



MARYVILLE CITY SCHOOLS

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CASE STUDY



Confident Technology Solutions

Tangible Results

The PCS and OKI consultative sales approach gave the client multiple options from which to choose. By engaging with the client in this manner, PCS and OKI were able to deliver the following benefits:

- Increased Printing Performance
- Increased Efficiency
- Improved Service To Customers
- Ongoing Trustworthy Support

And according to the client,

“Partnering with PCS and OKI was a great decision for Maryville City Schools. Using the recommendations from the OKI Managed Services analysis of our printing environment, we are making decisions that will save over 40% of our printing costs. The minimal investments we made paid for themselves almost immediately, and we will reap tremendous benefits as a result of this project.”

Stephanie Thompson
Assistant Director of Schools
Maryville City Schools

SUCCESS STORY:

Maryville City Schools

Enhancing IT Effectiveness with a Consultative Approach to Problem Solving And the Follow-Through to Match

The Client

The client is a school district located in Maryville, TN. Based on the suggestion of PCS, the district agreed to accept a Managed Services analysis of their printing environment to see if there were cost savings they could realize.

The Challenge

School systems have multiple locations that can make analysis of their printing systems cumbersome and difficult. There is often resistance from users who do not want to lose personal printing capabilities.

The Results

By investing the time necessary to develop an accurate analysis, PCS and OKI were able to present the district with a detailed analysis of their printing environment. Additionally, they were able to make suggestions to the district that have effectively lowered their printing costs by over 40%.

Learn more about how PCS's unique, consultative sales approach can help you derive greater business value from your IT infrastructure. Visit us online at www.pcsknox.com or call us at 877-690-5999 today.

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