Solutions for Higher Education

Pharos Systems Overview

Pharos Systems International provides powerful and innovative print optimization software and services that **make every print an intelligent decision**. Our customers are educational institutions, corporations, and libraries across the globe. Pharos pioneered print control and management software for Higher Education in 1992 and continues to lead the industry today. Our solutions save customers money on print and copy, reduce waste, recover costs, and make printing more secure and convenient for end users.

Pharos was founded in Auckland, New Zealand, where we maintain a large facility. Corporate headquarters are in Rochester, NY. We have customers in more than 30 countries; about 1,000 of them are in Higher Education. We are proud of having a 98% customer retention rate since 2002.

What makes us unique:

- Vendor and hardware neutrality
- Rich portfolio of technology and services for print optimization
- True institution-wide perspective
- Track record of delivering results
- Award-winning technology
- Thought leadership in all aspects of print

- **Save money**
- **Reduce waste and print greener**
- **Enhance services**
- **Secure devices and documents**

Customer Success Stories

A mid-sized university in the southeastern U.S. wanted to reduce printing costs and waste as well as address student dissatisfaction with the chaotic state of shared printing areas. The university installed a Pharos solution on its main campus as well as a sister campus hundreds of miles away. Pharos Uniprint® was deployed on printers in over 50 building locations. The result was an immediate reduction in printing waste from unclaimed jobs. The print environment became so user friendly that new students were advised by current students not to bother bringing personal printers to school.

An Ivy League school used to have 4'x4'x4' recycling bins in its computer labs. After implementing Uniprint, the bins were removed because they were no longer needed.

A large public university on the West Coast implemented a campus-wide solution to streamline and manage its entire supply chain. Pharos Uniprint is a critical component of the overall solution, and Pharos developed a gateway—the first of its kind in the U.S.—between Uniprint and the new point-of-sale system.

Pharos Systems is implementing a print management solution for **a large university in Canada**, which will be deployed to students, faculty, and staff. The solution enables users to release print jobs using their university prox cards at over 400 printers powered by Uniprint. For students, charges will be billed to their personal accounts. For faculty and staff, charges will be debited to their departmental accounts. The solution will track all printing, copying, and scanning across campus.

Customer Requirements Addressed

- Cut spending on paper, toner, ink, and equipment
- Recover costs of student printing and copying
- Support green initiatives by reducing print volumes and waste
- Make printing more convenient and secure for the entire campus community
- Track and monitor printing and copying
- Make fact-based decisions about adding, removing, and relocating equipment
- Integrate print management system with existing systems, including campus card systems

Pharos' Services Portfolio for Higher Education

We provide services to optimize printing wherever it happens, and whoever does it:

- Student printing in libraries, computer labs, etc.
- Faculty and staff printing
- Production and specialty printing in campus print/copy centers
- Printing that's externally sourced from commercial printers

Print optimization services:

- Current-state assessment
- Print strategy design
- Deployment and measurement, including RFP development, vendor selection, implementation of print management software, design and management of fleet refresh, and user printing behavior modification
- Ongoing management services, such as end-user training and monitoring, vendor management, invoice reconciliation, reporting, and process reengineering

Pharos' Technology Portfolio for Higher Education

Software

The Uniprint® Solution Suite tracks, controls, charges for, and reports on network printing and copying. The Secure Release Here® feature protects documents by holding print jobs until their owners badge-in at the device and also ensures that only authorized people can use your printers, copiers, and multifunction devices. Uniprint has direct real-time links to campus accounting systems such as Blackboard, CBORD Odyssey, CBORD CS Gold, and Heartland Payment Systems OneCard.

User Interface Solutions

Pharos has embedded software solutions (integrated multifunction printers or "iMFPs") for over 125 multifunction devices from the leading printer manufacturers. For non-supported MFPs and single-function printers, we offer Omega external controllers. In all, Pharos has solutions for any kind of output device.