



KONICA MINOLTA

CASE STUDY



STREAMLINING EFFICIENCY AND REDUCING COSTS

HOW PRENDIVILLE CATHOLIC COLLEGE TRANSFORMED FLEET MANAGEMENT WITH KONICA MINOLTA



Background

Prendiville Catholic College (PCC), founded in 1986, is a co-educational institution catering to students from Years 7-12. Renowned for its inclusive, safe, and faith-based environment, the college offers a high-quality education supported by excellent facilities and highly qualified staff.

Summary

Through a strategic partnership with Konica Minolta, Prendiville Catholic College successfully streamlined its printing processes, reduced operational costs, and enhanced overall efficiency. By conducting a comprehensive audit and implementing tailored solutions, Konica Minolta simplified the college's printer fleet and introduced advanced print management tools, significantly improving security and ease of use.

Prendiville Catholic College faced challenges with its existing printing and document management systems:

CHALLENGES

- **Overly Complex Fleet:** The fleet included numerous models with varied finishing options, making management cumbersome and inefficient.
- **High Costs and Inefficiencies:** Underutilised and overburdened devices led to elevated costs and operational inefficiencies.
- **Lack of Visibility:** There was insufficient insight into actual usage patterns, hindering the optimisation of the document management system.

“Our partnership with Konica Minolta has streamlined our printing processes, reduced costs, and significantly improved our overall efficiency...Most importantly, we have the confidence that the Konica Minolta technology is highly efficient, hassle free for users and allows more focus on the things that matter in schools – delivering quality education to students”.

— Peter O’Sullivan,
Director of Business Operations
Prendiville Catholic College

SOLUTIONS

- **Comprehensive Audit:** During the tender process a thorough audit was conducted to assess the actual printing needs and identify inefficiencies within the existing fleet.
- **Optimised Fleet Deployment:** Based on the audit results, Konica Minolta deployed 16 x A3 Multi-Function Devices (MFDs), 1 x A4 MFD, and 8 x desktop printers. This streamlined the fleet, reducing the number of devices and simplifying management.
- **Advanced Print Management:** Implementation of PaperCut MF software provided secure swipe release and efficient print management, enhancing security and control over print jobs.

“Our goal was to not only provide a solution but to truly understand PCC’s needs. Through our audit, we were able to deliver a system that reduced complexity, improved efficiency, and ensured value for money.”

— Kimberley Marshall,
Education Account Manager
Konica Minolta

The implementation of the new printing solution delivered numerous benefits to Prediville Catholic College:

CUSTOMER BENEFITS

- **Streamlined Fleet:** Simplifying the printer fleet by reducing the number of devices and optimising their placement significantly improved management and reduced downtime.
- **Cost Savings:** The college experienced reduced costs through better device utilisation and fewer service interventions.
- **Data-Driven Insights:** Detailed quarterly reviews offered insights into print usage, enabling PCC to monitor performance and make informed decisions about future fleet management.

The rollout and installation of the new fleet went exceptionally well, as confirmed by Peter, the College’s Director of Business Operations, who expressed his satisfaction with the seamless process and inline with the College’s preferred timings.

Konica Minolta’s established partnership with CEWA played a pivotal role in forming a relationship with PCC, demonstrating a clear understanding of the college’s unique requirements and delivering exceptional value.



The first quarterly review with Prediville Catholic College was a success. Peter appreciated the detailed data and insights provided during the meeting, noting:

“The quarterly reviews are extremely valuable. We now have access to detailed data and insights. It’s helped us to stay on top of everything and adjust as needed.”

Kimberley Marshall added:

“By exceeding the expectations of Prediville Catholic College, we were able to demonstrate the value of our tailored solutions. Our ongoing support ensures they continue to benefit from reduced costs and improved efficiencies.”

Conclusion

The collaboration between Konica Minolta and Prediville Catholic College exemplifies the impact of a client-focused approach. By conducting a thorough audit, simplifying the printer fleet, and deploying advanced management tools, Konica Minolta delivered a solution that enhanced efficiency and reduced costs. This case study underscores the importance of understanding customer needs and providing tailored, value-driven solutions to foster lasting and successful partnerships.