the determining factor in printer procurement, you must always factor in print volumes and the price you are paying per page to calculate your true TCO.

Along with the additional benefits they bring to our schools, such as reliability, speed and their ecocredentials, it means that RISO printers often

represent best value when compared to toner solutions.

"They offer unrivalled efficiency, high speeds, and lowcost printing (especially in colour), making them a natural fit for schools where colour printing volumes are higher. The speed means that staff can get their copying completed quickly when time is short in the day.

"The reliability factor ensures that teachers can rely on the RISOs to deliver every time, meaning that they can focus on preparing for lessons without having to worry about delays due to paper jams or breakdowns."

Clive adds: "Sometimes what makes RISO the right choice is the fact that RISO machines are pretty much bulletproof and generally run and run without any trouble and that's their unique selling point and reassuringly when there are problems their high quality service team is only a call away".

The benefits

In terms of using RISO, Clive believes that the partnership works for a number of reasons. "First of all, it is the low running cost over the contract," he says. "RISOs are reliable pieces of equipment that have infrequent breakdowns, which means we maximize the efficiencies in our academy and we don't need to worry about that issue."

"RISO offers us high-quality customer services, and if any issues arise, I am confident that they will be resolved quickly and efficiently."

"And not only do RISOs integrate seamlessly into the Trust's ICT Strategy, the unique green credentials of a RISO (for example zero emissions, low-wastage and low energy usage)

help the trust to achieve its environmental goals too.

"Overall, what RISOs do is give us value for money," said Clive. "If the RISO solution did not exist, my printing/copying bill would be significantly larger."

"And no news is good news. I'm pleased to report that I don't often hear from our academies about the RISO's. This goes to show they're reliable and easy to use, fulfilling their job of supporting our staff and pupil needs."

"If another school or trust asked me if I would recommend RISO, I would say that if the criteria in terms of volume and how much colour copying they want to do fits, then RISO is definitely the right printer manufacturer to choose to deliver the best value for money proposition."

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Clive Hammond,
Lift Schools, Head of Procurement



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