



WEST HERTS COLLEGE A STUDY IN EFFICIENCY

West Herts College is a highly-rated, modern facility situated across three campuses catering for over 12,000 students. In September 2010 the college opened its new purpose built £80m Watford campus in the heart of the town.

The new building signalled a strategic re-think regarding the provision of print and reprographics services across all sites. Previously, the college held print and

reprographics contracts with numerous suppliers, resulting in a fleet consisting of 10 or more different devices serviced by a multitude of suppliers with varying service levels.

The college wanted to simplify the entire process, amalgamating all print contracts to just one supplier and bringing efficiency to cost management, invoicing and consistency in service delivery.



“Put simply, Annodata demonstrated a willingness to listen to our requirements and the flexibility to adapt solutions to accommodate our ideas.”

BARRY WILSON
TECHNICAL SERVICES MANAGER
WEST HERTS COLLEGE



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THE ANNODATA SOLUTION

West Herts College awarded Annodata the contract to manage its entire print and reprographics needs, a decision made for a number of key reasons.

Barry Wilson, Technical Services Manager, West Herts College, comments: **“Crucially, Annodata are device independent, meaning they can recommend the best solution to us rather than simply promoting their latest brand product.”**

service contrasts hugely with the time-consuming complexity of the previous arrangement where suppliers would attribute different charges to different devices.

Annodata is working with the college to network all devices – a more efficient model compared to using standalone technology. The college is also taking full advantage of the scan-to-email and scan-to-sharepoint functionality of several of the devices – making course material more easily accessible online to students and enabling staff to share information quickly.

The move to the new Watford campus presented an additional challenge in the shape of affected mobile phone signal strength under West Herts College’s incumbent supplier. Annodata has since broadened its service offering to the college, providing a managed mobile proposition under its O2 centre of excellence partnership.

RESULTS

- Rationalisation of printer & copier fleet by 40%
- Consolidated cost base – one supplier, one invoice
- Improved financial control, transparency of all MPS costs
- Enhanced network coverage for all mobile users
- Significant reductions on all mobile bills

“The Annodata team had the vision to focus on our overall requirements rather than trying to convince us of the particular benefits of a certain machine. Their managed service offering is critical, ensuring our fleet is always working to optimum productivity, which in turn allows our staff and pupils to become more efficient.”

Annodata manages a fleet of 45 multi-function devices (MFDs) and 120 printers for the college, charging a single, agreed price-per-click for every black and white document, and a similar single price for every colour document. The new managed print

THE ANNODATA BENEFIT

The college now runs a more productive and cost-efficient print and reprographics operation.

Since the introduction of networked MFDs, print devices and common printer driver configurations, the print copier fleet has been reduced by 40%.

Barry continues: **“Not only have print costs decreased but we have also reduced the amount of paper used, enabling additional savings. This is largely due to the functionality of the MFDs and Annodata’s expertise in helping us realise the potential of the solution.”**

The managed mobile solution has delivered around 140 devices across the new campus and is now providing improved mobile coverage for voice and data, and reduction on bills thanks to access to discount tariffs.

“Put simply, Annodata demonstrated a willingness to listen to our requirements and the flexibility to adapt solutions to accommodate our ideas. Our partnership continues to develop,” concludes Barry.

Annodata is one of the UK’s longest standing providers of Managed Services, covering Document Management, Unified Communications and IT.

For more information on how Annodata can help you become a more efficient enterprise, please contact: marketing@annodata.co.uk or Tel: 01923 333 333



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