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The Background

The College went out to Tender in September 2017 under the new Crescent Purchasing Consortium Framework for Multifunctional Devices and Associated Print Services and Supplies. Fortunately, being a member of Crescent Purchasing Consortium (CPC) meant that we had access to this framework. The CPC MFD help desk provided valuable support for the college project team with putting together the tender specifications and the documentation advising how to incorporate the college’s objectives into the tender to achieve value for money.



The Process

The specification reflected the changing nature of the College by reducing the number of machines on site and reducing the number of machines which have the facility to print in colour. The tender was for the lease and maintenance of a new suite of devices along with associated software and to provide an effective, efficient and high quality print service to learners and staff whilst securing maximum value for money. The CPC MFD helpdesk helped us to identify that this could be achieved through;

* A reduction in multi-function devices to ensure best fit with the reduced size of the campus and learner and staff numbers;
* Reviewing current printing practices in order to reduce print volumes and maximise use of central, cost effective devices;
* Enhanced use of software to assist in print management and budgetary control;
* Investigating solutions to incorporate technological developments such as cloud printing and mobile devices in order to meet the increasing needs and expectations of learners; and
* Ensuring environmental sustainability was considered throughout.

Further efficiencies can be achieved through effective utilisation of technology and forward planning of print requirements and the evaluation process included rationalisation of our current fleet.

The tender process was straightforward through the CPC’s invitation to tender online service. Five suppliers submitted competitive bids that included a range of devices and software to meet our requirements.

The templates that we used for the tender enabled a robust scoring process. Canon was the successful bidder.

The Outcome

* The new print strategy will improve the quality of work that the students are able to produce, it will also allow the College to produce a higher quality of resources and reference material for the students. Access devices via your college ID card   
  (No need to remember a PIN)
* Easy submission to print room service
* Access to enhanced scanning features
* Better quality prints
* Printing from mobile devices
* Better compatibility with Apple Macs for specialist Art areas