

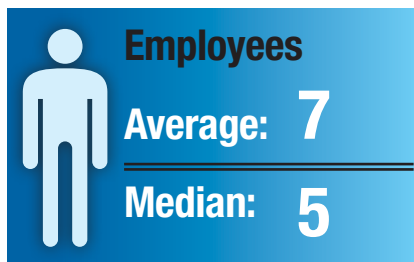
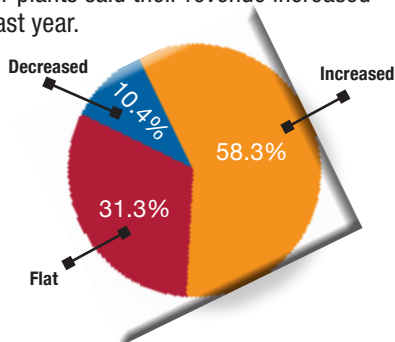
Survey Results:

School District In-plants

We recently surveyed in-plants at school districts to find out more about their operations. The 50 respondents range in size from one to 29 employees. The charts below will give you a good snapshot of in-plants serving the K-12 sector.

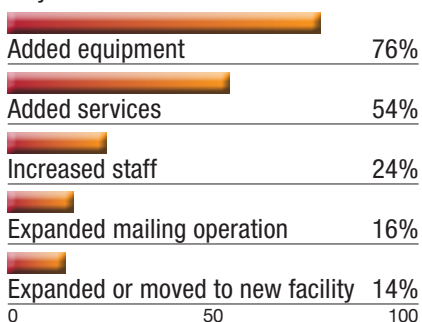
2015 Revenue

Compared with 2014, most K-12 in-plants said their revenue increased last year.

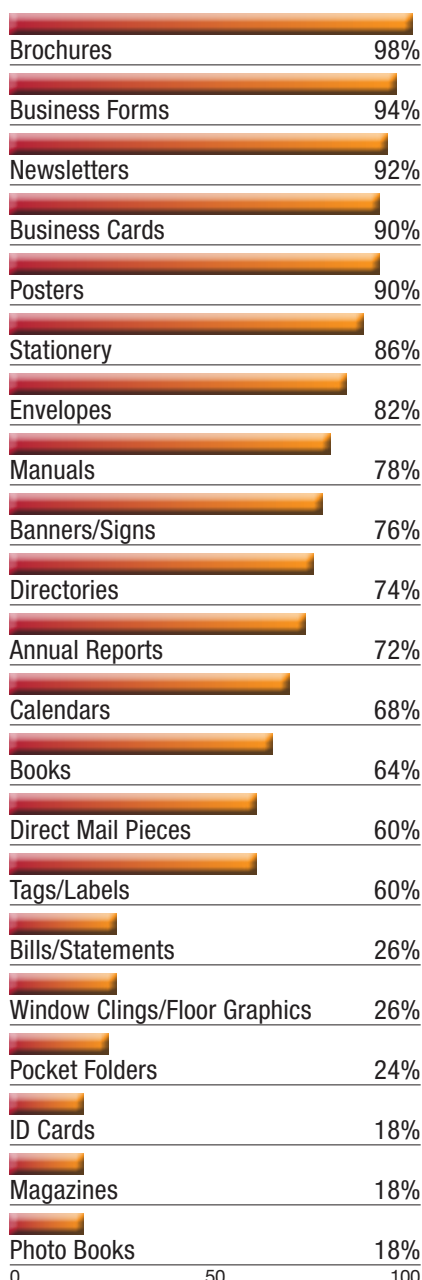


Recent Expansion

Over the past two years, school district in-plants have expanded in a variety of ways.

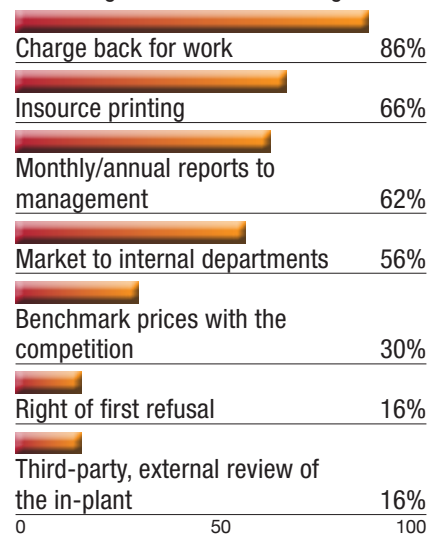


Products Produced



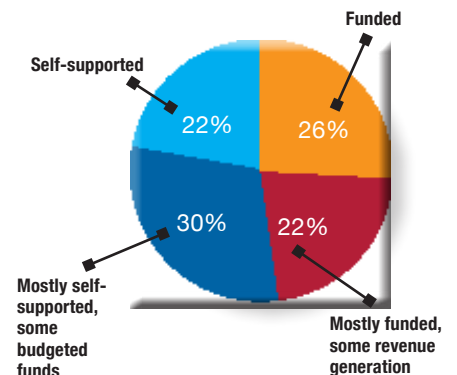
Best Practices

Percentage that do the following:



Funded or Self Supporting?

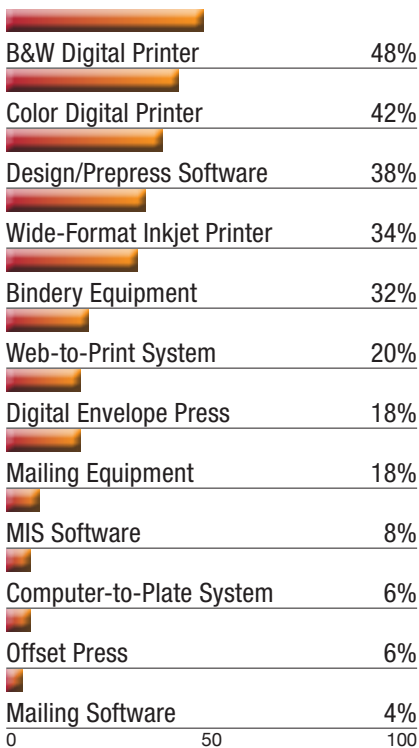
Here's how school district in-plants get their financial support.



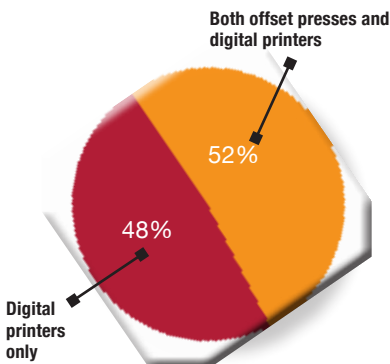
SURVEY RESULTS:

New Equipment

More than 80% of K-12 in-plants say upper management generally supports their technology upgrade requests. Here is the percentage that purchased the following equipment and software over the past two years:

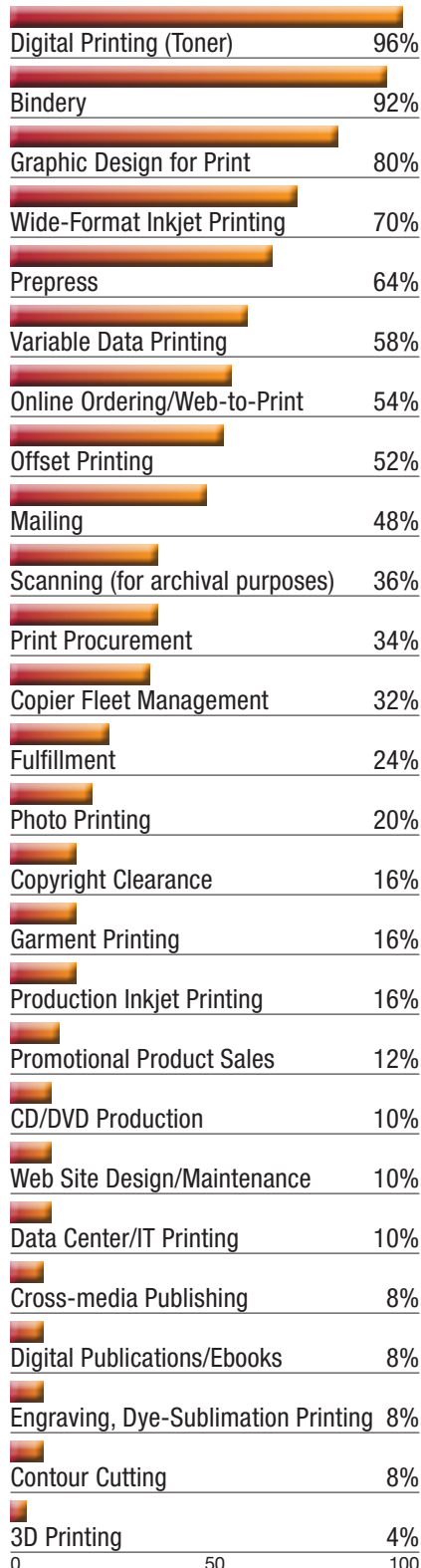


Offset or Digital?



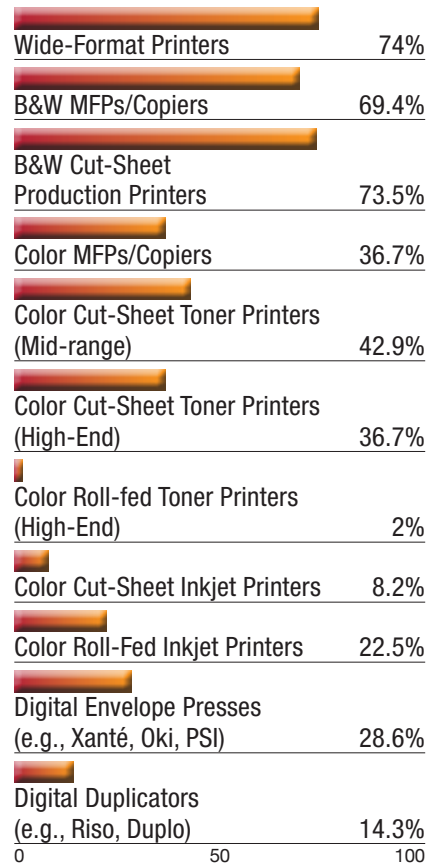
A Range of Services

Some of the services offered by in-plants at school districts:



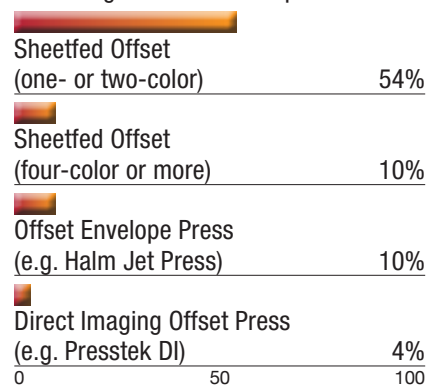
Digital Printers

Percentage that use these systems:



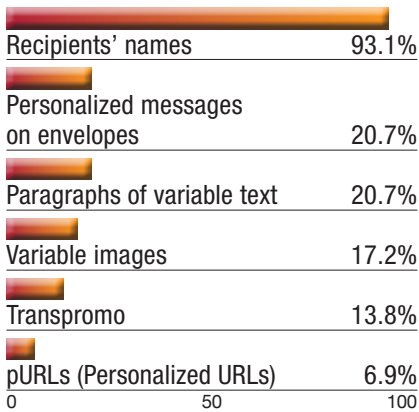
Offset Offerings

Percentage that use these presses:



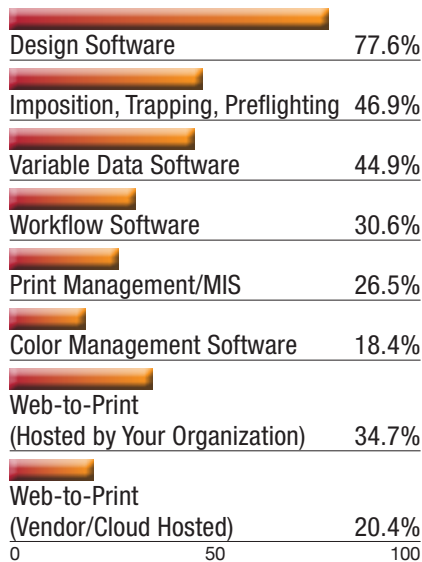
Variable Data Printing

Almost three quarters (70%) of school district in-plants are providing variable data printing. Here's the type of variable information they are printing:



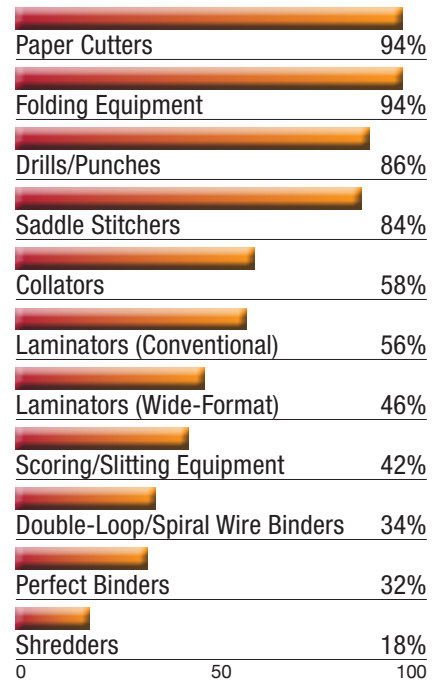
The Front End

Percentage that use these software systems:



The Finishing Touch

Percentage that use these systems:



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