

PROFILE**NAME:** Saline Area Schools**LOCATION:** Saline, Mich.**FOUNDED:** 1867**WEBSITE:**www.salineschools.org/**CHALLENGE**

Replace the school districts' outdated laser printer fleet throughout seven schools with reliable print solutions that meet the district's sustainability initiatives in a cost-effective manner.

SOLUTION

Epson's innovative business MFPs designed to enhance productivity and offer a low total cost of ownership with tangible environmental benefits.

Cutting Costs and Carbon Footprint with Every Printed Page

Saline Area Schools reduces energy consumption associated with printing after retiring its laser fleet and onboarding Epson inkjet printing solutions

Saline Area Schools is home to nearly 5,000 students and 1,000 staff members. It has seven education facilities – three elementary, one intermediate, one middle, one high school and one multipurpose building.

As its aging print fleet of over 50 laser printers and multifunction printers (MFPs) started to pose issues daily, Jay Grossman, director of technology at the Saline Area Schools district office, determined it was time to begin the formal bid process for seeking a replacement print fleet for the school district's facilities.

"Towards the end, we had somebody from support in at least one of our buildings every single day," said Grossman. "We knew him by name. He was here every day to fix something."

After working as a teacher for many years, Grossman is very familiar with the frustrations and disruptions that educators experience when print technology isn't reliable. "I think that's what makes this a good project for me to lead. I can see it from the educator's perspective and from the technology perspective to find a solution that makes everybody happy."

The Saline Area School district Instructional Technology department's mission is to bring technology into the classroom for educators and students to utilize as a tool to aid in the learning process. Its former printer fleet proved to no longer serve as a bridge to enhance learning but instead a barrier due to frequent machine downtime, long turnaround times for replacement parts and toner complications.

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SALINE AREA SCHOOLS



Carbon Footprint Conscious

"The district has been focused on implementing technology and making decisions that help us to be more green by saving energy and reducing our carbon footprint," said Grossman.

Saline Area Schools recently installed over 200,000 square feet of solar panels at its middle school and plans to install solar panels at the high school and its neighboring elementary school. It is also using geothermal energy as the heating source for its new buildings currently in construction.

In the search and evaluation for a replacement printer fleet, Grossman and his team knew the new fleet needed to have distinct and impactful environmental benefits to meet the district's sustainability goals.

Grossman noted, "In education, budgets are limited. Anything we can do in a cost-effective manner to become efficient and greener is really helpful."

All Around Agreement

As part of the bid process, Grossman spoke with the team at [Printer Source Plus](#), who recommended the district replace and upgrade its laser fleet with Epson inkjet MFPs.

Unlike laser print solutions, Epson inkjet MFPs don't require heat in the ink ejection process, eliminating plastic toner waste and resulting in low energy consumption. They are engineered with [PrecisionCore® Heat-Free technology](#), a simple, smart and clean solution that delivers outstanding quality with low waste.

"After the meeting with Printer Source Plus, we looked at each other in agreement – there was no way we could stay with our existing [laser] fleet given everything that Epson has to offer," said Grossman.

He continued, "Their team really sold us with the documentation around the technology, the average energy savings and related cost savings and the simplicity of the units with the limited number of maintenance parts. The fact that they had all those benefits on top of other features like hole punching, stapling, duplex printing, and others with specific benefits to education environments was huge."

Shortly after the meeting, Saline Area Schools started the process to approve the purchase of the WorkForce® Enterprise [AM-C5000](#) Color MFPs, [WF-M21000](#) Monochrome MFPs and WorkForce Pro [WF-C579R*](#) Workgroup Color MFPs with Replaceable Ink Pack Systems.

"During our conversation at the Board of Education meeting where we were seeking approval for the bid, the consensus was that the Epson printers would be the best fit for making a difference when it comes to environmental impact as well as overall energy and cost savings," said Grossman.

A Positive Impact

"Over the course of four months, we have printed over two million pages on the Epson MFPs," said Grossman. "The inkjet MFPs don't require heat (in the ink ejection process) to print and as a result, we've saved on energy associated with printing and had a significant reduction in energy costs."



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Grossman shared that teachers appreciate the fast print speeds, the user friendliness, the ability to print directly on construction paper without needing a separate machine, and that they no longer have to deal with the messy process of replacing toner.

"One of the elementary school teachers came by just to tell me how wonderful the new printers are," said Grossman. "The high school principal also paid a visit shortly after the install to share how great the new printers are and how easy they have been to use."

Grossman noted that the staff appreciated that there was no learning curve associated with using the Epson MFPs. The process of badging in and printing and scanning documents is just the same as before, though the Epson devices have added many large-scale benefits.

"I anticipated at least a few bumps in the road and some learning curves associated with transitioning the entire district to a new technology," noted Grossman. "It was smoother than I could have hoped for. After just three days, there were no printer tickets. I've really appreciated the support and partnership with Printer Source Plus and Epson."

"We are excited about the Epson technology and how it is empowering districts like Saline Area Schools to do what they do best – educate, while we do what we do best, provide the tools and print technology to help them further their massive strides toward sustainability," said Mike Ortell, account manager & controller, Printer Source Plus. "The response from Saline Area School's staff has been uplifting and encouraging."

Having great success with Epson inkjet print solutions, Saline Area Schools also turned to Epson as part of its plan to upgrade classroom audio/visual equipment in its three elementary schools. The elementary schools are equipped with Epson document cameras and projectors.

“We started to standardize with Epson this past summer,” said Grossman. “Being able to rely on Epson technology has been reassuring. As a technology director, I’m happy to have a partner that will work with us to make sure we have the best solutions that fit our needs and support our goals.”



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The views and opinions expressed in this article are those of the individual.

*This product uses only genuine Epson-brand ink packs. Other brands of ink packs and ink supplies are not compatible and, even if described as compatible, may not function properly or at all.

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