

News story: Money saving deal for schools' printers

DfE recommends a deal that makes buying printers easier and saves schools money. The first schools to use the new buying framework saved more than 40% on their previous contract prices.

The deal is one of many in the [schools' buying strategy](#) that aim to make buying easier and offer the best value for schools.

This is a single-supplier deal for [Canon UK](#) products. Canon has made the ordering process simple with easy-to-use search and comparison tools. After registering schools have only to choose their preferred device and, if required, select any additional items offered. Canon has a dedicated schools help desk.

Schools do not have to obtain 3 quotes when using the deal as this was done during the framework competition process. Schools needing to check whether this deal meets their local procurement rules should contact us: Schools.ICTSUPPORT@education.gov.uk.

Crown Commercial Service (CCS), Eastern Shires Purchasing Organisation (ESPO) and YPO Framework for Multifunctional Devices (MFDs) jointly created [the framework \(RM3781\)](#).

The framework has 2 'lots' (deals) which may be of interest to schools:

Lot 1: 'Print equipment' described above.

Lot 2: 'Multifunctional devices' may also be of interest to schools. It has multiple suppliers so the school must run a further competition. This lot may appeal to schools working in collaboration, or to a multi-academy trust running an aggregation for their schools, as there is potential for further price reductions due to higher device volumes.

Comments from some schools who have already used the deal:

Ross Bowell at Wimborne Academy Trust:

We are using the new CCS framework across our trust for our MFD requirements.

Lot 1 works very well for small schools such as ours with straightforward printing and scanning needs.

We have seen lower black and white print costs but when we tested the total life costs including colour printing and lease costs against other frameworks and suppliers we found the CCS route to be the best value.

The customer support from Canon has been excellent to date and considerably better than our experience on the previous CCS framework.

Nicola Hall at Walnut Tree Walk Primary School:

I thought the process was very straightforward – so straightforward I had to check what I was doing was correct!

Much easier to understand and see what our payments would be.

The prices were amazing in comparison to what we were paying, so pleasantly surprised.

Best deal by far.