

SumnerOne: Reimagining Printing for St. Louis Community College

USA | In-House Large Format Printing

OVERVIEW

St. Louis Community College built a robust in-house fleet and production printing system to serve its four campuses, two education centers, 17,000 students and 3,000+ staff members.

As their equipment leases neared an end, St. Louis Community College wanted to explore consolidating their four print shops, streamlining their 180-device fleet, and optimizing staff – and they wanted a single company to handle it all. They issued an RFP to a long list of local service providers and national manufacturers.

When the RFP arrived in the SumnerOne office, we knew we could have simply filled in the blanks. Instead, we responded with questions of our own. We needed more details to deliver a proposal that would truly work for their employees, students, and the community they serve.

Our approach of looking beyond the expected to craft an innovative solution tailored to the way they work won us a more in-depth conversation and, ultimately, the chance to optimize their entire print operation.

PROBLEM

We knew that the initial request to consolidate their fleet and print shops was just the beginning of the story for St. Louis Community College.

Over the years, the college had added multifunction copiers and production print equipment to their fleet to meet each campus' evolving demands. Without a cohesive strategy, this led to an overlap in capabilities and excess capacity beyond the desired built-in redundancies, even as some materials – including business cards and signage – were still being outsourced.

So that's where we started: looking at what they actually needed, compared to what they thought they needed based on past expectations and experiences. We knew we could help – and that the solution did not lie with technology alone.



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SumnerOne has proven to be a great partner by going above and beyond the scope of their requirements in all aspects of the partnership.

Justin Rudick

Sr. Manager Auxiliary Services, St. Louis Community College

SOLUTIONS

SumnerOne reimagined every aspect of St. Louis Community College's printing operations.

The Fleet

Our in-depth study of the multifunction copiers scattered across their campuses helped us identify options that worked best for each location. We measured utilization, user preferences, and workflows to optimize performance. It helped us reduce the size of their fleet while improving usability and service.

The Print Shop

With nearly identical capabilities, St. Louis Community College's four print shops were becoming difficult to manage and more and more expensive to run. We worked with their existing team to consolidate operations into one central print shop. This approach allowed us to reduce the total number of devices while adding new finishing options, envelope printers, and large-format capabilities.

One-Stop Print Services Portal

Our close relationship with Canon allowed us to work with their experts to build a custom print services portal for St. Louis Community College. This customized portal serves as a single place for all users to order printed materials – a dramatic improvement over their previous fragmented system.

Campus-Wide Optimization

Amidst the global pandemic and resulting shutdown, we also looked at how their internal mail and courier system was operating. As part of our agreement, we hired their full-time staff and kept them on to continue their jobs as SumnerOne employees. We worked closely with these employees – the people who know the campuses best – to streamline their internal mail operations and optimize routing, ensuring everything ran more smoothly.

A single, consolidated print shop.



- 2 Canon imagePRESS C910s with Booklet Makers
- 2 Canon varioPRINT 140s with Pro Punch and Booklet Makers
- Canon imagePRESS C810 with Booklet Maker
- Mutoh ValueJet 1638UH 64" Hybrid Large Format/Flatbed Printer
- HP Latex 365 64" Large Format Printer with 64" Cut Solution
- IntoPrint MP200 Envelope Printer
- Pitney Bowes Mailing System with Folder, Inserter, and Postage Meter

WHAT'S NEXT

At SumnerOne, we never see our solutions as complete.

Of course, with any change of this magnitude, there was some initial fear that service would be impacted. However, our close working relationship with St. Louis Community College's print shop team helped us develop a plan and stick to it. As more and more people use the new equipment and order materials, the savings have continued to multiply – and feedback about the new centralized print shop has been overwhelmingly positive.



Ask about how SumnerOne can help you today.

800.325.0985 www.sumnerone.com

