

HP customer case study: Kings' School, Winchester deploys an HP and EduPrint solution to foster an enterprise culture for all its students

Industry: Education

HP and EduPrint embed enterprise culture at Kings' School, Winchester



Kings' School



“The HP Designjet Printer is a dream to use and the EduPrint software has a template for every occasion. When new technology comes to a school, pupils need to access it easily. Rather than being intimidated by the technology, they want more; they are pushing it to the limit during business projects.” Stuart Johnson, enterprise co-ordinator, Kings' School, Winchester

Objective:

Kings' School, Winchester, UK, wanted to deploy a cost-effective large-format print and design capability within its Business and Enterprise Department to boost its enterprise capability and reduce the dependency on outsourced print services.

Approach:

- Deployed an HP Designjet Z2100 Photo Printer with EduPrint within its Business Department.

IT improvements:

- A high-quality, large-format colour digital printing facility.
- A highly flexible software package to aid design and production of printed materials.

Business benefits:

- Produces attractive printed matter primarily to support pupils' enterprise projects.
- Kings' is no longer totally reliant on expensive outsourced services for small print runs.
- The solution embeds enterprise across all curriculum areas and in its primary feeder schools.
- School 'companies' secure income-generating opportunities with external customers.



Kings' School, a leading UK co-educational state establishment, occupies a large campus situated in a pleasant residential area on the outskirts of historic Winchester. The school offers a broad curriculum including GCSE, A-level and vocational courses to satisfy the educational aspirations of about 1,700 pupils aged between 11 and 16. It has special status as a Business and Enterprise school and modern foreign languages.

Stimulating the entrepreneurial spirit

Kings' Business and Enterprise Department offers 'real-life' courses designed to promote employability for the entrepreneurs and business people of the future. Groups of pupils are actively encouraged to create and run profitable businesses. One group's

Customer solution at a glance

Primary applications

- On-demand digital printing

Primary hardware

- HP Designjet Z2100 Photo Printer 1118mm
- EduPrint System Box with 19-inch monitor

Primary software

- EduPrint on-demand print software with telephone support

business employs an EduPrint solution to print materials for local organisations whilst the school uses it for promotional and teaching activities.

“Our mission is to embed enterprise within the curriculum. EduPrint allows pupils to develop projects to new levels,” comments Stuart Johnson, enterprise co-ordinator, Kings’ School, Winchester. “It is a remarkable educational tool, ideal for Business and Enterprise schools.”

Stunning booklets enthral Lord Mayor

Successfully deployed in over 50 UK schools, EduPrint combines the latest HP Designjet Z Series large-format Photo Printers with an automated software template developed by the Landscape Group, an HP Gold Preferred Partner. Training, maintenance, support and software updates are an integral part of the solution.

The special software creates personalised print matter on a wide variety of substrates including photo-paper, silk and vinyl at a fraction of the cost charged by commercial printers. Consequently, the school is not limited to a maximum size of A4 or A3 and easily produces larger items such as banners and posters without employing outsourced services.

“The Lord Mayor recently asked the pupils to create a booklet for a painting exhibition depicting

Winchester ‘old-and-new’,” explains Johnson. “They sold these stunning booklets on behalf of the pupils and made a profit of £120; a superb example of enterprise.

“The media range handled by the HP technology was an important factor when choosing the solution. We wanted to use photo-satin paper for our big ‘wow-factor’ displays whilst another group needed to transfer digital images to canvas. A ‘company’ then makes frames, fits the canvases and sells these staggering pictures.”

Creating a ‘can do’ attitude

Today, the small profitable ‘companies’ within Kings’ Business and Enterprise Department employ the EduPrint solution with its HP Designjet Photo Printer to produce a wide range of high-quality products for external customers. The solution encourages students’ entrepreneurial spirit and, for small print runs, lowers the school’s dependency on outsourced services. Income-generating projects account for 80 per cent of the system’s output.

“Training and support has been first class. Whenever we had uncertainties about extending our product range, we simply picked up the phone and help was at hand. The EduPrint solution creates a ‘can do’ attitude with students and teachers alike,” concludes Johnson.

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