

How a K-12 School District's Print Center Helped Improve Student Reading Comprehension

DCMO BOCES transitions from mono to color with the Xerox® Baltoro® HF Inkjet Press to deliver more engaging educational content.

"We analyzed the data to get a feel for what our overhead would look like so we could project the impact on our budget to ensure there would be no surprises. As a result, with Baltoro, we are experiencing 40% savings compared to our color and mono toner copy costs and an increase in productivity by over 35% in our pages per minute copy rate when combining Baltoro & FreeFlow Cores Automation."

– Frank Oliver, Supervisor Print, Public Info, Courier Services, DCMO BOCES



ABOUT THE CLIENT

The Delaware-Chenango-Madison-Otsego (DCMO BOCES) Board of Cooperative Educational Services is a regional educational agency providing services in partnership with 16 local school districts in Norwich, New York. In 1948, the New York State legislature created Boards of Cooperative Educational Services (BOCES) to provide shared educational programs and services to school districts within the state. Today, there are 37 BOCES schools that are partnering with nearly all the state's school districts to help meet students' evolving educational needs through cost-effective and relevant programs and services.

CASE STUDY SNAPSHOT



The Challenge

- DCMO BOCES wanted to enhance its curriculum materials by integrating more engaging and visually appealing content.
- They recognized that traditional black-and-white printing had limitations in effectively conveying complex concepts, especially in subjects like mathematics, maps, and visual arts.
- They were seeking a solution that could provide realistic, high-quality, full-color curriculum materials at a reasonable cost without compromising delivery speed.



The Solution

- DCMO BOCES evaluated various printing options in the market and decided to adopt the Xerox® Baltoro® HF Inkjet Press.
- This innovative, cut-sheet digital press offered a unique combination of high-speed inkjet print quality, compact footprint, and reliability.
- The institution believed that this technology could not only meet their immediate printing needs but also position them for future growth (for as much as a decade) and relevance in the educational industry.



The Results

- DCMO BOCES successfully integrated full-color, engaging visuals into their curriculum materials, offering improved student engagement and comprehension. (For additional information, see [Impacts of Color in the Classroom.](#))
- The Baltoro Press' compact design allowed efficient use of limited space, while its high-speed capabilities even increased total production output to meet the demands of the busiest school seasons.
- The partnership with Xerox provided a seamless experience from evaluation to implementation, ensuring that the printer contributed positively to the institution's overall growth and innovation.

THE CHALLENGE

- DCMO BOCES faced challenges in meeting the demands of the modern printing landscape. They needed a solution that could streamline their processes, reduce costs, and provide opportunities for expanding their offerings while remaining competitive.
- They also recognized that traditional printing methods were limiting their ability to meet these challenges effectively.

THE SOLUTION

- To address these challenges, DCMO BOCES adopted the Xerox Baltoro HF Inkjet Press.
- According to Frank Oliver (Supervisor Print, Public Info, Courier Services), “This cutting-edge printing solution provided unmatched speed, reliability, and the capability to deliver quality color prints at a lower cost. By integrating the Baltoro Inkjet Press into our operation, we aimed to improve our time-to-market and reduce expenses”.

THE RESULTS – SIGNIFICANT BENEFITS

- **Space Efficiency:** The compact footprint of the Baltoro Inkjet Press was a crucial factor for DCMO BOCES, as they had limited space available in their facility. The press’ efficient design allowed it to seamlessly integrate into their existing setup.
- **Reliability and Uptime:** With limited redundancy capabilities, DCMO BOCES needed a printing solution that offered high uptime and reliability. The Baltoro Inkjet Press’ robust performance and dependable print heads ensured consistent output, crucial for meeting tight educational deadlines.
- **Enhanced Time-to-Market:** They experienced a significant improvement in their time-to-market due to the high-speed capabilities of the Baltoro. With the ability to produce 300 images per minute, the press allowed them to fulfill hundreds of individual job requests per day ranging from dozens of prints to hundreds.
- **Cost Savings:** The transition from traditional black-and-white printing to cut-sheet inkjet color printing on the Xerox Baltoro Inkjet Press resulted in substantial cost savings for them. This allowed them to produce color prints on a wider range of substrates, reducing production costs.

CONCLUSION

DCMO BOCES has a commitment to innovation and student-centered learning. By strategically evaluating its options and selecting the Xerox Baltoro HF Inkjet Press, the institution not only addressed their immediate printing needs but also paved the way for future growth and relevance. This customer-centric approach, focused on space efficiency, speed, reliability, and financial viability, exemplifies DCMO BOCES dedication to providing the best possible educational resources for their students.

“We want to be relevant and innovative and offer value-added services. We try and print anything in our shop that you could possibly dream of, and we are continuously migrating applications from other devices onto Baltoro.”

– Frank Oliver, Supervisor Print, Public Info, Courier Services, DCMO BOCES

For more information on how we can help you,
visit xerox.com/baltoro