

# Success Stories



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# Harton Technology College

Harton Technology College provides learning facilities for 1500 students, supported by 240 members of staff. As part of facility redevelopment work, they approached United Carlton to provide a more cost-effective solution to address the spiralling costs of the aged devices in their existing installation.



## The Business Challenge:

In 2010, Harton Technology opened a new, state-of-the-art sixth form centre to build on its reputation for providing a first class learning environment. The establishment included an information resource centre, lecture theatre, internet café and media suite.

As part of the development, Harton Technology College was keen to upgrade its printer fleet to ensure all students and staff had access to the best possible facilities.

Harton Technology College was experiencing spiralling costs due to the high-energy consumption of old machines and wasted paper due to uncollected prints. One of the goals of the redevelopment was to make the College more energy-efficient and reduce its overall impact on the environment. Installing a new printer fleet would significantly help the College achieve this objective.

Additionally, a biometric authentication system was to be implemented across the college, to allow secure door entry and cashless transactions. The College was keen to integrate this system into all possible facilities, however a biometric-based print facility was not something that had been implemented in the North East before.

## The United Carlton Solution:

Having already worked with United Carlton for several years, Harton Technology College asked the company to devise a bespoke solution to meet its new requirements.

United Carlton's proposed solution would allow Harton Technology College to meet all of its objectives, including integration of a biometric-based print management system - the first of its kind in the region.

The new print fleet, consisting of 16 new multifunction devices, would form the basis of a new, more energy and cost-efficient system that would incorporate biometric metering and leading print management and cost recovery system, Pcounter.

The Pcounter software would allow Harton Technology College to track and log how the printers and copiers were being used. Documents would only be printed once a user scanned their fingerprint at a machine, ensuring full security of confidential documents, and reduced wastage through unclaimed print - any jobs that were unclaimed would be removed from the print queue.

“ The biometric system has greatly reduced the amount of waste that the reprographics department had to deal with and I believe that this will improve even more in the future. ”



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# Solutions for Educational Institutions

Speaking of the issues faced by Harton Technology College before the new install, a member of College IT staff said: "The amount of waste paper that the school was producing was truly shocking and I knew that I had to do

The machines are also renowned for their reliability, an attribute that is crucial in an environment such as Harton's, where the machines are used continually throughout the day.

## Results:

The data that Pcounter provides means that Harton can now manage cost recovery from printing and copying, and ensure limited administration. "I can now



something about it. It was getting to a point where I was collecting a ream of waste paper every two or three days, mainly through people printing things out and not collecting them."

A reduction in Harton Technology College's impact on the environment was a key factor to the project's success. The MFPs that were installed would allow the college to build on its green ethos, thanks to features such as energy saving sleep mode and the Toshiba Carbon Zero scheme, making each device effectively carbon neutral throughout its lifespan.

The opportunity to invest in a lifetime carbon zero MFP was extremely appealing to Harton Technology College, allowing it to offset MFP emissions in full – including servicing and consumables, transport, toner, support and recycling – for five years of the product's life, or the first one million copies.

In addition to the biometric and environmental factors, the productivity and output of the devices were also crucial as the College was keen to enhance its reprographics facilities and allow users to produce professionally finished documents. High quantities of print were occasionally required and the machines that were installed would allow these jobs to be undertaken quickly and efficiently.

The installation of Pcounter technology would help to decrease costs and improve service, by allowing Harton Technology College to track print and copy patterns for students and staff. It offers the broadest product program on the market, allowing the college to enjoy a solution with scalability, flexibility and no frequent maintenance.

track and log how printers and copiers are being used, set and enforce print quotas and implement a rules-based printing system so print behaviour can be managed. For example, I can identify the biggest users on the system and help them use the reprographics function more efficiently," they said.

The new system has fulfilled all of Harton Technology College's objectives and it is delighted with the reliability of the MFPs and, just as importantly, the print quality that they offer.

The staff member concluded: "The biometric system has greatly reduced the amount of waste that the reprographics department had to deal with and I believe that this will improve even more in the future. The Toshiba-TEC MFPs are an important part of this achievement and I'm constantly amazed at their print quality even though they are used day-in, day-out."



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