



Northern Illinois
University



PHAROS AND NIU:

HOW WE TRANSFORMED STUDENT AND STAFF PRINTING AT NORTHERN ILLINOIS UNIVERSITY

In 2016, Northern Illinois University faced a serious budget crisis. Marisa Benson and her team at NIU turned this crisis into an opportunity to shine. With help from Pharos, NIU was able to transform campus-wide printing operations to better serve both students and staff—while saving the school over \$1M dollars every year.

“With such a positive ROI on top of an operationally stable printing platform that saves us over a million dollars every year, the program has been a great success story for NIU.”

Marisa Benson, Associate Vice President at NIU

CHALLENGE

Printing at Northern Illinois University had gotten out of control. There were unknown devices scattered across campus, too many personal printers in staff and faculty offices, and the management of devices and related costs had become excessive. NIU was spending more than **\$1.7M per year** on student and staff printing with over **3,000 devices** at an output rate of more than **24 million pages per year**. The NIU team researched print management solutions and set out to reduce personal printers on campus for a total savings goal of **\$500,000 - \$700,000** annually.

SOLUTION

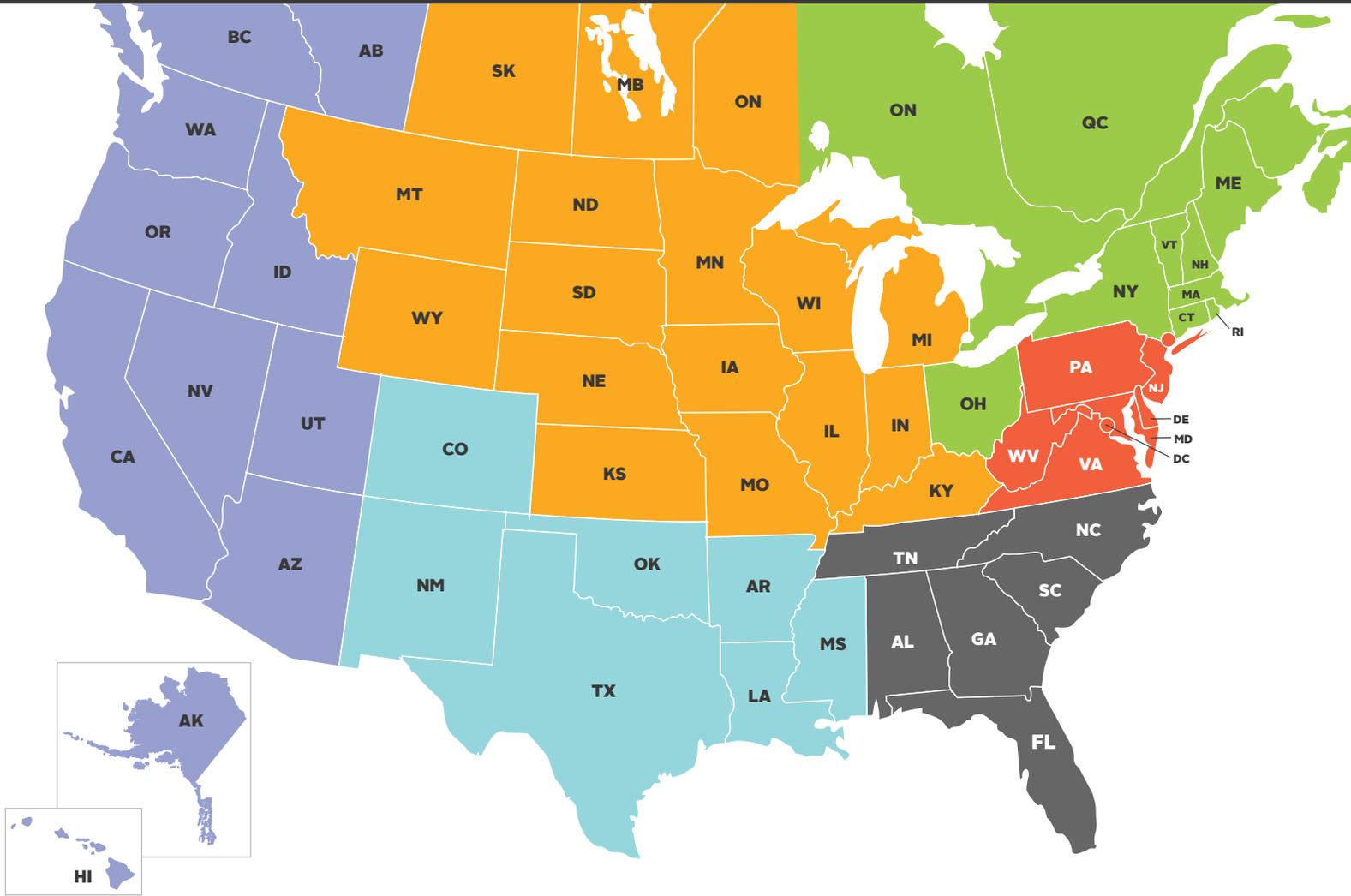
The NIU team chose to deploy **Pharos Uniprint** to manage printing across campus, secure and record each print transaction, reduce operating costs, enable mobile printing workflows, optimize the printer fleet, reduce paper and toner waste, and improve the user experience.

RESULTS

After deploying Uniprint, campus-wide printing volume declined by over **3M pages per year** and NIU achieved provable cost savings of **more than \$1M annually**. Combined with easy mobile printing and the effort to transition to a standardized fleet of network printers, everyone's experience was improved—printing became more efficient and flexible. The security and confidentiality of printing improved. The cost per page was reduced substantially, with direct savings to students. Environmentally, more than 10 million unnecessary pages were never printed thanks to Uniprint, representing over 1,200 trees covering 23 acres. The savings they achieved made this a model program for process improvements in other areas at NIU. **Exceeding expectations is what Pharos does best, and we can do the same for you.**

Learn more here: <https://pharos.com/blog/how-we-transformed-student-and-staff-printing-at-niu/>

National Sales Territory Map



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