Participant:

Schenectady School District

Subject:	Solution:
Color Printing for Classroom Use	Phaser Solid Ink Color Printers

The Customer: New York's Schenectady School District relies on Sal DeAngelo, Technical Services Coordinator, to keep the schools up to speed with technology while staying within budget. By 1999, the Schenectady School District had a centralized OC-3 system of IBM Pentium II computers loaded with standard and graphic-intensive software, such as PrintShop, PhotoShop and PowerPoint, supported by 23 TCI servers. To support such an infrastructure, the school district needed more than an adequate printer. The ink jet printers they had been using met neither their speed nor their budget requirements.

The Challenge: The school district printed up to 7,000 pages per month in classrooms and 3,000 pages per month in administrative offices – a volume simply too high for the ink jet printers to handle. Because of the high print demand combined with the ink jet's slow speed, teachers were concerned about having access to printers. Consequently, they overprinted or "stockpiled" their projects, resulting in long print queues and wasted paper.

The Need: The Schenectady School District was in need of an affordable, efficient, high-quality printer for multiple users. At the time, teachers were allowed only two ink cartridges a year because of their expense. Beyond that, they had to buy their own ink cartridges for any printing needs. The school district faced not only a high print demand and slow print speed, but expensive cartridges as well…enough motivation for Sal to explore other printer options.

The Solution: After learning about Phaser Solid Ink technology, Sal was immediately impressed by the Phaser 840 Solid Ink printer's color print quality, speed and flexibility. And he was delighted to discover the printer's Web-management software, which makes monitoring usage rates a snap. There were other features the teachers, in particular, would love. "I was amazed how easy it is to load the solid ink. The teachers don't have to deal with messy ink cartridges. They just pop the sticks in and that's it," added Sal.

One key factor remained before a decision could be made – the cost of ownership. After running an analysis of the long-term savings the school district would experience by taking advantage of the Phaser 840's free black ink program, Sal was sold.

The Results:

The Schenectady City School District invested in 105 Phaser 840 Solid Ink Color Printers and were so pleased, they plan to buy more. The 840s make a big difference in how teachers, students and administrators take advantage of color printing. Colorful projects such as these are springing up everywhere:

- *Bright, attention-getting prints of digital photos and student projects posted on display boards*
- *Engaging overhead color transparencies for lessons (less expensive than LCD projection systems)*
- *Artistic color booklets containing students' Internet findings on the Harlem Renaissance*
- *Color-coded progress reports and printed copies of students' work using CCC (Computer Curriculum Corp) software*
- *Stunning color invitations for a high school play*
- *Professional-looking class yearbook*

"Over a five-year period, assuming a 12-15% fill rate and 30,000 prints per printer, we would save $600,000 in black ink with the Phaser color printer!"
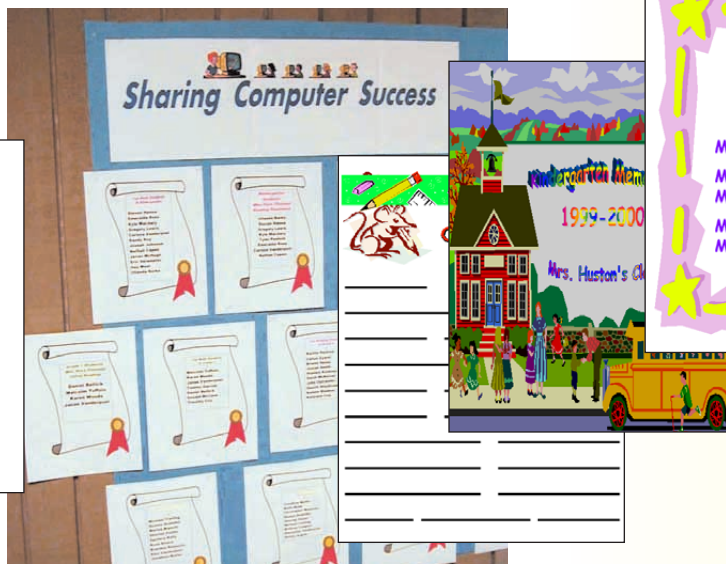
—Sal DeAngelo

Phaser color printers have brightened the halls with classroom projects in each of the Schenectady schools.

The Benefits:

The Phaser 840 brings a multitude of benefits to the classroom – creativity, visual stimulation, heightened interest and learning and motivation to see the final product – all through a single cost-efficient resource.

A Colorful Ending:

Not only has the Phaser 840 Solid Ink Color Printer helped Schenectady School District's teachers, students and administrators…it's made Sal's life a lot easier. He finds the network administration software extremely helpful and *loves* the Web management and printer-status email notifications.

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