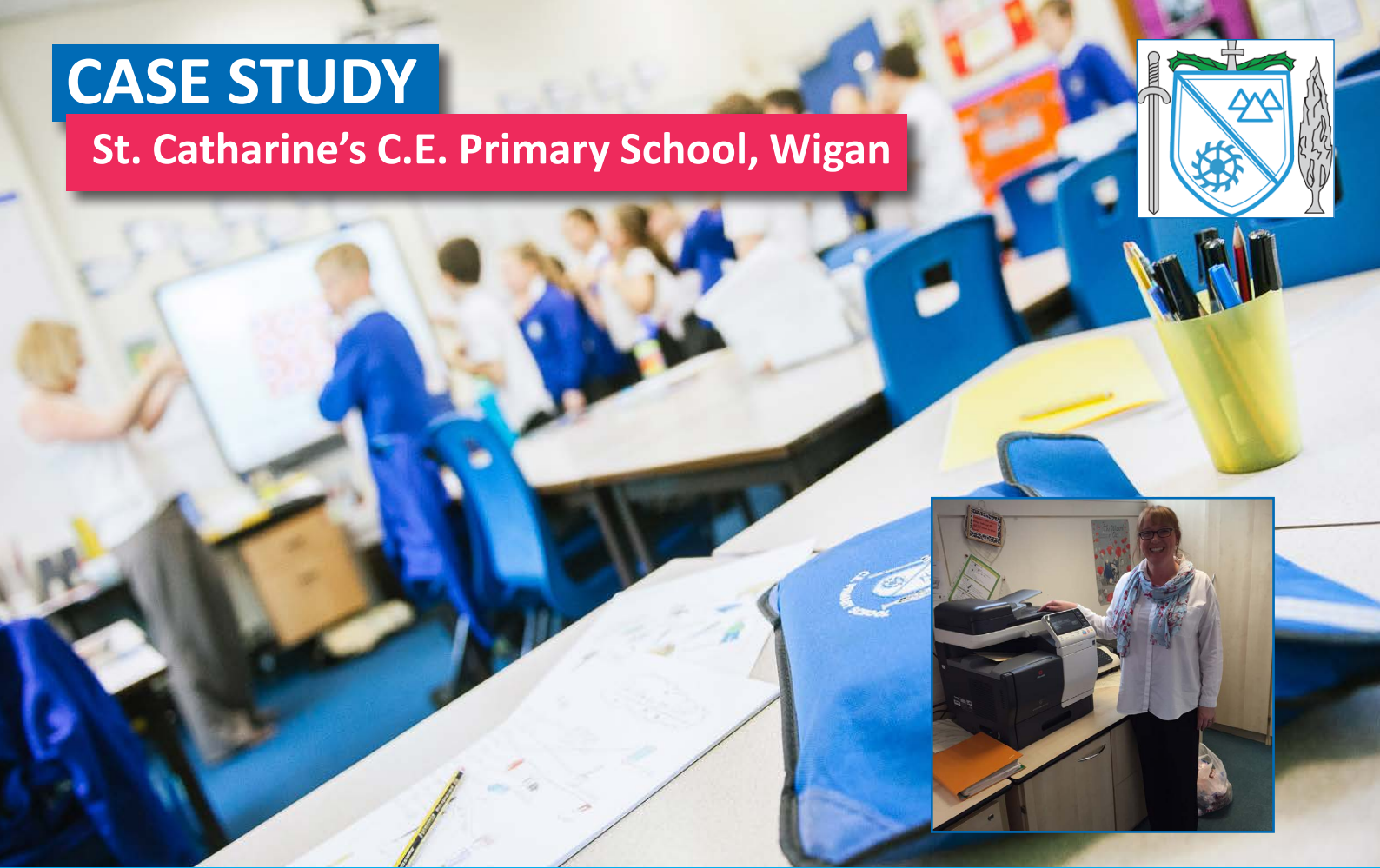


# CASE STUDY

## St. Catharine's C.E. Primary School, Wigan



### Background

In October 2014, St. Catharine's Primary School decided to change their printer and photocopier supplier, and upgrade their existing black and white printer to something more modern. Network Print Solutions (NPS) had been recommended to the school's Business Manager, Joanne Birkett, by another school in the area and were subsequently selected from the short-list of 3 potential suppliers.

Following close consultation with Joanne, NPS installed an Olivetti multi-functional machine that would take care of the school's everyday printing, photocopying and scanning requirements. A separate, smaller multi-functional printer was later installed to meet the particular needs of the school's busy office staff.

### Why Were NPS Chosen?

The decision to select NPS was based on a number of important criteria. Joanne Birkett explains further; "We particularly liked the friendly, non-pressurised approach offered by Steve at NPS. He came out, showed us their literature and offered a very good price. He then left it with us to consider for as long as we needed. There were no unnecessary follow up calls asking us if we'd made our minds up yet, and it was refreshing to come across a company that simply offered a competitive price from the start without resorting to promises of price-matching the competition."

"We were also impressed by NPS's genuine approach and the fact that they were willing to offer a 12 month service plan. Other potential suppliers seemed to want to lock us into a 2 or 3 year contract, but NPS were keen to prove their value to us over the first year so that we could make the decision to renew ourselves."

Feedback from St. Catherine's continues to be excellent, and they are seeing regular savings on their cost per copy charges. "We've been really pleased with how things have gone so far," continues Joanne. "The service from NPS has been great and they've also helped us to amend the settings and create unique staff user logins so that colour copying can be regulated and costs controlled even further."

### Solution Installed:

- Olivetti MF 452 Plus (main school copier)
- Olivetti MF 3300 (stand alone copier for office)

### Key Benefits:

- ✓ Friendly, professional service
- ✓ Unique staff logins to regulate colour copying & control costs
- ✓ Significant monthly savings

**“It was refreshing to come across a company that simply offered a good price from the start, without resorting to promises to price-match the competition.”**

Joanne Birkett - Business Manager  
St. Catharine's C.E Primary School