

# Saltdean Primary School

## Case study

Saltdean School is a three-form entry primary school in Sussex rated “good” in its most recent Ofsted inspection. It has almost 600 pupils aged between 4 and 11, and just under 100 staff members with considerable printing requirements throughout the school.

### THE CHALLENGE

Saltdean School is a growing organisation with increasing print and scanner requirements. The management team was looking to increase security and GDPR compliance and cut back-office costs to allow investment and expansion.

Business Manager Mark Woodley said: “We have a long-standing relationship with SOS Systems and the team has always used its expertise to maximise efficiency and minimise costs when and wherever possible, so we listened when they recommended upgrading and improving our current system with the latest technology.”

“SOS Systems has saved us £6,000 a year – document security has been increased, financial and environmental costs significantly reduced, and our staff have really noticed a difference in waste reduction and increased efficiency.”

## THE SOLUTION

After carrying out a full assessment of Saltdean Primary's requirements, SOS Systems recommended the school expand its hardware capabilities and install the latest secure print software.

An additional Canon imageRUNNER machine was added to the existing network and installed at a new site on the campus to maximise access and minimise queuing times for staff.

The latest secure print management software has also allowed all staff to have a personal card to authorise print runs at any printer on the network. This eliminates printing errors and improves document security as sensitive information is no longer left unattended on printers, while hard drive encryption and data erase also maximise information security.

Remote reporting means usage can also be attributed to different departments and individual users for improved analysis and budgeting while remote diagnostics proactively reports back on any potential fault issues. The web-based, automatic re-ordering and replacement system means Saltdean Primary has also seen a reduction in the cost of its consumables.

Mark says: "These savings have already allowed us to fund a major computer replacement programme and our reduction in paper usage will save the equivalent of 62 trees over the length of the contract."

"No other change I have made in the school has been so well received by the staff – many have mentioned to me how much they have noticed the reduction in paper use throughout the school. And the software means the sensitive information we have on our systems is now more secure."

## THE RESULT

The latest upgrade of hardware and software from SOS Systems has seen Saltdean Primary save £6,000 a year on printing costs – money which has been used to upgrade equipment elsewhere. The software management system has increased document security, reduced printing errors and paper waste, ensured printers do not run out of supplies and any maintenance issues are proactively dealt with.

Mark said: "The huge savings SOS Systems have secured have allowed us to make significant upgrades to facilities elsewhere in the school and ultimately improve our pupils' learning opportunities."

"SOS Systems really take time to find out your exact needs and have helped us to grow. The service has always been excellent. If we do ever have a problem, it's always sorted out the very same day and the savings have been remarkable."



**REDUCED  
COSTS**



**GDPR  
COMPLIANCE**



**ENVIRONMENTALLY  
EFFICIENT**

Established in 1985, SOS Systems is a leading provider of print and document management solutions. ISO9001 2000 accredited, we are one of a select few Canon Platinum Partners in the UK. We help customers nationwide achieve their compliance obligations and digital transformation objectives through a portfolio of innovative software and services. From secure print management to e-Signature and Accounts Payable solutions, everything is backed by our Prince2 certified professional services team.

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