



Datacord

PRINTING AND DOCUMENT SOLUTIONS

EDUCATION SERVICES

Canon
Authorised Partner

SHARP
Authorised Partner

HDi
Authorised Partner



**Education Deserves
Reliable Solutions**
Where Future Leaders,
Creators & Innovators
Are Nurtured

A Message from our Director

At Datacord, we believe that business isn't just about products and profits — it's about people. As a locally owned and operated business, we're proud to serve organisations of all sizes, but one area particularly close to our hearts is the work we do for our Schools and the children who will be the future of South Australia.

Schools are the foundation of our communities. They're where future leaders, creators and innovators are nurtured. But running a school comes with its own unique set of challenges and having reliable, efficient business equipment like photocopiers and printers is one of those things that often gets overlooked — until it stops working.

Reliable equipment in a school environment isn't a luxury; it's a necessity. From printing lesson plans and student worksheets to producing newsletters and important notices for parents, schools rely on these tools every single day. When a copier breaks down or isn't up to the task, it can disrupt the flow of a whole school day.

That's why we're committed to providing not only high-performance, reliable photocopiers but also fast, friendly service that schools can count on. We understand the pressures educators face and work hard to ensure their equipment supports them — not holds them back.

More than that, we see our partnerships with schools as an opportunity to give back. Through our Make a Difference Program, we support initiatives that directly benefit students and staff, whether it's sponsoring local events, donating equipment, or lending a hand where it's needed most.

Because at the end of the day, when schools thrive, communities thrive. And we're proud to play a part in these South Australian Communities.

George Koutsoubis
Managing Director

Proudly Supporting Local Schools for 30 Years

Our commitment to schools:

-  **2 Hour Response Times for Breakdown**
-  **Local Support**
-  **Local Warehouse**
-  **Giving Back to the Community**
-  **3 Monthly Report and Site Check**
-  **12 Monthly Machine Swap to Spread Wear and Tear Between Low and High Usage Devices**

Hear what they have to say:

Bradyn - ICT Manager

"Datacord's product range is top-notch, but it's their unparalleled customer service led by George and his team that truly shines. From expert advice to swift issue resolution, their dedication to customer satisfaction is simply unmatched."

Gary - Finance Manager

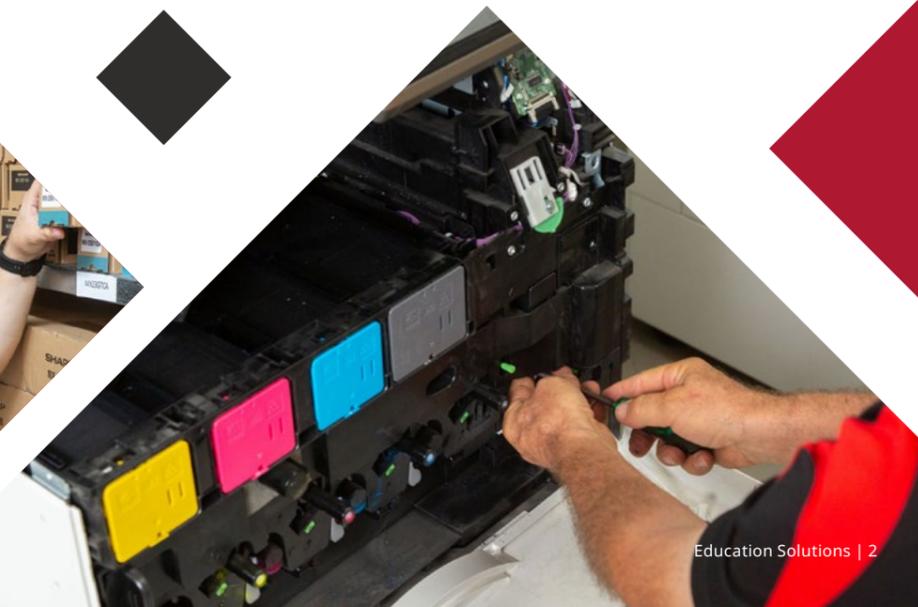
"St Martin de Porres school have utilised the services of Jason Cousins and Datacord for the past 11 years for all our photocopier and printer needs.

We have always found Jason very easy to deal with and he has always come up with options for us that have financially benefited our school whilst still improving our print capabilities.

I have no hesitation in recommending Jason and Datacord for your printing solution".

Catherine - Lamerook Regional School

"We have been extremely pleased with the service provided by Datacord for our photocopiers. Their team consistently delivers friendly and reliable service, ensuring that our needs are met with professionalism and efficiency. It's a great relief to have peace of mind knowing that Datacord has everything under control."



UniFLOW Online for Education



Benefits of UniFLOW Online

Enable Secure, Mobile and Guest Printing

Students and staff can use their mobile devices to print and jobs can be charged back to the appropriate department. They can also send print jobs to their personal secure print queues from outside the campus.

Maintain High Document Security Standards

From dissertations to tuition records, staff and students that print and scan jobs need to be kept secure and confidential. UniFLOW Online prevents uncollected printouts by requiring authorisation before release and safeguards data with end-to-end encryption. Print jobs are securely stored in the cloud until they are released and no documents are left unattended on printers.

Charging Students for Printing and Copying

It can be commonplace in the education sector for students and teachers to have to pay for their printing and copying. In this case, it's important to be able to correctly track transactions and available funds. UniFLOW Online offers students a variety of methods to top up funds in their printing accounts, including Microsoft PowerShell scripts, using PayPal™ or WebPageMarketing (WPM).

Easy Document Distribution

Students and staff that want to digitise their notes can do so through their print devices. They can also retrieve their documents on demand, regardless of their location.

Product Features

- Allocation by Cost Centres
- Secure Print Queues
- Double Wallet System
- Centralised Management
- Display Remaining Budget
- Intelligent Scanning Workflows
- Multiple Authentication Methods
- Print From Your Own Device

Six Consecutive Years of BLI Awards

UniFLOW Online has once again impressed in the 2024 Buyers Lab Pick Awards, winning for the sixth consecutive year as an Outstanding Cloud Output Management Platform. Keypoint Intelligence recognised its powerful scanning functions, secure printing capabilities and mobile/email printing functionalities. Users can easily scan documents to various cloud destinations such as Google Drive, Microsoft Teams and OneDrive for Business and benefit from automatic background image processing options.



PaperCut for Education



Benefits of PaperCut

Drastically Reduce Cost and Waste.

PaperCut keeps costs low with full visibility, print tracking and tools for change. Create policies like duplex (double sided) and black and white printing, check if you even need to print at all and run built-in reports to see newfound savings and focus areas.

Print Seamlessly from Any Device

Smartphones, Tablets, Chromebooks... Most students have at least one, so it's crucial they're all print-ready. PaperCut lets you print from anything, anywhere, anytime - no extra apps needed.

Take Tech Adoption to the Next Level

Printing that's user-friendly for teachers, students, and IT staff alike. PaperCut makes printing second nature for everyone. Harness powerful Google integrations, deploy flexible configurations, scan straight to the cloud and search and edit documents with OCR (optical character recognition).

Double Down on Data Protection

From student files to report cards, a lot of your school's printing needs to be kept secure and confidential. PaperCut secures staff and student data to guarantee privacy.

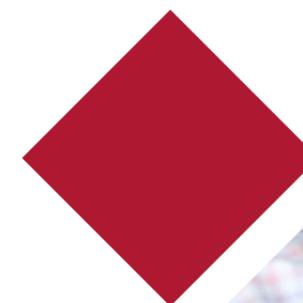
With PaperCut you'll:

- Reduce uncollected printouts by authorising release at the printer
- Safeguard data with end-to-end encryption
- Protect ownership with watermarks and digital signatures

Product Features

- User Sync
- Print Deploy
- Scanning Anc Capture
- Reporting
- Secure Printing
- Intelligent Scanning workflows

Printing that's
easy and affordable
for Primary and
Secondary Schools
all over the globe



Important of an Audit

Accurate Usage Tracking

Monitor real-time data on print usage and operational efficiency.

Comprehensive Reports

Generate detailed reports to analyse patterns and identify areas of improvement.

Informed Quoting

Use data insights to provide accurate and competitive quotes.

Equipment Requirement Check

This also allows us to help you in saving on print costs with more suited devices and notify of any expensive running equipment.

Datacord Collection

Types

Asset information, usage statistics, incident alerts, consumable levels.

Network Impact

Minimal Traffic: Less than 10Kbps of SNMP traffic.

Outbound Communication

Secure data transmission via port 5222 TCP.

Remote Management

Reduces security risks with outbound-only communication.

How It Works

Simple Setup

Installed on a dedicated server or local PC.

30-Day Audit

Collects crucial data on print models, volumes, maintenance history, running costs and locations

**Valued
at \$350**

Free Audit & Quote

“Conducting a Print Audit helps businesses effectively manage their printing infrastructure, optimise costs and improve productivity.”

Interactive Screens in Education

Smart Board for Classrooms

Transform your teaching with Interactive Technology to engage your students with dynamic lessons.

We can offer tailored, interactive solutions, including HDi Interactive Screens, wireless presentation, advanced webcams, mobile trolleys and wall mounts to enhance classroom setups.

We Tailor Solutions for Your School

We want your teachers to guide their students to succeed in learning with our solutions.

We will work with you from initial contact, through to installation, training and support so you can get on with doing what you do best.

Provide the Best Support

Our have support staff are highly trained in providing the best support from Australian offices. They know the products and will make sure that it works for you when you need it.

With our quick response and ability to get to attend your sites from our locations, our support is unmatched across the industry.





Education Case Study



Photocopier Solution for Sunrise Christian School

About the School

Sunrise Christian School is a private school with multiple campuses and early learning centres across South Australia.

- Students:** 1200 (Primary), 200 (ELC)
- Staff:** 400
- Locations:** 6 school sites, 5 early learning centres, 2 administration offices
- Devices:** 30 photocopiers and printers

The devices are an essential part of daily school operations used for everything from newsletters, student worksheets, certificates and reports to admin documents and internal communications.

The Situation Before

Prior to partnering with Datacord, Sunrise Christian School faced several challenges:

- Aging photocopiers that were incompatible with newer staff devices
- Frequent breakdowns and downtime causing disruption to both admin and teaching staff
- Poor communication and support from their previous provider

When it came time to review their print solutions, Sunrise Christian School made it clear that their top priority was finding a partner who could offer consistent communication, quality support and a genuine partnership. The technology came second to reliable service and relationships. Their previous setup was similar in scale but hadn't kept up with the school's growth, adding devices gradually without a clear plan.

The Solution

Sharp multifunction devices were chosen for the rollout, following an in-depth test comparison of several suppliers and brands. Each supplier installed trial devices side-by-side at one site, allowing the IT team, staff and even students to test them in real-world conditions.

This hands-on approach gave Sunrise confidence in selecting Datacord's Sharp devices, which proved to be reliable, easy to use and efficient.

Installation Process:

- A trial machine was set up and configured exactly to the school's needs
- That configuration was cloned across the new devices
- Rollout was staged one site at a time, ensuring each site was fully operational before moving to the next
- This approach minimised downtime and disruption across all campuses

No additional extras were required for this project, although Datacord offers features like Follow Me Print and Secure Print for other schools.

The Outcome

The improvements were immediate and noticeable:

- Lower running costs thanks to newer, energy-efficient devices
- Faster print times, improving efficiency for busy staff
- Significantly reduced downtime, backed by a local, responsive service team
- User-friendly touchscreen interfaces made training and onboarding simple

Challenges

- Old Devices
- Poor Communication
- Frequent Breakdowns

Vs

Benefits

- Preventative Maintenance
- Good Communication
- Less Breakdowns
- Happy Staff

Impact on Staff & Students

The new devices made life easier for teachers and admin staff, eliminating compatibility issues with newer devices and reducing downtime. This meant:

- Teachers could reliably print worksheets, lesson plans and resources on demand
- Administrative tasks ran smoother with less waiting for service or supplies
- Improved student resource availability, with staff no longer restricted by device issues

An unexpected bonus was the strong relationship formed between Sunrise Christian School staff and the Datacord service team, who became familiar faces on campus and earned trust through consistently fast friendly support.

Ongoing Support & Service

Datacord's proactive service model ensures devices are maintained and stocked before issues arise:

- Preventative maintenance codes trigger servicing before parts fail
- Automated toner delivery in bulk, one to two times a month, reduces risk of running out
- Local, familiar support staff know the schools personally, providing quick, informed service
- A monitoring and reporting tool gives the school visibility over print volumes and costs at each site, with detailed breakdowns included in monthly invoicing

Response times are exceptional, with a 2-hour response commitment for breakdowns. If delays occur, Datacord communicates proactively and offers interim solutions.

Final Takeaways

Sunrise Christian School & Early Learning Centres would highly recommend Datacord to other schools and businesses. The Datacord team didn't just offer a generic solution, they tailored a plan to the specific needs of each site and staff, building a partnership rather than a transaction.

Case Study: A Lasting Partnership St Martin De Porres Parish Primary School and Datacord

A 10+ Year Relationship Built on Reliability, Innovation and Service

For over 10 Years, Datacord has proudly partnered with St Martin De Porres, a primary school based in Sheidow Park. With a student population of 550+ and a dedicated team of educators and support staff, the school's print environment is a vital part of daily operations — from classroom handouts and assessments to administration, enrolment forms and reporting.

When St Martin De Porres came to Datacord they were facing growing frustrations with its print infrastructure. Frequent breakdowns, hidden costs and limited support were impacting productivity and costing valuable time and money. St Martin De Porres has 8 devices installed throughout the school, with Datacord providing full management and support.

The Challenge

When St Martin De Porres first approached Datacord, the school was working with a fleet of outdated and unreliable devices. Key issues included:

- High maintenance needs – Frequent jams, breakdowns and slow service response times were leading to classroom delays and staff frustration
- Limited functionality – Scanning, copying and faxing were either unavailable or inconvenient, often requiring staff to walk long distances to access shared equipment
- Lack of support – When issues did arise, getting help was time consuming and often involved long wait times

Staff were feeling the pressure. Teachers were spending time fixing machines instead of teaching.

The Datacord Solution

After conducting a thorough site and usage audit, Datacord designed a tailored solution to meet the unique needs of the school. While at each roll over period of contracts, Datacord runs a full audit of all devices, usage and requirements for all staff to make any amendments or costing saving changes. The original transition involved:

Device Upgrade and Placement

We installed a fleet of reliable Canon multifunction devices across key departments and learning areas, ensuring devices were close to where people worked — reducing staff time wasted walking between buildings or waiting in queues.

Ongoing Training and Local Support

Staff were fully trained at installation and support continues to be proactive and responsive. Our local service team ensures minimal downtime, with automatic toner replenishment and same-day service in most cases.

Continued tailored solutions at every upgrade opportunity

As the school's needs evolved, Datacord worked closely with leadership to ensure every device upgrade aligned with new curriculum demands, student growth and administrative workflows. Rather than a "set and forget" approach, each upgrade was based on usage data and direct staff feedback — ensuring the new equipment always met real-world needs.

Upgrades have never been about replacing for the sake of it — they've been strategic, timely and based on improving performance, reliability and efficiency for the school community.

The Outcome

The changes have had a measurable impact across the school community. Since partnering with Datacord, St Martin De Porres has consistently experienced ongoing improvements across every area of their printing environment.

Reduced Costs

With better oversight, secure release and smarter print behaviours, the school has significantly reduced paper usage and printing waste, leading to noticeable cost savings year after year.

Improved Productivity

Teachers no longer waste time battling machines or waiting for support. Devices just work and when they don't, help is close by. This reliability has allowed staff to focus on what matters most: teaching and learning.

Better Security

Follow-Me printing and secure scanning mean that sensitive student and staff information is better protected than ever before. This helps the school meet its data privacy obligations with confidence.

Sustainability Benefits

Lower energy usage, duplex printing by default and reduced waste all contribute to the school's broader sustainability goals. Print volumes are now actively managed to reduce unnecessary output.

Access to State-of-the-Art Technology

At every upgrade opportunity, St Martin De Porres has been provided with the latest in multifunction print technology, offering faster speeds, improved interfaces and smarter connectivity. These devices aren't just replacements; they're carefully selected to match the school's evolving needs.

Tailored Solutions That Evolve with the School

Rather than a one-size-fits-all approach, Datacord continually reviews St Martin De Porres usage trends, challenges and priorities. Whether it's scaling for student growth, adjusting print policies, or introducing new features, every solution is customised to fit the school's environment — now and into the future.

A Growing Relationship

This isn't a one-time install — it's an evolving partnership. Datacord continues to check in regularly with St Martin De Porres, providing annual reviews, firmware updates and recommendations as technology and the school's needs evolve.

Whether it's upgrading to new models, improving digital workflows, or adding additional devices during busy periods, Datacord remains flexible and committed to supporting the school.

Looking Ahead

As St Martin De Porres looks to the future, the school is exploring document management, student print solutions and further digitisation opportunities. Datacord will be there every step of the way.

Key Takeaways:

- A reliable, proactive print partner makes all the difference
- Custom solutions beat one-size-fits-all every time
- Great service is more than fixing problems — it's preventing them



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