SUMNER ONE

SumnerOne: Providing Comprehensive Solutions to Meet Metropolitan Community College's Print Needs

USA | Consolidated Lease and Reduced Costs

Metropolitan Community College

OVERVIEW

SumnerOne handles all print technology across Metropolitan Community College's five campuses, from their desktop print devices to their fully-kitted print shop.

Metropolitan Community College (MCC) is a large community college in Missouri with five campuses in Kansas City, Independence, and Lee's Summit. It offers more than 120 degrees and certificates, with a total enrollment of over 15,770 students.

The college previously struggled to manage its print technology and had to deal with too many vendors. Their campuses also had many different printing products, including desktop and large A3 printers.

Metropolitan Community College became a SumnerOne customer nine years ago, and we consolidated all of their print technology into a single lease and monthly invoice. We also help manage their printing needs through the print management software PaperCut.

PROBLEM

With multiple campuses and high enrollment numbers, MCC already had enough on its plate. MCC also had to deal with having too many products from multiple vendors.

They had too many desktop printers from different vendors, which were expensive and hard to maintain. Making service calls to various vendors was tedious and took time away from essential work at the school.

Moreover, many of their students and faculty members were having a hard time printing in color. Some departments even had to go to a different floor to get color output.

> **For us, SumnerOne is not just a vendor but a long-term partner of our school.**

Ryan Acklin
Director of Systems Infrastructure
Metropolitan Community College, Missouri

SOLUTIONS

SumnerOne reduced the number of Metropolitan Community Colleges's desktop printers and consolidated their campuses' multiple equipment leases into one lease agreement.

SumnerOne did campus walk-throughs in 2014 and implemented a holistic solution in 2015.

We installed 140 Konica Minolta devices on all five campuses and used PaperCut software to help manage their outputs. We also added large Multi-Function Printers (MFPs) to the college's fleet.

In addition, SumnerOne created a fully-kitted print shop with Canon wide format, Canon color, Konica Minolta black and white printers, and PageDNA job submissions software.

Our Outcomes

SumnerOne streamlined MCC's print environment, simplified its processes, and reduced spend. We also helped the college set up its fully-kitted print shop and provided their campuses with student print tracking and job submission software.

MCC no longer had to contact multiple vendors for service requests. With SumnerOne, they can easily submit service tickets by phone or by email. We manage their devices and toner fulfillment using PrintFleet.

Since becoming their print technology provider nine years ago, SumnerOne has proven to be a reliable service and solutions partner for MCC's campuses. To MCC, we are not just a vendor but a partner for key initiatives. We regularly sponsor the Chancellor's MLK Day luncheon. We're also a provider at their minority vendor fair and support the Kansas City Professional Development Council (KCPDC) annual conference.

WHAT'S NEXT

MCC has been thrilled with our solutions and has extended its contract with SumnerOne three times now, with the latest renewal last October 2022.

We are optimistic that our continuous delivery of advanced, convenient, and affordable print solutions to the MCC campuses will help us remain their print technology and service provider in the coming decade and beyond.