

IOT Plc have been working in the education sector for 40 years. Their innovative approach to Document Output, Document Control and Document Management Solutions could save your school a substantial amount of money, increase efficiency and help the environment. We find out more.



# AN EDUCATED CHOICE



With offices across mainland UK, IOT have a full UK coverage which has enabled them to build up vast experience of supplying their solutions to thousands of education establishments over the last 40 years. This experience and understanding of the education sector has enabled them to pioneer solutions that are specifically designed for schools.

“I’ve personally been dealing with schools for around 23 years,” says Jamie Charlton, director of education services at IOT. “The important thing is that we understand that schools have specific needs and requirements that differentiate them from commercial businesses. Because we have so much experience in this area we are able to really focus on delivering value for education.”

Because IOT is an independent company, it has the freedom to look at a range of options available to schools,



focusing on the right decision for each establishment. "This is invaluable", says Jamie. "We make decisions about which hardware, software, products and manufacturers we use to underpin our imaging and document management solutions based upon one simple criterion – which will benefit our clients the most".

**IOT provide a number of services for schools, including:**

- ❖ Print auditing
- ❖ Copy and print control solutions, including Follow-You Print
- ❖ Scanning hardware and software (this includes a connector to scan documents straight into Sims)
- ❖ Document management software
- ❖ Printing and copying hardware and service provision
- ❖ Interactive whiteboards

But it is the copy and print control solutions where IOT not only sets itself apart from its competitors, but can also make a significant impact upon the cost of document production in schools. Document production, whether copying or printing is an increasing burden on school budgets. The solution enables you to take control. Not only does the solution lead to cost reduction, but importantly it can stabilise your print and copy budget and give cost recovery where "above quota charging" is implemented. In addition to this Follow-You Print can enhance the learning environment by eliminating bottlenecks and flashpoints, as well as reducing waste and mess.

This fully scaleable solution implements boundaries for pupils in terms of an allowed quota for printing and copying. The pupil is then accountable for their print activity because when the quota is used they must replenish this through interaction with school management or by paying for more. Staff are also more accountable via a full monitoring and reporting system.

Where Follow-You Print is implemented, when a document is sent to print, it sits in a virtual queue where it is held until the sender authenticates themselves at any machine in the school – the print follows you to the output

## **FOLLOW-YOU PRINTING: *The benefits***

- ❖ A fully scaleable solution to meet all needs and budgets
- ❖ Control over printing and Copying, including black & white and colour
- ❖ The ability to stabilise the budget for document production
- ❖ Less wastage, mess and bottlenecks
- ❖ Reduction in printing costs and Total Cost of ownership of the printing fleet.
- ❖ Good for the environment
- ❖ Can be integrated with existing card systems.

IOT can help you control your document production costs by reviewing the nature of output and cost of the print devices in use and by implementing new solutions that are more efficient and cost effective. It can also put in place control and monitoring systems that make users accountable for what they produce, and which protect your budget against spiraling costs. To see how much money you can save, contact them to conduct a free print audit designed with education in mind.

device of your choice. The totally secure system allows users to collect print from any print device on the network, at a time that is convenient to them. Students can, for example, collect prints at break rather than milling around a printer in lesson time. It also prevents people printing documents, then forgetting about them and printing duplicates. Authentication at a device can be through various card technologies such as proximity card, mag-stripe or through simple pin numbers. Existing card systems in place for cashless catering, library, registration or door entry are fully compatible with this solution.

*Ed Exec* first came across this impressive solution in November when we met Carolyn Beddow bursar at the Marist School. Speaking about the solution she said: "We have proximity cards which work with multifunctional printers and traditional printers throughout the school. Our costs have been cut down dramatically because we can control the children's printing output and we now need a lot less machines."

This innovative, efficient and well-thought out solution is characteristic of

IOT as a company, who are committed to understanding the needs of schools and developing solutions which suit their needs. This is further evidenced by the development of a Sims connector which allows documentation such as parent letters or external documents to be scanned straight into the Sims database. Jamie says: "Hundreds of educational establishments choose IOT because we have shown that we understand their needs and can be relied upon to get the job done. We provide our education clients with the most appropriate technology as well as outstanding customer support. We have pioneered solutions that enhance the learning process whilst reducing costs and delivering control." ❖

### **CONTACT DETAILS:**

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