



The Client: Pass Christian & Gulfport School Districts

Two neighboring public school districts in Mississippi joined forces to bring reliable and efficient printing and scanning technology to teachers, administrative staff and students at a low total cost of ownership. Pass Christian Schools in Pass Christian, Mississippi operates four schools (two elementary schools, one middle school and one high school) with approximately 2,025 students. Gulfport School District in Gulfport, Mississippi, operates 10 schools (seven elementary schools, two middle schools and one high school) with approximately 6,300 students. Both had similar needs.

The Challenge

For Gulfport School District, it had previously purchased devices from multiple vendors with the sole purpose of ensuring that those devices were compatible with existing technology. As a result, administrators often purchased inexpensive equipment without considering the overall operating costs. This led to the district spending too much money on supplies using different types of printer brands, models and toners and resulted in maintenance contracts with several different vendors.

Similarly, Pass Christian School District required printing, copying and scanning capabilities in each classroom to ensure teachers were focusing more of their time on their students and not on running to the printer every period. However, many of the classrooms throughout the district were equipped with different printer brands, aging models and various toners over the years. This made the current cost and support model difficult to sustain.

Both school districts also required:

- A low total cost of ownership
- Compatibility with existing technology
- Ease of use
- Fast print speeds and high page yields
- Discounts on supplies

The Solution

Working with the reseller, South Mississippi Business Machines (SMBM), Brother presented the MFC-L6900dw as a solution – a business-durable monochrome laser all-in-one ideal for organizations with demanding print volumes who need reliable, business quality output at a cost-effective price point.

Key benefits of the MFC-L6900dw include:

- A low total cost of ownership due to a super-high-yield toner cartridge for built-in added value
- A business durable, compact design with fast print speeds
- Advanced security features to help maintain compliance and protect against unauthorized device access
- Easy menu navigation



The Outcome

Collectively, Pass Christian and Gulfport School Districts purchased a total of 217 MFC-L6900dws to disperse between their respective schools. Since implementation, the devices have proven to be reliable and have helped the districts reduce their overall printing operating costs, while increasing the time teachers are able to spend with their students.

For more information on Brother's robust business products, visit www.brother.com.

