

Imagine Schools' Groveport Community School and Groveport Prep save money and accommodate growth with a new print strategy



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- Chad Fires, Business Manager, Imagine Schools Groveport



Objective:

Provide a Total Print Management solution to accommodate for the rapid growth of two Imagine Schools

Approach:

Full technology assessment & cost-per-page contract

Business benefits:

- \$40,000 savings compared to other vendors
- Lower cost-per-page
- Teachers able to utilize technology to meet the needs of their curriculum

Cannon IV Customer Story:

Imagine Schools Groveport chooses Cannon IV to help schools sustain growth.

Industry:

K-12 Education



Founded in 2003, Imagine Schools is an organization that operates nonprofit K-12 public charter schools. Their mission is to help parents and guardians educate their children by creating learning communities of achievement and hope. There are 73 Imagine Schools spread throughout the United States dedicated to the goal of restoring vision and purpose to schools and returning parents and guardians to full participation in their children's education.

Imagine Groveport Community School and Imagine Groveport Prep, located in Groveport, OH, were started in 2006. Over the past several school years, enrollment has tripled, and the two school buildings house more than 900 students. The schools anticipate even more growth, and have plans to expand further over the next few years.



Challenge

Imagine Groveport wasn't actively searching for a vendor to manage their print environment; they already had one. However, in late 2007, Cannon IV reached out to Imagine Groveport Business Manager, Chad Fires, to introduce the company and offer help to the expanding school.

"We had a few agreements in place, but I was willing to look at anybody and everybody," said Fires, "I wasn't expecting anything to happen, but Cannon IV didn't want to close the deal the first day we met, and that's not what we were used to with other vendors. They truly wanted to assess our needs and help us manage our environment."

With 360 students the first year, two large copiers met the school's needs. However, with the astounding growth to almost triple the student population, more technology was needed – and not just printers. With the implementation of a digital curriculum system, they also needed to invest in computers for student use. To expand upon this digital learning strategy, Imagine Groveport was also interested in utilizing interactive whiteboard technology in their classrooms.

Solution

By the summer of 2008, Cannon IV had conducted a full technology assessment, and prepared to put a solution in place for the start of the new school year. The solution included a managed print service agreement, new HP printers and multifunction devices, HP desktops and laptops, AV Rover portable interactive projection systems, and even a new laminating machine for teachers. The Cannon IV managed print services agreement included a cost-per-page contract for imaging and printing services and supplies included.

As a Hewlett-Packard Public Sector Elite Partner, Cannon IV chose to implement five (5) HP multifunction print devices to take care of the majority of the school's printing. For color printing, an HP Color LaserJet 4730fsk MFP was installed. This networked multifunction device prints, copies, and scans at 30ppm and will handle up to 9,000 pages per month. For black and white printing and copying, four (4) HP LaserJet M4345xs multifunction devices were placed between the two school buildings. Scan-to-folder technology is enabled on the MFPs to allow Imagine Groveport staff members to send and organize documents electronically.

In addition to multifunction print devices, Imagine Groveport purchased more than 100 HP Compaq Ultra-slim desktop PCs to fill various classrooms and computer labs. They also purchased several Compaq laptops, and are in the process of buying more of these from Cannon IV. The portable interactive projection systems Imagine Groveport acquired are AV Rovers, complete audio video systems designed specifically for the classroom.

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Chad Fires, Business Manager, Imagine Schools Groveport



Results

Imagine Groveport now has the technology and support services needed to accommodate for its rapid growth. The Cannon IV Cost-per-page solution enables Imagine Groveport to save money by paying for only what they print, which is important in an expanding environment. *“We were actually on a cost-per-page print contract with our previous vendor, but Cannon IV was able to put us on the same kind of program at a lower cost.”*

The HP Compaq Ultra-slim desktop PCs enables Imagine Groveport to deliver digital curriculum to students and the ultra-slim design of the machines saves space. In purchasing the computers through Cannon IV instead of another vendor, Imagine Groveport saved approximately \$40,000. These savings can be utilized for professional development programs and other Imagine School initiatives.

“We weren’t initially aware that we could get more than just printers from Cannon IV. We ended up purchasing not only our computers from them, but also our portable interactive projection systems as well. Now if we have a problem, we only have one number to call.”

An AV Rover system is a solution that combines the reliability, security, and functionality of a ceiling mounted projector installation, with the advantages of flexibility and low cost of a portable alternative. Therefore, the AV Rovers helped Imagine Groveport avoid the cost of having projectors installed and mounted in every classroom. The projectors are easily rolled to a different location to assist with class presentations and facilitation.

“Cannon IV is a very professional and easy organization to work with. They were able to help us with our technology needs for this upcoming school year while providing significant cost savings,” said Todd Baringer, principal of Imagine Groveport, “Together Cannon IV and Imagine Schools created a win-win situation that really gives back to the students – I highly recommend Cannon IV.”

About Cannon IV

Cannon IV, Inc., founded in 1974, is the leading independent provider of managed print services, and technology, with more than 3500 customers nationwide. Cannon IV integrates best-in-class systems from leading manufacturers, such as Hewlett-Packard Company, Capella Technologies, Pharos Systems and MPI Technologies, to improve document workflow and increase efficiency. As an HP Office Printing Solution Elite, Graphics Elite Design and Public Sector Elite certified business partner, Cannon IV is dedicated to staying ahead of the ever-changing world of office technology. This has facilitated Cannon IV’s ability to provide innovative service programs and an ever-expanding line of printers, multifunction printers, and related equipment and software applications. Cannon IV is headquartered in Indianapolis, Indiana, with a regional office in Columbus, Ohio and operations in Texas.

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Customer solution at a glance

Primary Application

Total Print Management
AV Rover projection systems
HP desktop & laptop computers

Cannon IV Services

Cannon IV full service contract

Primary Hardware

4 HP LaserJet M4345xs MFPs
1 HP Color LaserJet 4730fsk MFP
AV Rover portable interactive projection systems
HP Compaq Business Notebooks
100 + HP Compaq Ultra-slim desktop PCs

To learn more visit: www.cannon4.com



Elite Partner



Office Printing Solutions