## 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.

| Added equipment |  |
| :--- | ---: |
|  | $76 \%$ |
| Added services | $54 \%$ |
|  | $24 \%$ |
| Increased staff |  |
|  | $16 \%$ |
| Expanded mailing operation |  |
|  |  |
| 0 | 50 |

Products Produced


|  |  |
| :--- | :--- |
| Tags/Labels | $60 \%$ |


|  |  |
| :--- | ---: |
| Bills/Statements | $26 \%$ |
| Window Clings/Floor Graphics | $26 \%$ |
| Pocket Folders |  |
|  | $24 \%$ |
| ID Cards | $18 \%$ |
|  | $18 \%$ |
| Magazines |  |
| Photo Books | $18 \%$ |
| 0 | 50 |

## Best Practices

Percentage that do the following:

| Charge back for work | $86 \%$ |
| :--- | ---: |
| Insource printing | $66 \%$ |
| Monthly/annual reports to <br> management | $62 \%$ |


| Market to internal departments | $56 \%$ |
| :--- | :--- |
| Benchmark prices with the <br> competition | $30 \%$ |

Right of first refusal ..... 16\%
Third-party, external review of the in-plant ..... 16\%

## Funded or Self Supporting?

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


## SURIVEV RESUITS:

## 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:

| B\&W Digital Printer | $48 \%$ |
| :--- | ---: |
| Color Digital Printer | $42 \%$ |
| Design/Prepress Software | $38 \%$ |
| Wide-Format Inkjet Printer | $34 \%$ |
| Bindery Equipment | $32 \%$ |
| Web-to-Print System | $20 \%$ |
| Digital Envelope Press | $18 \%$ |
| Mailing Equipment | $18 \%$ |
| MIS Software | $8 \%$ |
| Computer-to-Plate System | $6 \%$ |
| Offset Press | $6 \%$ |
| Mailing Software | $4 \%$ |
| 0 | 100 |

## Offset or Digital?



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

| Digital Printing (Toner) | $96 \%$ |
| :--- | ---: |
| Bindery | $92 \%$ |
| Graphic Design for Print | $80 \%$ |
| Wide-Format Inkjet Printing | $70 \%$ |
| Prepress | $64 \%$ |
| Variable Data Printing | $58 \%$ |
| Online Ordering/Web-to-Print | $54 \%$ |
| Offset Printing | $52 \%$ |
| Mailing | $48 \%$ |
| Scanning (for archival purposes) | $36 \%$ |

Print Procurement 34\%

Copier Fleet Management 32\%
Fulfillment 24\%
Photo Printing 20\%
Copyright Clearance $\quad 16 \%$
Garment Printing 16\%

| Production Inkjet Printing | $16 \%$ |
| :--- | :---: |
| Promotional Product Sales | $12 \%$ |


|  | $12 \%$ |
| :--- | :--- |
| CD/DVD Production | $10 \%$ |

Web Site Design/Maintenance 10\%

Cross-media Publishing 8\%
Digital Publications/Ebooks 8\%
Engraving, Dye-Sublimation Printing 8\%
Contour Cutting 8\%

|  |  | $4 \%$ |
| :--- | :--- | :--- |
| 3D Printing | 50 | 100 |

## Digital Printers

Percentage that use these systems:

| Wide-Format Printers | $74 \%$ |
| :--- | ---: |
| B\&W MFPs/Copiers | $69.4 \%$ |
| B\&W Cut-Sheet |  |
| Production Printers | $73.5 \%$ |

Color MFPs/Copiers $36.7 \%$

| Color Cut-Sheet Toner Printers |  |
| :--- | ---: |
| (Mid-range) $42.9 \%$ <br> Color Cut-Sheet Toner Printers  <br> (High-End) $\quad 36.7 \%$ |  |

1
Color Roll-fed Toner Printers (High-End)2\%

Color Cut-Sheet Inkjet Printers 8.2\%
Color Roll-Fed Inkjet Printers 22.5\%
Digital Envelope Presses
(e.g., Xanté, Oki, PSI) $28.6 \%$

|  |
| :--- | ---: |
| Digital Duplicators  <br> (e.g., Riso, Duplo)  <br> 0 50 <br> $l$ $\quad 14.3 \%$ |

## Offset Offerings

Percentage that use these presses:

| Sheetfed Offset <br> (one- or two-color) | $54 \%$ |
| :--- | ---: |
|  |  |
| Sheetfed Offset <br> (four-color or more) | $10 \%$ |
|  |  |
| Offset Envelope Press <br> (e.g. Halm Jet Press) | $10 \%$ |
| Direct Imaging Offset Press <br> (e.g. Presstek DI) |  |
| 0 | 50 |$\quad 100$

## 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:

| Recipients' names | $93.1 \%$ |
| :--- | ---: |
| Personalized messages <br> on envelopes |  |
|  | $20.7 \%$ |
| Paragraphs of variable text | $20.7 \%$ |
|  | $17.2 \%$ |
| Variable images |  |
| Transpromo | $13.8 \%$ |
| pURLs (Personalized URLs) | $6.9 \%$ |
| 0 | 50 |

## The Front End

Percentage that use these software systems:

| Design Software | $77.6 \%$ |
| :--- | ---: |
| Imposition, Trapping, Preflighting | $46.9 \%$ |
| Variable Data Software | $44.9 \%$ |
| Workflow Software | $30.6 \%$ |
| Print Management/MIS | $26.5 \%$ |
|  |  |
| Color Management Software | $18.4 \%$ |
| Web-to-Print <br> (Hosted by Your Organization) | $34.7 \%$ |
| Web-to-Print  <br> (Vendor/Cloud Hosted) 50 |  |
| 0 |  |

## The Finishing Touch

Percentage that use these systems:

|  |  |
| :--- | ---: |
| Paper Cutters | $94 \%$ |
| Folding Equipment | $94 \%$ |
| Drills/Punches | $86 \%$ |
| Saddle Stitchers | $84 \%$ |
| Collators | $58 \%$ |
| Laminators (Conventional) | $56 \%$ |
| Laminators (Wide-Format) | $46 \%$ |
| Scoring/Slitting Equipment | $42 \%$ |
| Double-Loop/Spiral Wire Binders | $34 \%$ |
| Perfect Binders | $32 \%$ |
| Shredders | $18 \%$ |
| 0 | 100 |

## Finishing 4.0 <br> ©

## The Future is Touchless



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