



## Letterkenny Institute of Technology

## Customer Case Study

### At a Glance...

**Organisation:** Letterkenny Institute of Technology (LYIT)  
**Industry:** Third Level Education

### Organisation Profile

Letterkenny IT has a student population of over 3,500 students. Serving the North West, it has two modern integrated campuses in Letterkenny and Killybegs, which encourage strong academic learning and career-focused practical experience. A wide curriculum of full-time and part-time courses is offered including Business, Engineering, Science and Tourism. An on-campus business development centre, CoLab, supports spin-off enterprises.

### Business Challenge

To provide a well maintained and improved reprographics / MPS service for staff and students at a lower cost, with full auditing capability and on-site support.

### Solution

- 31 Konica Minolta bizhub devices including 4 Production Devices.
- Integration of on-line payment system through Realex Payments.
- Introduction of 'Pull Print' to staff.
- Introduction of Mobile Print for students and staff.

### Benefits

- Full refresh of current equipment with zero capital cost.
- With the introduction of on-line payments for students, it is no longer necessary to handle cash.
- Full visibility and departmental chargeback for staff.
- Students and staff have the ability of printing from handheld devices securely.

### Spotlight Solution... The bizhub C654e

- Copy and print speeds up to 65 ppm.
- Scan at 160 originals per minute with the dual scan document feeder.
- High resolution document scanning.
- 100 Sheet staple finisher and output up to 3,200 sheets.
- Booklet finishing with half fold and letter fold.
- Media range including thin, thick, coated and offset paper from A6 to SRA3.

## New Print Environment Delivers Improved Services at Lower Cost to Letterkenny Institute of Technology

Print services for staff and students at Letterkenny (LYIT) have been significantly improved at lower cost thanks to a new print environment, deployed and configured by **MJ Flood**. Charge-back facilities for all departments has also been enabled which ensures that each and every print job is accounted for, in line with best practice.

With an annual print volume of 3.9 million, LYIT has a demanding print environment. A wide variety of documentation is produced on a daily bases including course notes, booklets, theses and other publications. *"We wanted to move away from a mixed printer / copier environment where costs were rising exponentially and management control was quickly ebbing away"* explains Liam McIntyre, IT Manager, LYIT. *"We went back to first principles and undertook a more holistic approach by treating LYIT as a "greenfield" site. We developed a strategic document management plan, which would deliver improved services at a lower cost."*

### High Quality, Dedicated Reprographic Services

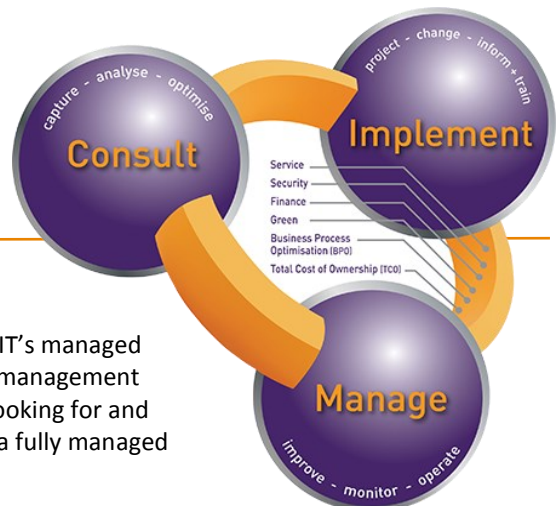
Following a competitive tender process, **MJ Flood** was selected to meet the unique challenges set by Liam McIntyre and his team.

A dedicated reprographics room, staffed by an **MJ Flood** employee, provides full-time documentation production facilities. For example, students can get end of year projects professionally printed and bound with published student tariffs for this service. *"We take the view that staff should maximise their time with students, and not spend their time in front of a photocopier,"* according to Liam McIntyre. *"Our dedicated reprographic service delivers high quality print management on demand. Having MJ Flood staff on site maximises the uptime of our machines as troubleshooting can be rapidly performed where required."*

In addition, LYIT administration staff no longer have to worry about ordering consumables or spare parts as this is handled directly by **MJ Flood**.



KONICA MINOLTA



### Why MJ Flood?

"MJ Flood demonstrated their ability and capacity to deliver all elements of LYIT's managed print service requirements ranging from printing devices, support to the print management software solution. MJ Flood had the experience and resources that we were looking for and we were impressed by their proposed solution and service levels in delivering a fully managed print services to LYIT." responds Liam McIntyre.

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