

Okanagan School District Saves \$125,000 through Centralized Print Management



“Do more with less” is a phrase well known at schools and universities. The Central Okanagan School District in Kelowna, British Columbia, had experienced the budgetary pressures that most school districts are experiencing today. The district had been given a progressive mandate to seek cost-cutting measures in order to free up all available dollars for education.

To establish cost savings, school administrators were seeking new ways to eliminate as much overhead as possible. One area identified was prints and copies.

At the board office, District Treasurer Larry Paul realized that action was required to better understand the reason paper and print consumption was increasing across the district.

A steady increase in the volume of paper and print consumption due to an increased amount of printing and

copying was evident, but could not be explained by an increase in student enrollment.

To understand the increase, Jon Rever, Director of Technology, was tasked with tracking usage. He also became responsible for reducing consumption.

With a focus on creating long-term economic viability and stability, Rever worked with his team to implement a print management solution that could reduce wasteful behavior, while at the same time create awareness among faculty of associated costs.

“District printing and copying behavior was kind of like brushing your teeth with the water running,” said Treasurer Paul: “People didn’t understand the impact of their behavior until they understood the cost of over-using the resource.”

As part of the copier fleet RFP process, IKON Office Solutions partnered with

School: School District 23 in the Central Okanagan region of British Columbia, Canada is a K-12 district with over 22,000 students.

Challenge: Creating awareness for the costs associated with printing and copying. These costs were increasing yearly.

Application: Equitrac Express®

Results: By centralizing the management of the Ricoh print fleet for all the schools, the district has saved an estimated \$125,000 per year by cutting print volumes by 20 percent.

Customer Comment: “People didn’t understand the impact of their behavior until they understood the cost of over-using the resource.”

Larry Paul
District Treasurer
Okanagan School District 23

Equitrac to supply a fleet of Ricoh multifunctional printers along with Equitrac Express software.

During the discovery process, the Manager of IT Services, Dave Norrish, said: “We wanted a solution that would identify the high usage consumers, without having to look at a report. We wanted those faculty members to have to ‘ask’ for more copies, thus identifying them with no management effort.”

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The ability of Equitrac Express to set limits on user accounts was the perfect tool. Treasurer Paul knew what the current consumption levels were per faculty member, so each faculty member was allotted a fixed budget for copying and printing, set at 25 percent below current printing levels.



Another solution feature that made a difference to raise awareness of print costs was the “pop-up” window, which gave faculty constant feedback on the cost of each copy and print job, along with their remaining budget balance.



Faculty members that use up their printing budgets can make a request for more dollars, but not before a review of their needs is performed, and other alternatives are examined.

A Successful Pilot

During a six-month post installation review, copy and print trends were analyzed and changes were immediately apparent.

The results have been impressive. Print volumes were down 20%, and additional measures to encourage duplexing were also successful: 60% of output runs were using 2-sided printing which significantly reduced paper consumption.

Between reduced service charges for copies and prints, less paper consumption, plus the local tax rebates for green behaviors, School District 23 is on track to realize savings of up to \$125,000 over the course of their first school year.

This represents budget dollars that the School District can put to work for its core directive – providing quality education to the 22,000 students of Central Okanagan.

The overall result of this solution has been a new business model for printing that the faculty and staff have embraced. The model supports teachers

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Dave Norrish
Manager of IT Services

and students, by helping faculty gain awareness of their overall print costs, reducing consumption.

“Equitrac allowed us to gain insight into what was being spent on printing,” said Rever. “Without this tool we wouldn’t have impacted print behavior in such a powerful way.”

Reference Contact

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