



## SumnerOne: Saving the Hickman Mills C-1 School District \$1 Million with New Solutions and Reliable Service

USA | In-House Large Format Printing

### OVERVIEW

SumnerOne has saved the Hickman Mills C-1 School District roughly \$1 million (and counting.)

The Hickman Mills C1 School District—a large K-12 district in the Kansas City, Missouri area with an average enrollment of about 5,000 students across 12 public schools—previously managed multiple models of Xerox equipment. End users had to learn and get used to the features of each equipment, and the district struggled to get quality service from previous vendors. Maintaining numerous models also led to a variety of end-user issues, like ordering and storing numerous types of toner for different machines.

Since becoming a SumnerOne customer via a public bid in 2016, we've implemented a Konica Minolta fleet with embedded PaperCut in the district. Since then, we've helped them achieve their main objectives: consolidate equipment and reduce print expenses.

After providing the school with new equipment, we also implemented the document management software Laserfiche to assist the school district with their AP, AR, and HR workflows.



### PROBLEM

The Hickman Mills C-1 School District used to have different models of Xerox equipment, which posed challenges to the schools and end users. Unmanaged pieces of equipment cluttered teachers' desks. Different models also required different toners, and those toner bottles and cartridges took up a lot of storage space at each school.

In addition, they had limited visibility in spending and ended up overspending with their previous vendors. Consumables and overhead costs on maintaining equipment added to their overspending. In addition, the district also had substantial expenses due to the overuse of single-function personal laser printers, specifically with a lack of control over toner costs.



**Our district won the lottery with SumnerOne. They evaluated every printer in the district and put together a report with suggestions to eliminate underutilized desktop printers. They also added PaperCut software to each device so we could better track who and what school had the highest usage.**

**Working with the Sumner One Team has been such a pleasure. I would recommend them as a provider absolutely every time!**



Barbara Smelter CPPB, CPPO

Purchasing Analyst  
Hickman Mills School District, Kansas City

## SOLUTIONS

SumnerOne assisted in removing equipment that incurred high costs for the Hickman Mills C-1 School District before the start of the school year 2016-2017 and has helped save the district more than an estimated \$1 million ever since.

We worked with the district's IT team and went location by location to remove unnecessary HP printers in classrooms.

In addition to removing unmanaged equipment, we also implemented PaperCut to help the district control its printing processes and costs.

Our HP Latex solution has also allowed them to bring poster and graphics printing in-house, further boosting their savings and encouraging student engagement.

### Our Solutions

We eliminated their single-function desktop printers and supplied Konica Minolta bizhub MFPs, PaperCut MF, HP Latex Print and Cut, and Laserfiche Software to the district.

We also installed our HP Latex solution in their high school's Library Media Center in the "Maker Space." Faculty use HP Latex to produce a variety of posters and large-scale graphics for placement across the district. Students are also encouraged to learn how to use the technology with staff supervision, encouraging student engagement and immersive technology learning.

### Our Outcomes

School districts like Hickman Mills are high-use environments where downtime can create significant issues. Besides consolidating their equipment and significantly reducing their printing costs, we provide the Hickman Mills C-1 School District with high-quality service with quick turnarounds.

Since winning the bid for the district in 2016, SumnerOne has proven to be not just a reliable provider of cost-effective print solutions but also a partner that goes above and beyond expectations. We've consistently shared our vast product knowledge with the district while also providing excellent service and maintaining active communication throughout our contract. Through our Managed Print Services, we helped consolidate and manage their equipment, create greater visibility into their spending, and improved their service experience.

Beyond our initial engagement, we've even grown our relationship with the district by implementing other helpful solutions such as Laserfiche and HP Latex.

## WHAT'S NEXT

We are now in the middle of our second contract with the Hickman Mills C-1 School District, and we are confident that with our consistent delivery of top-notch print solutions and exceptional service, we will remain the district's trusted provider for many years to come.



Find out how SumnerOne can help YOUR school district today.

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