

CASE STUDY:

University of Texas Pan American — Retaining In-plant Printing

Organization

University of Texas Pan American (UTPA)
Printing Services

Profile

Part of the University of Texas System, UTPA is located in Enfield, Texas. Its Printing Services operation is part of the university's Auxiliary Services organization.

Challenge

When UTPA Printing Services' production space was re-allocated to a new academic department, the university had to decide whether to move Printing Services or outsource the operation. Key to the decision was the cost to retrofit a new location.

Solution

A Presstek 34DI digital offset press

Results

- The environmentally-friendly features of the Presstek 34DI significantly reduced space requirements and retrofitting costs
- A significant reduction in outsourcing has resulted in better control and lower printing costs
- A typical job can now be delivered in 60 percent less time
- Improved quality of 4-color printing has increased customer satisfaction
- Meeting the university's environmental goals

A Presstek 34DI Digital Offset Press Gives UTPA Print Services a New Start and a Sustainable Future

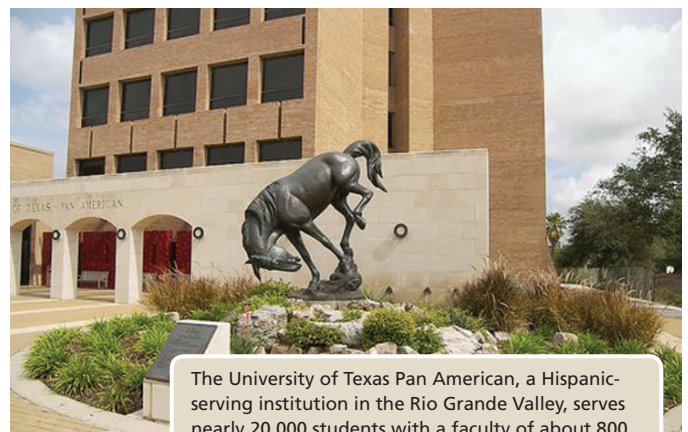
Robert Cantu, Assistant Director of Auxiliary Services at UTPA, explains, "Our Printing Services was displaced when the university needed its space for a new civil engineering program. That started a discussion about whether the university needed an in-plant service in light of the investment that would be required to retrofit a new space. We sought proposals to outsource the operation, but all of the responses were print management proposals which would be more expensive than operating our own services. That presented an opportunity to refresh our in-plant production platform while moving to a new location."

"With the Presstek 34DI, they do 4-color work much more efficiently, with less waste, and outstanding quality."

Printing Services had small Xerox color and black-and-white copiers, and a one-color conventional press with chemistry-based platemaking. "An average offset job could take two days, start to finish," Cantu says. "And the quality wasn't as good as we would have liked."

Printing Services was ultimately relocated to a university-owned building off campus. Cantu says, "Since our equipment was very dated and chemical intensive, it was going to cost more than a half million dollars to retrofit the new facility with exhaust venting and other environmental changes to accommodate our old conventional press and our chemistry-based platesetter. So, we sold off our conventional offset equipment and worked out an interim arrangement for a local printer to handle the offset jobs until we could find

Continued on reverse



The University of Texas Pan American, a Hispanic-serving institution in the Rio Grande Valley, serves nearly 20,000 students with a faculty of about 800.



UTPA Printing Services' (left to right) Julian de la Garza, Martin Gonzalez, Robert Cantu, David Clower, and Raul Cabrera with the operation's Presstek 34DI digital offset press.



Martin Gonzalez, Press Operator, checks color at the control console of the Presstek 34DI.

For information about Presstek digital solutions, or for a schedule of demonstrations, visit www.presstek.com or call 1-800-524-0003 x3599.

Case Study:

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a solution. In that interim period, we outsourced jobs of over 1,000 copies or those that required quality and stock beyond the capability of our copiers. However, the remaining work still put pressure on our copiers. We exceeded the click limits and incurred additional costs.”

Presstek 34DI Provides Ideal Solution

Cantu and his team ultimately selected a Presstek 34DI digital offset press as the perfect complement to its copier equipment. “We have been very pleased with the Presstek 34DI,” he says. “First of all, its small environmental and physical footprint kept our retrofitting costs down. We were able to construct a small room that limited the amount of HVAC we needed. Since the 34DI press significantly reduces VOCs by using chemistry-free on-press imaging and waterless offset printing technology, we didn’t need water connections, exhaust hoods and chemistry disposal capabilities. Secondly, our operators, who are veteran press operators, are in heaven. Before we acquired the DI, they were producing 4-color work on a one-color press. With the Presstek 34DI, they do 4-color work much more efficiently, with less waste, and outstanding quality.” Cantu adds that the small environmental footprint of the 34DI fits well with the university’s environmental sustainability strategy.

Putting the University First

To keep work in-house, the university’s design studio considers Printing Services’ capabilities when planning and designing projects. In addition to cost savings, one of the advantages to keeping print production in-house, Cantu says, is that Printing Services can prioritize work in the best interests of the university. That, combined with the fast turnaround of the DI press, enables Printing Services to be very responsive. “If we get an important job from the President’s Office,” he says, “we can interrupt what we are doing and get it out right away. That is difficult when working with other equipment—or outside vendors that have many clients’ priorities to manage.”

A More Secure Future

“The Presstek 34DI was an important component in saving our operation,” states Cantu. “We are doing large jobs that we never would have done in-house before. For example, we just finished a booklet job for Student Financial Services that required 12,500 copies. We also ran 200,000 postcards for another department. Our customers have been very satisfied with the quality and turnaround time we now deliver. The Presstek DI has allowed us to link our competencies to the university’s overall goals. We’re feeling pretty secure about continuing to be a part of the university and delivering vital services at a very reasonable cost.” ■

