



## NSW Department of Education and Training (DET) selects HP as laser printing partner

**SYDNEY, Australia.** December 9, 2008 – Hewlett-Packard (HP) today announced a major contract with the NSW Department of Education and Training (DET) to supply laser printers. HP anticipates the roll out of up to 15,000 laser printing devices across 2,400 public schools, 130 TAFEs and DET state offices in NSW in the first year under the terms of a three year contract with the Department of Education and Training.

DET will roll out small, medium and large mono and colour, single function and multifunction HP LaserJet Printers and HP will also supply toner and associated services to provide an estimated target fleet of 25,000.

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Paul Hopkins, Chief Procurement Officer, DET said, “This roll out is a long-term commitment by the Department to technology upgrades, which is why after an exhaustive process, we chose to partner with HP for our laser printing needs.

They are a key partner in our new integrated imaging solution which includes multi function devices (MFDs), laser and inkjet printers and facsimiles. We wanted to provide our teachers with access to market leading technology in all these areas that is sustainable and which offers the lowest cost of ownership to schools, TAFEs and to the Department.”

“DET is replacing up to 65,000 of our current imaging devices with up to 30,000 new devices, which will make a huge difference to energy consumption, copy costs and better utilisation.

This includes going from a wide range of laser printer suppliers to just one, which will make device and supplier management much easier.”

The DET selected HP through a competitive tender process linked to the State Government imaging devices contract. HP was able to demonstrate its market leadership, technology heritage and ability to develop a long term partner relationship with the DET in the area of laser printers to deliver specific cost minimisation and enhanced service outcomes.

“HP provided an extensive response in the sourcing process. While we achieved a very good price it was only part of the decision making process HP’s supply capacity,

service capabilities, extensive resources and global experience made them stand out above other laser print vendors," said Mr Hopkins.

The rollout began on 1 April 2008 with the educational institutions that provided the most opportunity for improvement together with schools that proactively chose to take advantage of the new contract at an early stage. "Nearly five per cent of DET's fleet of laser printers has already been changed with a further 10,000 and up to 15,000 devices expected to be replaced before 30 August 2009," said Max Kaye, LaserJet and Enterprise Solutions - Business Manager, HP Imaging & Printing, South Pacific.

### **DET Immediate Savings**

"DET is currently spending more than AU\$100 million in the imaging category annually. This spend will drop dramatically with the new laser printing solutions that HP is helping to implement in DET. The Department expects savings when the total imaging solution is fully rolled out of between AU\$25-35 million per annum.

### **DET Adopting Leading Printing Solutions**

As part of the laser printing contract, HP will provide a range of services including maintenance, support and consumables to the various DET facilities and locations, by using HP's Web JetAdmin remote management solution. In addition, HP will be using an internal Business Intelligence solution to monitor usage in schools, TAFE's and DET offices. The data will identify trends and highlight opportunities to improve efficiency and further reduce cost.

Other HP printing solutions that DET will be utilising across its different sites and facilities include HP's 'Instant on' fuser technology, which lowers power consumption by avoiding "idling" of electrically heated components. NSW education facilities will also be using HP's Universal Print Driver solution, which sets group print standards relating to duplex printing, colour and 'draft-mode' printing, resulting in less paper wastage, less colour toner used and cost savings.

### **DET Environmental Gains**

DET together with HP will deliver significant environmental gains with the new devices, including the potential capability to reduce paper consumption by up to 700 million printed pages per annum. HP will also provide a total asset recovery and recycling program across all printing hardware and supplies for all schools and TAFEs in NSW. HP predicts that 90 per cent of the devices will be recycled and the remaining 10 per cent will be re-sold. In addition, HP will provide proactive management in the reduction of energy consumption across all printing devices.

DET will also look to take advantage of the HP LaserJet Carbon Offset Program<sup>1</sup>, which can provide DET a bonus carbon offset equivalent to the carbon emissions produced over the lifetime of all the HP LaserJet printers within the organisation. The offsets are funded by HP, with 100 per cent of the carbon credit value going towards accredited global warming programs<sup>1</sup>.

### **About HP**

HP, the world's largest technology company, provides printing and personal computing products and IT services, software and solutions that simplify the technology experience for consumers and businesses. HP completed its acquisition of EDS on Aug. 26, 2008. More information about HP (NYSE: HPQ) is available at <http://www.hp.com/>.

Note to editors: More news from HP, including links to RSS feeds, is available at <http://www.hp.com/hpinfo/newsroom/>.

### **About DET**

The NSW Department of Education and Training delivers high quality, internationally competitive public education and training from early childhood (pre-school), through to the compulsory years of schooling (Kindergarten to Year 10), and senior secondary education leading to the award of the NSW Higher School Certificate (in Years 11 and 12).

It also provides TAFE NSW courses, adult and community education courses, migrant English programs, post-secondary art courses and advice to the NSW Government on higher education. The Department is particularly focused on addressing the training needs of industry and meeting the challenge of skills shortages in certain trades.

<sup>1</sup> Partnering with non-for-profit organisation, Climate Positive, HP has chosen to invest in renewable energy projects and support Climate Positive's education and engagement. The CO<sub>2</sub> calculation is based on average energy consumption of printer (supplies & media excluded) as defined by the ENERGY STAR® Program Requirements for Imaging Equipment, over 5 year lifetime. The CO<sub>2</sub> conversion factor for electricity published by Australian Greenhouse Office Department of the Environment and Heritage varies per state in Australia; HP is using a calculation based on the weighted average of the Australian population as reported by the Australian Bureau of Statistics

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