

Harmony Trust transforms school printing with RISO

Executive Summary

Name

The Harmony Trust

Location

**15 schools across Oldham,
Derby, Rochdale and Tameside**

Challenge

**Low-cost printing for multi-
academy trust with high
volumes of colour.**

The client

The Harmony Trust is a multi-academy, school-led trust based in Oldham. Set up in 2014, the trust's core aims are to raise attainment in schools and to ensure that every child is provided with the right support to succeed. The trust has grown and extended across 15 schools in Oldham, Derby, Rochdale and Tameside.

David Taylor, Head of ICT



The challenge

The Harmony Trust has strong ambitions when it comes to providing effective resources to support teaching and learning but, as with all educational settings, they have a limited budget to achieve this.

Prior to RISO, all school relied on several MFDs and desktop printers spread out throughout each site, and workflow and print control became unmanageable. Harmony Trust realised that they needed to centralise their print control and management, and trusted RISO to provide these solutions.

Vibrant colours positively impact SEND students...

Colour printing is particularly important at Harmony Trust, as coloured materials are an aid to learning in schools that have a diverse student population. The trust's strategic plan commits them to an 'Excellence for All Framework', and this emphasises the importance of inclusion and providing resources that are compatible with all student learning needs.



I use RISO because their printers are fast and reliable, we get outstanding support, full transparency and the cheapest colour printing out there.

The solution

Every school was provided with a free print audit to accurately assess their needs.

Many of Harmony's academies print around one million copies a year, with upwards of 600,000 of those in colour. Without RISO, this would be way beyond the capacity and budget of many sites, but RISO's low total cost of ownership makes this affordable.

David Taylor, Head of ICT says: "As an academy trust we need to tender each time our contracts are up for renewal.

No matter who tenders, RISO always score highly across the board and offer best value overall for the trust. Every time.

Honest approach

"I work closely with RISO and communication is brilliant. It's refreshing for a company to be honest and say you only need one device rather than trying to sell multiple devices just to get the costs up. Some companies often have hidden costs, particularly when it comes to the end of contract, and that doesn't sit right with me, RISO are the exact opposite to that."

RISO is one of the few systems that I can totally back and suggest it to people. They really should consider them next time contracts are coming around.



Printer speed is of the essence for academies as it ensures time is used more productively.

The Trust's most valued asset

David adds, "As the ICT Manager for the trust it is my responsibility to provide fast and reliable devices that allow staff to do their day-to-day work without problems. I know that with a RISO solution our staff have the confidence that they can print their vast amount of work quickly without any problems. The RISO's reliability, combined with effective account management, has become the Trust's most valued asset."

Save valuable teaching time

"Printer speed is of the essence for academies as it ensures time is used more productively," adds David. "Speed does go under the radar a little bit in terms of a teacher's time but once the academies have had the RISO introduced, the feedback straightaway is so positive, they are so fast compared to anything they've used before."

120 pages a minute has had a big effect

"The fact they can now print at 120 pages a minute has had a big effect. We don't want teachers queuing and standing around slow photocopiers, we want them getting the jobs printed as quickly as they can and get on with teaching the class."

The Trust also uses the PaperCut software with their RISOs, but don't use it to "lock people down" to only printing certain amounts, but more as a management tool and to open up mobile printing so printing can be sent while at home for example. Additionally, with the use of fobs and card readers, printing is approved by the user, which reduces wastage and ensure privacy if confidential matters are printed.

All about service and support

"The printers are great but sometimes because of users we do need support. RISO engineers know the devices, whereas third-party engineers are trained across many things but not necessarily specialists. Getting that first time fix is so important to us."

"My technicians and the offices and staff deal with the engineers, and they love it - response times are really good and in the majority of the times things are fixed first time. Keeping those devices up and running is a massive part of why we're with RISO."

Meeting our eco-goals

"At Harmony Trust, we're committed to fostering a better planet for future generations. The eco-credentials of the RISOs printers compared with toner devices including zero ozone emissions, reduced energy use, and little wastage play a vital role in helping us meet our eco-goals."



At Harmony Trust, we're committed to fostering a better planet for future generations. The eco-credentials of the RISOs printers help us meet our eco-goals.



As an academy trust we need to tender each time our contracts are up for renewal. No matter who tenders, RISO always score highly across the board and offer best value overall for the trust. Every time.

We trust in RISO

"I use RISO because their printers are fast and reliable, we get outstanding support, full transparency in everything and we get the cheapest colour printing out there. The team are really friendly too," adds David.

"I always fly the flag for RISO. It's one of the few systems that I can totally back and put my name behind in and just suggest it to people. If they haven't considered it previously then they really should the next time the contracts are coming around."

+44 (0)20 8236 5800 www.riso.co.uk

LONDON | BARCELONA | BOSTON | HAMBURG | HONG KONG | ISTANBUL | JOHANNESBURG | LYON | MEXICO CITY | MIAMI | MILAN | NEW DELHI | SÃO PAULO | SEOUL | SHANGHAI | SINGAPORE | STOCKHOLM | TOKYO