

Partnership



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PARTNERSHIP THAT WORKS

The two organisations also collaborate on environmental activities. As a sponsor of the Sir Peter Blake Trust, Fuji Xerox regularly undertakes beach clean ups, and AKA head office and teachers have joined in too.

It’s a partnership that has both parties fizzing.

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“It’s a real honour to be able to look after the AKA,” says Andy. “It’s not just about business; it’s about meeting a genuine need in the community and having a great friendship.”

TECHNOLOGY AT GLANCE

A truly versatile device, the DocuCentre-II C3000 offers you the flexibility to configure it according to your business requirements. Available as a stand alone copier in its most basic form, its functionality can be extended to include printing, scanning and / or faxing capabilities and of course, it includes colour on demand.

- Print/Copy Speed (Black and White): 32ipm
- Print/copy Speed (Colour): 8ipm
- Copy Resolution 600 x 600 dpi
- Facsimile Transmission Speed: less than 3 seconds per page
- Finishing Options:
 - Internal A-Finisher
 - External B-Finisher

DocuCentre-II C3000 is also equipped with a number of advanced security and management features designed to protect confidential documents and simplify management of the device. For additional information or more detailed specifications, please refer to the product brochure or CED.



Auckland Kindergarten Association in partnership with Fuji Xerox solution

Working smarter with new technology from Fuji Xerox



“We realised we needed to work smarter and look at economies of scale. That’s when Fuji Xerox approached us and started talking about a one-stop shop for the kindergartens, getting rid of our surplus machines and giving us one price so we could budget effectively,” says Tanya Harvey.

BACKGROUND

Better technology at a lower cost might not seem possible, but that’s what the Auckland Kindergarten Association has achieved through its partnership with Fuji Xerox.

Auckland Kindergarten Association (AKA) cares for more than 9,000 three and four year old children every week in 107 kindergartens and three early learning centres across the greater Auckland region. Established in 1908, the AKA is also New Zealand’s largest kindergarten association.

CHALLENGES

Before 1 July 2008, kindergartens were largely funded by donations from parents and charitable grants. Each kindergarten raised funds to purchase their own printer, copier and fax machine.

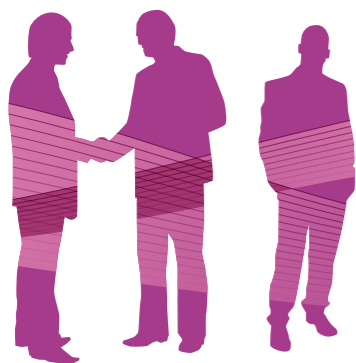
As teachers started using digital photos in children’s portfolios they needed access to good quality colour printing. Some kindergartens raised more funds to buy colour copiers while others relied on copy centres – taking teachers away from the centre and into copy centre queues.

When it came to consumables (paper, toner, ink) some kindergartens were buying from retail stores. Others were locked into high priced contracts with suppliers. And when things went wrong with technology, some kindergartens could rely on parents with a technical bent. Others weren’t so lucky.

WHY FUJI XEROX?

In July 2008, the government’s introduction of 20 hours free ECE a week for three and four-year-olds provided greater surety of funding for kindergartens and allowed the AKA to look differently at its technology needs, says general manager Tanya Harvey.

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Technology and Benefits

TECHNOLOGY

Fuji Xerox started with a detailed audit of all the equipment in the kindergartens. With 331 different copiers, printers, faxes across 110 sites, representing 192 different models from 15 different vendors, account manager Andy Sutherland had his work cut out for him.

“We also looked at usage – how much black and white versus colour they were using – and the location of the equipment in each centre. By analysing workflows we could identify areas of efficiency.

“We quickly realised we needed to make it simple – one machine, one bill and one supplier all at a lower price.”

With this simplicity in mind, Andy recommended a single multifunction device for each kindergarten (the Fuji Xerox DocuCentre II C3000) to do everything – print and copy in black and white as well as colour, fax, scan and email.

BENEFITS

Fuji Xerox handles all service and support – paper and toner is ordered via the Fuji Xerox website, and all technical queries are resolved by the Fuji Xerox helpdesk within 24 hours, or faster.

And when it came to the budget, the Fuji Xerox solution saves the AKA close to \$1 million over a five- year period.

“The AKA can see and manage every cent of what’s done on every machine. It’s a saving of around 28 percent every month. It means the costs saved can be put where it counts, into programmes and resources for the children.”

There was no capital outlay for the 124 new machines; instead Fuji Xerox came up with a simple cost per copy, covering all hardware, consumables and training.

Fuji Xerox also took care of all the old machines, giving the AKA a cheque for the book value. Some of the old machines have found new lives in under-privileged countries, while others have been broken down and recycled.

It’s a true partnership between Fuji Xerox and the AKA, extending far beyond copiers and paper. The Fuji Xerox head office prints AKA’s internal newsletter eight times a year and regular flyers for mailbox drops - free.

“They’ve done the newsletter printing for the last two years and it saves us around \$2,500 every time. The high quality colour printing helps us to look professional with our teachers and create a much more visual newsletter. It’s been great,” says Tanya.



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