



From Outsource To Insource

UTS Printing & Imaging Services is a self-funded, business oriented operation that provides customer focussed and cost effective in-house print and imaging solutions, including high volume and colour copying, multi colour printing, digital imaging and large format printing, to the University of Technology Sydney (UTS).

The Issue

As a central hub for the printing needs of a very large user base, UTS Printing & Imaging Services needs to offer a wide range of printing solutions and products to fit the changing requirements of a large organisation.

To further enhance the services offered to the university community it looked to Canon.

“UTS Printing & Imaging Services went in to the market again looking for a faster digital machine, with an offset type finish, and the Canon suited this requirement.”

- Robert Mascarenhas, Manager

The existing installation was supplemented with outsourcing to several offset printing service providers, as the incumbent machine was unable to produce the similar results delivered through a traditional offset process. With a volume of 20,000 to 40,000 prints per month, bringing the business back in to the print room made a strong business case.

At a glance

Company

University of Technology Sydney
www.uts.edu.au

Industry

Education

Canon products used

Canon imagePRESS C7000VP

Benefits

Reduced need for outsourcing.
Provided a superior product in house.
Steady growth due to increase in service offered.

UTS Printing Services



The Solution

UTS Printing & Imaging Services chose to replace its previous model with a Canon imagePRESS C7000VP digital press. This offers the offset-like print quality and finish, whereas the current model produced good quality but with a glossy look in the print that did not meet the client's requirements.

“The Canon imagePRESS C7000VP has allowed UTS Printing & Imaging Services to provide its clients with a superior product that previously had to be outsourced.

- Raj Chandiook, Canon Senior Digital
Production Specialist.



UTS Printing & Imaging Services can now offer offset-type digital printing at its 20,000 to 40,000 per month requirements and reduce the need to sub-contract the offset-type print requirement out of the organisation.

Real Flexibility

Further to the increase in business seen by UTS Printing & Imaging Services, its flexibility was an important part of the decision to choose the Canon imagePRESS C7000VP. The digital press offers a wide range of flexible add-on solutions, enabling future growth should the client require it. UTS Printing & Imaging Services selected the imagePRESS C7000VP, as well as a saddle stitching component, Saddle Finisher AB, to complement the imagePRESS C7000VP's print work. Additionally,

the imagePRESS C7000VP allows expansion to 10,000 sheets of stock through two POD decks, a high capacity stacker and booklet trimmer.

As the imagePRESS C7000VP is more versatile for offset stocks, supporting 64gsm to 300gsm at up to 13in x 19in (330.2mm x 487.7mm) paper sizes, UTS Printing & Imaging Services is able to offer a wider range of print finishes to its client base. As the imagePRESS C7000VP's Media Library lets the user manage and select stocks from a single central location, using the appropriate stock for the job ensures optimal performance and quality.

Canon's installation of the imagePRESS C7000VP was non disruptive to the client's output, with the equipment delivery and staff training occurring concurrently with the running of the replaced printer. A changeover from the existing platform to the imagePRESS C7000VP was achieved without any down time.

The Result

The installation of the Canon imagePRESS C7000VP has reduced the amount of business subcontracted to offset printers for UTS Printing & Imaging Services.

Additionally, increased flexibility over offset printing has brought in new clients for UTS Printing & Imaging Services. Growth has been occurring at 5% to 20% per month, since the installation in March 2008. It has allowed UTS Printing & Imaging Services to offer more services and options to its clients, fuelling future growth. "We were surprised at the growth once it was installed", says Mascarenhas.

For more information on Canon's imagePRESS products visit
www.canon.com.au/pps

Canon
advanced simplicity