

Executive Summary

Prepared for Board of Trustees Meeting

August 27, 2019

Printer Refresh Project

Board Goal:

Growth & Management - demonstrate effective and efficient management of district resources

Purpose of Report

This report will share why the District is providing a printer refresh, the process of choosing a new Denton ISD print partner and the savings of moving to a Managed Print Service.

Objectives

- Denton ISD was notified that Dell EMC, the District's preferred print vendor, is exiting the printer industry. Due to this vendor product change, Denton ISD needs to select a new preferred print vendor.
- Microsoft will no longer be supporting the Windows 7 operating system as of January 14, 2020. Updated security patches will no longer be available which make these devices vulnerable to cyberattacks. For this reason, all Windows 7 devices that will not be supported on Windows 10, will be removed from the DISD network by the end of this calendar year.
- Utilizing a Managed Print Service will enable the District campuses to manage their printing budget and make cost adjustments utilizing Paper Cut. With the Managed Print Service, campuses will have reporting that allows visibility into their printing costs.

Operational Impact

The selection process:

- **Phase 1** – In phase 1, a committee of 20 District employees including campus Principals, Assistant Principals, Librarians, Teachers, Zone Coordinators and other Technology members were selected who analyzed different print manufacturers. The goal was to determine the needs of the District moving forward. The following were the top needs as determined by the committee.
 - **Secure Print** - PIN code release
 - Ensures confidentiality
 - Provides a 20% estimated cost savings from print jobs that are never picked up. We will see a savings on ink / consumables, wear and tear on printer, and paper costs.

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- **Device Cost**
 - **Toner / Ink Cost**
 - **Managed Print Services – Click Cost Savings**
 - Enables the ability for campuses to be able to manage their printing budget and make cost adjustments utilizing Paper Cut. With the MPS, campuses will have reporting that allows visibility into printing costs to make adjustments where needed.
 - Includes all consumables including toner, fusers, imaging drums and any other parts that deplete or malfunction.
 - Includes all maintenance. This will include 4-hour response time maintenance window agreement.
 - The billing will be on a quarterly PO billing cycle for each campus.
 - Set click cost per print type
 - Color—\$0.068 per page.
 - B&W—\$0.013 per pages
 - 5-year warranty on all printers.
 - White glove service includes:
 - Walk all buildings with principals to determine printer placement.
 - Develop budget based on last year’s printing and work to reduce where needed.
 - Deliver and install all printers.
 - **Cloud Print** – we are working with C&I to stay collaborative. Students may still print in the labs and libraries.
 - **Phase 2 - Manufacturer Cost Comparison.** This cost comparison was performed using data for Bell, RMS and BHS printing for the past school year. These schools were selected because they are the District standard model for each type of campus. Each manufacturer came back with the models and Managed Print Service (MPS) the manufacturers thought would be the best fit for the District based on their analysis. Based on the information they brought back, we analyzed the cost per device for one year, five years, as well as 100 devices with five years of support with max printing per model (see the *Printer Refresh Project Phase 2 Manufacturer Cost Comparison*). From this data, we selected the HP product to move forward with.
 - **Phase 3 - Vendor Cost Comparison.** HP does not sell direct, so a vendor cost comparison was needed. Some of the re-sellers were not able to quote out some device models and some were not able to quote out a Managed Print Service (see the *Printer Refresh Project Phase 3 Vendor Cost Comparison*). Image Net and CDW were the closest in device pricing.
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The biggest differences between Image Net and CDW were:

Comparison Factor	Image Net	CDW-G
White glove service	Included in price of device	Additional \$200 per device
Click Charge	A set, single B&W and a set, single color charge	Charges varied among the devices
Maintenance	4-hour turn-around	Next Day

Additionally, a cost assessment sheet is provided for Bell, RMS and BHS based on current printing costs and pricing with Image Net MPS. On all 3 campuses, you can see over \$1,000 in annual cost savings.

Printer Refresh Project Bell ES Current vs. ImageNet Cost Assessment

Printer Refresh Project Rodriguez MS Current vs. ImageNet Cost Assessment

Printer Refresh Project Bell HS Current vs. ImageNet Cost Assessment

Results

Selecting Image Net as Denton ISD's HP preferred print vendor allows us to move forward with the District print refresh. Utilizing secure print codes to release print jobs and the Managed Print Service agreement will result in a cost savings for the District campuses. This is a change moving forward, but one we feel allows the campuses to truly manage their printing budget.

Other Options

Each of the 5 manufacturers and 6 vendors were evaluated against the criteria the 20-member committee agreed were the items to be considered as the District selected a new print partner. HP offers a superior product and Image Net offers the best device and Managed Print Service pricing.