



HERE'S ONE
THING IN SCHOOL
THAT'S EASY TO
CONTROL

EDUCATION PRODUCT AND SOLUTIONS GUIDE

At your side

We can't stop pupils being a handful. But what we can do is ensure your printing and technology solutions are much easier to control.

By combining innovative features with exceptional visibility of costs and usage, Brother puts you in complete control of your print and technology solutions. It's how we managed to save schools like Helsby High School 40% on their print costs. And with transparent and simple agreements, we can remove the hassle usually associated with IT in schools.



We've done our homework

After 50 years in the print industry establishing strong partnerships with educational institutions, we're proud to say we've learnt a lot. Over this time, we've helped schools and colleges overcome all sorts of problems and frustrations, and we've designed our solutions to meet a wide range of requirements:

- ✓ Avoiding downtime and the associated implications
- ✓ Keeping pupil and staff information secure
- ✓ Reducing paper and toner expenditure
- ✓ Monitoring usage and keeping on top of costs
- ✓ Rationalisation and interoperability of supplies.

How does Brother help you overcome your challenges?

- ✓ Simple and transparent agreements with no hidden charges – you only pay for what you use
- ✓ Brother's Direct Scan solution for users of the Capita SIMS software* lets you digitally file and manage student records, helping to improve efficiency and reduce errors
- ✓ Built-in management services give you full visibility of your usage and costs
- ✓ At Your Side support ensures you have all the help you need at every stage.

*Brother's Direct Scan Solution has been developed by Brother's partner, Digital Link Solutions. Digital Link Solutions is an Accredited Partner of Capita SIMS. Capita SIMS is a registered trademark of Capita.



Prevent misuse of equipment by setting limits on the number of pages each user can print - just one money-saving benefit of Brother's Secure Function Lock feature.

Security

Giving you
control when you
need it most

We understand that security will be high on your agenda, especially when you consider data protection and Bring Your Own Device (BYOD) issues.

In fact, 80% of IT Managers in schools think that pupils' BYOD is creating security issues for the network.*

We offer a wide choice of security features that help you protect your pupils' and staff confidential information simply and effectively.



*Survey of 100
information
technology managers
or heads of information
communication
technology at 30 primary
and 70 secondary schools
across the UK.

Cyber security threats are increasing. That's why Brother has incorporated enterprise level security features in three key areas:

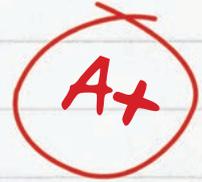
- ✓ Authentication
- ✓ Encryption
- ✓ Workflow

Encryption

IP Sec and Transport Layer Security / Secure Sockets Layer (TLS / SSL) encryption keeps your documents safe over the network.

Authentication

To keep data from getting into the wrong hands, authenticate users via Active Directory, LDAP or NFC – you can even lock down a machine's features to certain users via Brother's Secure Function Lock.



Workflow

Brother's secure PDF features ensure scanned data is kept safe by password protecting it, meaning you can safely scan to a central location without worrying about the wrong person opening it.

Customisable shortcuts allow for access to regularly used features reducing time spent away from teaching in the classroom.



Anti-fraud printing

Our PIRA-accredited toners and printers help to protect you from fraudulent activity such as cheque tampering.

BYOD solutions

As the Bring Your Own Device (BYOD) culture becomes more prevalent in schools, you need a suite of tools to help you make the most of it. Our BYOD solutions allow you to print and scan from your mobile devices, as well as offering connectivity to the cloud.

Brother devices can print from all of the main mobile operating systems – iOS, Android and Windows via AirPrint, Google Cloudprint, Mopria or other 'cloud-based' services. Take this a step further and scan to your mobile device using Brother's free app.





Efficiency and cost control

Go straight to the Headteacher's office!

Getting sign off on costs can be a difficult task, especially when you've got the Headteacher, Bursar and Governors to please. Meanwhile, the ICT budget for 2017-2018 is forecast to decline year on year by 7%*, so it's important to stay on top of what you are spending.

As well as providing simple, transparent agreements, we provide you with a range of additional solutions that help you reduce costs and improve efficiency across the board.

*British Education Suppliers Association (Besa).
<https://www.theguardian.com/teacher-network/2017/jul/04/is-technology-delivering-in-schools-our-panel-debates>



Managed Print Service (MPS)

Our Managed Print Service allows you to cut costs significantly, removing the need for capital outlay by letting you lease hardware, rather than buying it outright. You then pay for what you print on a pay per page, with no complicated contracts or minimum print volumes.

Everything like installation, servicing and consumables are included in the price - meaning it's sure to be popular with whoever controls the purse strings. You also get great reporting capability via an easy-to-use web portal that lets you monitor device usage, track spend and order supplies, so you're always in control. And all this is backed up by our At Your Side support, with four-hour response times to any issues you might face.

PrintSmart, powered by b-guard

Our print management software is popular with schools thanks to its ability to reduce costs and improve security.

PrintSmart Secure also gives you effective security control with pull printing, as users need to identify themselves using a unique PIN, NFC smartcard or fingerprint to retrieve their printouts.

And because we know it's frustrating when things don't work together, our products are compatible with, and easily connected to, other IT applications you might use, such as:



PrintSmart gives you complete visibility and unrivalled control of your printer environment:

- ✓ Reduce waste and monitor spending by setting print quotas for pupils or teachers
- ✓ Scan information from books, magazines and other sources directly to a user's email address
- ✓ Manage who accesses what features using secure function lock
- ✓ Access weekly, customised reports to monitor usage and costs
- ✓ Use pull printing to release print jobs from any printer in the network using a unique PIN or swipe card.

BR-ADMIN:

Our free BR-Admin software gives you the ability to set up email notifications to manage your printer fleet, helping to increase efficiency and reduce downtime.

PrintSmart gives you complete visibility and unrivalled control of your printer environment.

Print

All-in-one colour printer MFC-L9570CDW



- ✓ Fast print speed and professional print quality give you outstanding results quickly
- ✓ Automatic 2-sided print, copy, scan and fax cuts wastage and costs
- ✓ Upto 2,380 sheets maximum paper capacity means less time refilling machines
- ✓ Super high-yield toners improve efficiency, cost and environmental impact.

This reliable colour laser lets you print, copy, fax and scan all from one machine. It's an affordable and fast way to print professional quality, high-impact colour copies of students' work. Plus, it comes with time and cost saving features such as colour restriction and pull printing, helping you reduce waste and stay in control of your print output.

All-in-one A3 inkjet printer MFC-J6935DW



- ✓ Print, copy, scan and fax all up to A3 for great results every time
- ✓ Wireless and mobile compatibility lets you print from anywhere
- ✓ 9.3cm touchscreen offers ease of use and clear function selection
- ✓ 6000dpi print resolution provides exceptional clarity.

If you're looking for lightning-quick A3 printing, without the large footprint and cost, this all-in-one inkjet is perfect for you. It's affordable to run and comes packed with features that save you both time and money, including automatic 2-sided printing, copying and scanning large paper capacity and high-yield toners.

Brother is the No.1 brand in the A3 Inkjet market*





Brother
is No.1 in the
mono laser
market*

Mono laser printer HL-L5100DNT

- ✓ Fast print speeds get everyone's jobs done in no time
- ✓ Robust build withstands the rough and tumble of life in the classroom
- ✓ High-yield toners help you reduce the cost of printing
- ✓ High-speed wired network and USB connectivity opens up printing to everyone.

The small footprint of this machine makes it perfect for either the classroom or the school office. Optional additional paper trays let you print for longer without refilling, while our PrintSmart solution lets you manage printing volumes and avoid excessive costs.



Mono laser printer HL-L6400DWT

In addition to the HL-L5100DNT:

- | | | |
|--|--|--|
| ✓ Super-fast print speeds of up to 50 pages per minute | ✓ Ultra 'high-yield' 20,000 page toners reducing print costs further | ✓ Powerful security features keeping your information safe |
| ✓ Built-in NFC | ✓ Additional lower tray/paper handling - modular customisation options | ✓ Customisable touchscreen |
| | | ✓ Wireless connectivity |

Identification

Label and wristband printer TD-2120N

- ✓ High-speed label printing up to 2.2" wide helps save you time
- ✓ 203dpi print resolution produces clear and professional results
- ✓ 5" roll capacity means it's less likely to run out when you really need it
- ✓ Connectivity and power options allow you to print from PC or mobile devices.

This compact label printer has the speed, features and media capacity you'd usually associate with a desktop printer. The ability to print wristbands is ideal for school trips, helping to identify children and provide a contact number should they get lost. The addition of a battery pack option means you can take it anywhere in the school too.



Brother is the No. 1 name in labelling*

Desktop label printer QL-700

- ✓ P-touch editing software lets you create bespoke label designs
- ✓ Easy-to-install rolls make labelling as simple as possible
- ✓ Options for both continuous or die-cut rolls offer you flexibility
- ✓ Fast print speeds ensure your jobs are done quickly.

With our simple editing software, this desktop label printer can integrate easily with your everyday applications like Word, Excel and Outlook, helping you create your own labels. Whether it's barcodes for library books or parents' evening signage, you can print quickly and affordably – especially as there's no need for ink, toner or ribbon.



*GfK market data Jan15-June15 vs. Jan16-June16

Brother's free P-touch editor software allows you to create customised labels from a range of templates or create your own.



Images and symbols can easily be inserted and with a vast range of tapes available they can complete any job necessary.





Wireless network label printer QL-820NWB

- ✓ Print labels in both red** and black on 62mm continuous roll
- ✓ Wired, wireless and bluetooth connectivity integrates seamlessly with your current networks and business systems
- ✓ Print up to 110 labels a minute so nobody is left waiting
- ✓ High-resolution print offers superb legibility.

If you're looking to produce visitor badges, this speedy label printer is just the job. Combine it with an iPad to create a simple and seamless touch screen interface that prints badges wirelessly. You can even create emergency visitor passes to ensure everybody is accounted for in case of emergencies, such as fire evacuation. Print in red** on visitor badges to allow easy identification of fire points. Mark up confidential documents or warning signs in the school. With the optional Li-ion battery back, it makes a great portable solution for the busiest of schools.



Professional label printer PT-P900W

- ✓ Produces laminated labels that are robust and durable
- ✓ Fast 60mm per second print speed is perfect for high-volume tasks in the library
- ✓ Wireless and PC connectivity is ideal for multiple users
- ✓ Free iPrint&Label app lets you print direct from your mobile devices.



The wireless capabilities of this professional label printer allow multiple users to access it, making it ideal for busy school offices. It produces hard-wearing, laminated labels that you can use all over the school, whether on PCs, laptops, desks or whiteboards. And with high-speed printing, big jobs take no time.



** Two colour printing: requires DK22251 roll

Document capture and workflow

Desktop scanner ADS-2800W

Brother is the fastest growing brand in document scanning**



- ✓ High scan speed lets you scan up to 5,000 pages per day
- ✓ Simple interface allows you to share documents with the touch of a button
- ✓ Wireless and wired network capability so scanning isn't limited to a single user
- ✓ Brother's Direct Scan Solution* vastly improves workflow and saves time for your staff.

With a compact footprint, network connectivity and the ability to scan documents of many types and sizes, this desktop scanner works perfectly in school offices. Especially as you can add Brother's Direct Scan Solution* for users of the Capita SIMS software, which allows staff to easily store school records as searchable digital files. This speeds up office processes, reduces human error and improves security too.



High-speed desktop scanner ADS-3600W

- ✓ Enhanced security keeps confidential documents safe
- ✓ Process a wide range of items from forms to ID cards
- ✓ One-touch PC-free scanning reduces risk of errors
- ✓ Rapid double-sided scanning makes light work of high-volume tasks.

If you're looking for a top-of-the-line scanner for your school office, look no further than this high-speed network scanner. Offering secure function lock, and with a lockable touchscreen, it's as secure as it is speedy. Plus, Brother's optional Direct Scan Solution* helps your office staff work smarter by creating easily-accessible, searchable school records, cutting the time it takes to get things done, reducing errors and eliminating the need for paper document storage.

Success story

Brother helps St Paul's C. of E. Primary School improve student record keeping

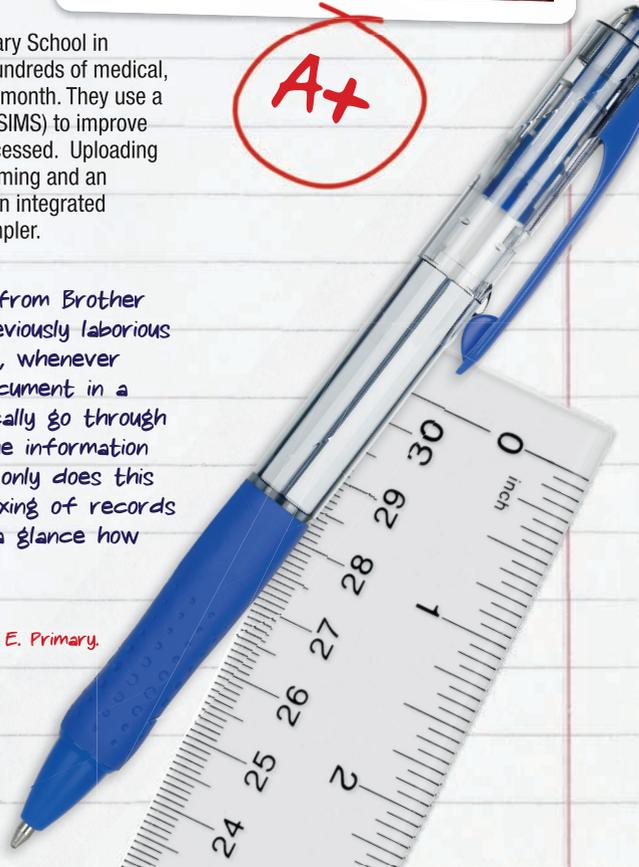


The school office at St Paul's C. of E. Primary School in Chessington, Greater London processes hundreds of medical, consent and planned absence forms each month. They use a School Information Management System (SIMS) to improve the way pupils' records are stored and accessed. Uploading documents manually can be a time-consuming and an error-prone process, so Brother supplied an integrated direct scan to SIMS solution to make it simpler.

A+

"The new Scan to SIMS system from Brother is a great help as it makes a previously laborious process quick and easy. Previously, whenever I needed to find a particular document in a child's record, I'd need to physically go through the files. Now I can pull up all the information I need with a simple search. Not only does this save time, but the improved indexing of records makes it much easier to see at a glance how each child is doing".

Jane Walker,
Office Administrator at St Paul's C. of E. Primary.



Success story

ERCALL WOOD TECHNOLOGY COLLEGE
EXCELLENCE THROUGH CHALLENGE & INITIATIVE

Helping Ercall
Wood Technology
College keep
control of their
print costs

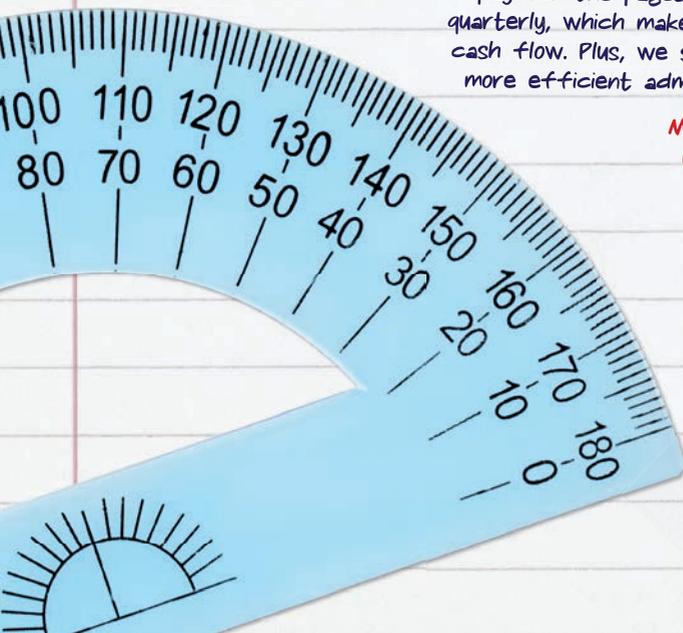
Ercall Wood Technology College is a large comprehensive school with around 680 pupils. As high-volume print users, they wanted to introduce a new print management system to save money and control print more efficiently. The old print management solution wasn't working, as the provider charged upfront for usage and applied penalties if they didn't reach print quotas.

Brother worked closely with the school to develop a new Managed Print Service that better fitted their needs. They now lease their hardware and only pay on a per print basis, with no penalties for under usage. Installation, training and servicing are included, as well as access to a secure web portal that lets them monitor and manage their printing easily and efficiently.

A+

"Brother's MPS really helps us to manage our print costs. We can see how much we spend on print in each department, on mono and colour printing; we can even predict expenditure, which is helping some departments budget more efficiently. We now only pay for the pages we print and we are invoiced quarterly, which makes it easier for us to manage our cash flow. Plus, we save time and money thanks to a more efficient administration and support service."

Matthew Cooke,
IT Technician



Supplies and sustainability

When you've invested in a high-quality Brother printer, you want the best results every time. That means using genuine Brother inks and toners.

Brother Genuine Supplies are designed specifically for use in Brother machines, offering exceptional quality printouts and reliable yields. Non genuine supplies on the other hand, are often re-purposed or refilled, and might lead to poor yields, low quality prints and leaky cartridges that can cause long term damage to your printer.



Plus, there are optional super high-yield Brother Genuine Supplies, making them an extremely cost-effective option in the long term. So if you want less downtime, better results and more control over costs, the only choice is Brother Genuine Supplies.



Our contribution to your sustainability efforts

At Brother, we understand the pressures you face when it comes to sustainability, and it's long been our priority to incorporate sustainable practices into every part of our offering. Our products are designed to use less paper, less energy and fewer resources, and our solutions come with many benefits that help you meet your sustainability targets:

- ✓ We accredit our products to Energy Star to help you find a product with the lowest environmental impact
- ✓ Most of our products have paper saving features such as automatic 2-sided printing – helping to cut paper use by up to 50%
- ✓ We have an award-winning UK recycling centre where 100% of recyclable consumable components are recycled or reused
- ✓ We help protect the Amazon Rainforest – for every four Brother toners or eight inkjet cartridges you use, we protect another tree
- ✓ Our machines have an eco mode which uses less power and toner to save energy and waste.





www.brother.co.uk/business-solutions/education

CONTACT US:

Our public sector team has vast experience working with schools and colleges, and we're all on-hand to support you with your printing and technology requirements. We'll listen to your unique needs and challenges to provide a tailored package that will make your printing and technology solutions much more efficient and much easier to control.

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