



STRATEGY FOR GROWTH

Company Name: Nelson & Colne College
Industry: Education
Founded: 1972
Location: Lancashire
Services: Further Education & Adult Learning
Website: <https://www.nelson.ac.uk/>
Relationship with Canon: 15 years

Objective

Nelson & Colne College, an outstanding, and rapidly expanding further education college in the North West of England needed a new printing approach to streamline and automate production within their central print room, and improve efficiency and reporting of total print volumes across their whole campus.

Challenges

- The manual tasks associated with administration and handling of print jobs were creating heavy time pressures on their print room.
- £1000 a month was being outsourced to cope with the growth in demand for printed material.
- Reporting print volumes across the fleet was manual, time consuming and prone to human error with such a large eco-system of printers.

Approach

Unify reporting between the college's multi-function printers and the print room through uniFLOW print management software and improve communication, using:

- PRISMAdirect with webshop and uniFLOW integration modules
- PRISMAprepare with Automation and Pre-flight options
- Mid-production VarioPrint120 mono and imagePRESS C750 colour printers

Results

- Consolidated, error free reporting across both fleet and print room machines
- Reduction in errors and turnaround times
- More efficient planning of print jobs
- Automated repeat printing
- Cost saving of £1000 a month from outsourced marketing
- Free up of staff time for more complex work
- Overall improved quality and productivity of printing

Canon

A new beginning

Nelson & Colne College is an outstanding centre of excellence, in every sense of the word. Number 1 in the country for A-Levels and Vocational Studies (progress scored), and for 16-18 and Apprenticeships, in learner achievement. 'Outstanding' is a label they've truly earned.

So, when it comes to their Operations, Nelson & Colne expect nothing but excellence to match their academic success. Canon have been working with the college as a trusted supplier for both fleet and print room devices for the last 15 years. When the college needed a boost to their printing capability, due to their merger with Lancashire Adult Learning, they looked to Canon for expert advice on how to address their growing print volumes.

Growing pains

Since Nelson and Colne's merger with Lancashire Adult Learning, print requests began to rise dramatically. Manual steps in job preparation and printing of jobs was taking up staff's time and communication between teams was difficult. On top of that, £1000 a month was being spent to outsource printing from the marketing department, because the internal structure could simply not handle the quantity of work demanded by the college. Reporting across the fleet and central print facility was manual, time consuming - with human error inevitable and inaccuracies frequent.



Our workload has increased considerably since merging with a second educational body, however the print room has not increased its personnel. We could not have done this without PRISMA.

Angela Marshall
Print Unit Manager, Nelson & Colne College

Ready for change

The college was seeking a new, streamlined process that would ease their growing pains by: improving reporting, streamlining workflows, enabling better communication, enhancing user experience, and raising the profile of the internal print facility as the default provider meeting the college's print demands.

Planning for success

It was both a switch in technology and mindset that was needed to drive this change forward. Canon's expert consultancy team, with dedicated Account Manager and Business Consultant, worked closely with Nelson & Colne to understand the challenges they were facing, how they wanted to improve, and how to plan the best infrastructure to refine business and production processes relating to their daily operations. Working with Canon as a single supplier on workflow strategy, fleet management, and technology meant consistency and simplicity of communication from start to finish. The pre and post-sales support means Canon are integral for the long haul, and not just the short-term.



New workflow delivering results

Canon acted as the sole supplier to fully integrate uniFLOW print management software and PRISMAdirect, to introduce consolidated error free reporting across both fleet and print room devices. The PRISMAsync Job Scheduler on the VarioPrint120 enables smoother planning of print jobs, and reduced turnaround times. And, the PRISMAprepare software allows automation of repeat jobs, freeing up time for more complex and value adding tasks. The reliability that comes with the state of the art Canon technology has meant Nelson & Colne now have the expertise and robustness to be able to retain print jobs in house, and run their entire printing operations, with increased productivity and capacity.

The college now enjoys a more collaborative and cost-effective printing experience with:

- **Unified reporting** – Consolidated, centralised reporting across the fleet and print unit; uniFLOW provides a single source of data entry to PRISMA which avoids user duplication, and gives precise tracking across all college cost centres against budget and anticipated usage levels.
- **Great user experience** – Submitting print requests is simple, and intuitive via PRISMAdirect
- **Increased productivity** – The imagePRESS and VarioPrint production printers can now manage the expanding workload within the college.



This new solution has allowed us to bring outsourced marketing work back into the business

Angela Marshall
Print Unit Manager, Nelson & Colne College

Canon

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