

PUBLIC SECTOR GUIDE

Q1 2018

 **Dataquest** Your Performance
is our priority

Canon

See the bigger picture

CONTENTS

Canon and The Public Sector	03
Primary and Secondary Education	04
CASE STUDY: The Enchanted Wood Preschool	05
Higher Education	06
CASE STUDY: A vision for smarter learning	07
Healthcare	08
CASE STUDY: St James's Hospital	09
Central and local government	10
CASE STUDY: St James's Hospital	11
Laser Printer Public Sector Pricing	12
Inkjet Printer Public Sector Pricing	14
Scanner Public Sector Pricing	17
Easy Service Plan for i-SENSYS Printers and imageFORMULA Scanners	18
Camera Public Sector Pricing	19
Calculator, Camcorders and Accessories Public Sector Pricing	20
Canon UK Preferred Distribution Partners	24
Disabled Student Allowance - Authorised Suppliers	24

CANON HAS PARTNERED WITH THE PUBLIC SECTOR FOR OVER **40 YEARS**



We are living in a world that is experiencing unprecedented growth both of information and imagery. In recent years we have witnessed a revolution in the digital world that enables us to do things we could not have even dreamed about just a decade ago.

We think there's never been a better time for technology to make a difference in the public sector. The core principles of public service, whatever the uniform and wherever the workplace, remain the same: to support, protect and invigorate every citizen's life, from beginning to end. It is an extraordinary ambition - that some way, somehow, there will always be someone there for them.

Canon's technologies and services are there at every step of the journey too, helping people communicate, educate, collaborate, diagnose and protect.



PRIMARY AND SECONDARY EDUCATION

Canon for education – enabling richer learning experiences.

There can be no shortcuts in education. Yet today's schools, colleges and universities have to provide agile, more personalised learning, with limited budgets and closer regulation than ever before. Canon has long experience of supporting educational establishments, teachers and students with services and technology that enable learning experiences fit for a fast-moving, mobile and connected world.

Canon has a number of ways to help you deliver an inspiring and seamless student experience by differentiating your educational establishment, evolving your technology offering and transforming your internal processes.

Enhanced Q1
Public Sector
support on
these models

Best choices for primary and secondary education

PIXMA TS8150



A compact inkjet printer, easy to connect to smart devices: an excellent choice for creative student printing needs.

i-SENSYS LBP710 Series



Easily and securely integrates onto your network allowing multiple students to use the same printer.

imageFORMULA ScanFront 400



Powerful high-speed network scanner ideal for shared or decentralised scanning. Perfect for scanning, archiving and sharing students' work or business documents.



CASE STUDY

THE ENCHANTED WOOD PRESCHOOL

Learning Journeys Brought to Life in Print

Objective

To find a cost-efficient printing solution that will provide high-quality output that reflects the professionalism of the preschool team.

Referenced from full Canon case study. Visit:

https://www.canon.co.uk/for_work/case-studies/education/

Challenges

- Complexity of taking photograph to print
- Poor quality of printouts
- Cost of print
- Lack of wireless print connectivity

Approach

To implement a solution that improves ease and reduces turnaround print times; substantially improving the pre-school experience for children and parents.

Solution

- Canon MAXIFY Series
- Wireless print connectivity
- High quality prints

Results



Inks need replacing **less often**



Improved pre-school **experience**



Reduction in print **turnaround** time



Improved **simplicity** and ease



HIGHER EDUCATION

Canon for education—enabling richer learning experiences.

Providing students with the best possible experience is exceptionally important to universities, particularly at a time where tuition fees have risen significantly and students are ever more tech-savvy, expecting the latest technology to be available to them instantly while studying.

With an uncapped number of student places, universities are having to compete harder than ever to attract students, whose raised expectations demand the very

highest standards across the board, from teaching, to facilities and technology.

Around half of all universities in the UK have already chosen Canon to help them make cost savings that can then be re-invested to expand the services and experiences offered to students.

Enhanced Q1
Public Sector
support on
these models

Best choices for higher education

MAXIFY MB2755



A fully featured printer, scanner, copier and fax ideal for faculty offices.

i-SENSYS LBP312x



Ideal for busy education establishments, where only mono printing is required.

imageFORMULA DR-M260



A powerful and versatile desktop scanner, perfect for digitisation of student records.

CASE STUDY

UNIVERSITY OF

GLASGOW

A vision for smarter learning

Objectives

Deliver excellence in learning, driving efficiencies & reducing the university's carbon footprint.

Challenges

- Large historic site with 30,000 users
- Environmental targets
- Poor user experience

Approach

A strategic, fully Managed Print Service across the university

Solution

Managed Print Service
imageRUNNER ADVANCE
MFDs uniFLOW.

Referenced from full
Canon case study. Visit:

https://www.canon.co.uk/for_work/case-studies/education/

Results



More than **£5.5 million**
savings over 5-years



Secure access saves **10 million pages** each year



59.7% less
electricity used



Reduction of more
than a third **CO2**

HEALTHCARE

Canon for Healthcare - Improving the quality of care using innovative technologies.

Like business all over the world, healthcare organisations are facing a future of shrinking budgets. At the same time patients expect prompt responses, more tailored treatment regimes and more flexible options for self-care. Having worked in the healthcare sector for over 80 years, Canon understands the need to comply with ever-tighter demands on budget, security and the environment.

Canon has a number of ways to help organisations of all sizes to realise efficiencies and deliver improved patient care.

Enhanced Q1
Public Sector
support on
these models

Best choices for healthcare

i-SENSYS LBP250 Series



Compact mono printer that prints onto multiple paper types. Perfect for repetitive print requirements in a healthcare environment

imageFORMULA DR-C240




Ultra-compact and powerful desktop scanner. Perfect for capturing multiple document sizes and formats.

imageFORMULA DR-M160II



Robust design for high volume scanning perfect for the digitisation of patient records.



CASE STUDY ST JAMES'S HOSPITAL

Enhancing the patient experience

Objectives

A criteria of excellence, continuous improvement & innovation

Referenced from full Canon case study. Visit:

https://www.canon.co.uk/for_work/case-studies/healthcare/

Challenges

- Providing a great experience for patients
- Large volumes of paperwork

Approach

Enhanced document management in a number of departments, integrating with existing electronic processing systems already in place

Solution

Electronic Document Management
imageFORMULA document scanners
Canon EOS Professional DSLR's

Results



Improved **patient** experience



Safer and more pleasant working environment



Streamlined query resolution process



Improved **research** and development

CENTRAL AND LOCAL GOVERNMENT

Canon for Central & Local Government - Serving a “digital first” society.

A world where the security of this information is more significant than ever, yet where Local Government has suffered budget cuts of up to 40% in recent years. Having partnered with local government for over 40 years we perfectly understand not only your needs, but also the challenges facing you.

Canon is perfectly placed to guide you to new ways of working, while maintaining services to all stakeholders.

Best choices for central and local government

MAXIFY MB5455

Uses high quality ink delivering vivid colours, deep blacks and crisp text, without the worry of smudging.



i-SENSYS MF730 Series

A complete, all-in-one, multifunctional solution, able to serve a “digital first” society.



i-SENSYS MF410 Series

A fully featured A4 mono multifunctional printer with secure print function that protects your documents, even when you're printing from a mobile device.



imageFORMULA DR-G1130

High-speed, high-quality production scanner for dedicated scanning applications and mission-critical jobs. Perfect for centralised or remote offices



Enhanced Q1 Public Sector support on these models



CASE STUDY LEEDS CITY COUNCIL

Becoming the best, with less

Objectives

Tackle inefficiencies and unmanaged costs in print services to help safeguard vital community services

Challenges

- Environmental targets
- Reduced funds
- Inefficient printing processes

Approach

A bespoke print solution under one management service to increase efficiency and responsiveness of the workforce, as well as control and limit costs

Solution

Consultancy
Managed Print Service
850 imageRUNNER
ADVANCE MFDs
uniFLOW

Results



Financial savings of up to **30%** in the first year



Downtime virtually eliminated



Accurate reporting allowing continuing improvements



Reduced mono print volume by **27%** in the 1st year

The i-SENSYS range is a complete range of compact A4 laser desktop printers and MFPs, which integrate into any office environment. Ease of use and high performance combine to boost productivity and free up time to focus on work and business. For the next three months Canon is giving public sector discount boosts on the following models.

A4 Laser Mono Single-Function Printers

Model Name	SKU #	Product Description	Suggested Discount
LBP251dw	0281C022	30ppm, Networked, Wi-Fi, Duplex, PCL	£7.82
LBP252dw	0281C020	33ppm, Networked, Wi-Fi, Duplex, PCL, Postscript	£9.79
LBP312x	0864C009	43ppm, Network, Duplex, PCL+PS MEAP Enabled	£21.58
LBP351x	0562C014	55ppm, Networked, Duplex, PCL+PS MEAP Enabled	£22.44
LBP352x	0562C016	62ppm, Networked, Duplex, PCL+PS MEAP Enabled	£28.05

A4 Laser Colour Single-Function Printers

Model Name	SKU #	Product Description	Suggested Discount
LBP653Cdw	1476C014	27ppm, Networked, Duplex, PCL, PS	£9.80
LBP710Cx	0656C009	33ppm, Network, Duplex + PCL + PS, MEAP enabled	£28.03
LBP712Cx	0656C011	38ppm, Network, Duplex + PCL + PS, MEAP enabled	£36.45

A4 Laser Mono Multi-Function Printers

Model Name	SKU #	Product Description	Suggested Discount
MF411dw	0291C049	33ppm, Network, Wi-Fi, PCL, Duplex, DADF, Secure Print, 3in1	£15.69
MF416dw	0291C040	33ppm, Network, Wi-Fi, PCL, WiFi, Duplex, DADF, Secure Print, NFC, 4in1	£19.62
MF418x	0291C035	33ppm, Network, Wi-Fi, PCL, PS, WiFi, Duplex, DADF, Secure Print, 3in1	£17.65
MF419x	0291C023	33ppm, Network, Wi-Fi, PCL, PS, WiFi, Duplex, DADF, Secure Print, 4in1	£21.58
MF512x	0292C025	40ppm, Network, Wi-Fi, PCL, PS, WiFi, Duplex, DADF, Secure Print, 3in1	£19.63
MF515x	0292C016	40ppm, Network, Wi-Fi, PCL, PS, WiFi, Duplex, DADF, Secure Print, 4in1	£22.44

A4 Laser Colour Multi-Function Printers

Model Name	SKU #	Product Description	Suggested Discount
MF631Cn	1475C032	18ppm, Network, Plattern, 3in1	£7.83
MF633Cdw	1475C030	18ppm, Network, Wi-Fi, Duplex, ADF, PCL, 3in1	£8.40
MF732Cdw	1474C068	27ppm, Network, Wi-Fi, Duplex, PCL, PS, 3in1	£25.22
MF734Cdw	1474C041	27ppm, Network, Wi-Fi, Duplex, PCL, PS, 4in1	£30.83

A4 Mono Laser Fax Machines

Model Name	SKU #	Product Description	Suggested Discount
FAX-L150	5258B020	Super G3 fax, 18ppm mono, 150 sheet tray, 30 sheet ADF, 30 one-touch speed-dials	£6.43
FAX-L170	5258B028	Super G3 fax, 18ppm mono, 150 sheet tray, 30 sheet ADF, 30 one-touch speed-dials, comes with phone handset as standard	£6.99
FAX-L410	6256B010	Super G3 fax, 25ppm mono, 250 sheet tray, 50 sheet DADF	£19.63

Inkjet Printer Public Sector Pricing



Canon's inkjet printers and inkjet All-in-Ones offer practical business and consumer solutions in addition to exceptional quality prints. Perfect for small office and remote workers requiring lower print volumes.

Inkjet Single-Function Printers

Model Name	SKU #	Product Description	Suggested Discount
iP110	9596B008	A4 Portable Colour InkJet Printer	£15.15
iP110	9596B028	A4 Portable Colour InkJet Printer w/battery including rechargeable battery and charger.	£18.19
TS205	2319C008	Easy, affordable, everyday printing.	£2.37
TS305	2321C008	Simple, affordable Wi-Fi printer and 4x6" borderless photo printing from smart devices.	£2.68
iP7250	6219B008	A superb photolab-quality Wi-Fi printer with built in Auto Duplex and Single Ink tanks.	£4.76
iX6850	8747B008	This high performance A3+ office printer offers Wi-Fi & printing from mobile devices.	£12.11

Inkjet Multi-Function Printers

Model Name	SKU #	Product Description	Suggested Discount
MG2550S	0727C008	The perfect everyday All-In-One for printing, scanning and copying.	£2.48
TS3150	2226C008	An affordable printer with smart connectivity. Scan and copy with ease, using the intuitive 3.8cm LCD display.	£3.05
MG3050	1346C008	All-In-One colour printer, scanner and copier with Wi-Fi connectivity and cloud features	£2.76
TS5050	1367C008	High-quality colour printing, Wi-Fi, cloud connectivity and an easy-to-use 7.5 cm (3") LCD display	£7.10
TS5150	2228C008	Simple affordable family printing with smart connectivity.	£5.50
TS6150	2229C008	Smart, stylish and connected All-In-One. It has a 7.5cm touchscreen, 5 single inks	£9.42

Inkjet Multi-Function Printers continued

Model Name	SKU #	Product Description	Suggested Discount
TS8150	2230C008	Small but powerful All-In-One with 6 single ink and an auto-tilt panel with 10.8cm touchscreen	£17.67
MX495 Black	0013C008	Affordable wireless All-In-One with cloud connectivity, fax and ADF for the home.	£3.88
MX725	6991B008	A premium 5-ink wi-fi All-In-One with mobile and cloud connectivity & 35 sheet 2-sided ADF	£8.39
TR7550	2232C008	The small, smart productive Wi-Fi 4-in-one. With smart connections to multiple devices.	£10.22
MX925	6992B008	4in1, 15ipm mono, 10ipm colour, WiFi, 35 sheet Duplex ADF, 5 Single Inks, 7.5cm TFT display	£10.08
TR8550	2233C008	Boost home office productivity and save space using this premium 5-ink, 4-In-1	£12.56

Efficient, reliable and cost effective, MAXIFY All-IN-One and single function colour inkjet printers bring professional quality business printing, versatile connectivity options and high levels of productivity to small and medium sized work groups, in addition to remote workers.

Business Inkjet Printers

Model Name	SKU #	Product Description	Suggested Discount
iB4150	0972C008	A4 SFP, 24ipm mono, 15.5ipm colour, 2,500-pg yeild, 500-sheet capacity - perfect for small offices	£11.40
MB2155	0959C028	A4 MFP, 19ipm mono, 13ipm colour, Wi-Fi, cloud services, 1,200pg yields, 250-sheet capacity and 50-sheet ADF	£9.44
MB2755	0958C028	A4 MFP, 24ipm mono, 15.5ipm colour, Wi-Fi, cloud services upto 1,200pg yields, 500-sheet capacity and 50-sheet ADF	£16.49
MB5155	0960C028	A4 4-in-1 MFP, 24ipm mono 15.5ipm colour, Wi-Fi, cloud, upto 2,500pg yields. 250-sheet capacity and 50-sheet D-ADF	£13.34
MB5455	0971C028	A4 MFP, 24ipm mono, 15.5ipm colour, Wi-Fi, cloud services upto 2,500-pg yields, 500-sheet capacity and 50-sheet D-ADF	£25.98

High-class range of imageFORMULA document scanners designed to help you digitalise, store and communicate information efficiently. With the latest technology from Canon we offer you high-quality image capture in a seamless operation.

Scanners

Model Name	SKU #	Product Description	Suggested Discount
Home/Photo			
LiDE 120	9622B010	Easily capture high resolution photos and documents at home	£4.13
LiDE 220	9623B010	Enjoy fast, superior quality scanning at home	£5.33
Personal			
P-215II	9705B003	15 ppm, 10 sheet ADF, up to 500 scans/day, Portable	£9.26
DR-F120	9017B003	20 ppm, 50 sheet ADF, up to 1,000 scans/day	£11.15
Desktop Workgroup			
DR-C225	9706B003	25 ppm, 25 sheet ADF, up to 1,500 scans/day	£12.17
DR-C225W	9707B003	25 ppm, 25 sheet ADF, up to 1,500 scans/day, Wi-Fi	£12.68
DR-C230	2646C003	30 ppm, 60 sheet ADF, up to 3,500 scans/day	£12.68
DR-C240	0651C003	45 ppm, 60 sheet ADF, up to 4,000 scans/day	£40.74
DR-M140	5482B003	40 ppm, 50 sheet ADF, up to 6,000 scans/day	£22.93
Departmental			
DR-M160II	9725B003	60 ppm, 60 sheet ADF, up to 7,000 scans/day	£61.18
DR-M260	2405C003	60 ppm, 80 sheet ADF, up to 7,500 scans/day	£56.11
DR-M1060	9392B003	60 ppm, 60 sheet ADF, up to 7,500 scans/day, A3 scanning	£128.71
DR-6010C	3801B003	60 ppm, 100 sheet ADF, up to 7,500 scans/day	£68.76
Network			
ScanFront 400	1255C003	45 ppm, 60 sheet ADF, up to 6,000 scans/day Networked	£60.72
Low/Mid Volume Production			
DR-6030C	4624B003	80 ppm, 100 sheet ADF, up to 10,000 scans/day, A3	£93.26
DR-G1100	8074B024	100 ppm, 500 sheet ADF, up to 25,000 scans/day, A3	£283.64
DR-G1130	8073B026	130 ppm, 500 sheet ADF, up to 30,000 scans/day, A3	£661.82
DR-X10C	2417B003	130 ppm, 500 sheet ADF, up to 60,000 scans/day, A3	£685.45

Easy Service Plan for i-SENSYS Printers and imageFORMULA Scanners

When you buy an Easy Service Plan, you are assured premium support and protection for your Canon product. We offer a choice of unrivalled services in a range of preconfigured Easy Service Plan packs, from installation to repair and maintenance your product

Easy Service Plans

Model Name	SKU #	Product Description	Suggested Discount
i-SENSYS ESP A	7950A525	3 year on-site next day service; Compatible with; LBP251dw - LBP252dw - LBP611Cn - LBP613Cdw - FAX-L150 - FAX-L170	£1.88
i-SENSYS ESP B	7950A526	3 year on-site next day service; Compatible with; LBP253x - LBP653Cdw - MF411dw - MF418x - MF631Cn - MF633Cdw - MF635Cx - MF732Cdw	£2.99
i-SENSYS ESP C	7950A527	3 year on-site next day service - Compatible with; LBP710Cx - LBP712Cx - LBP312x - MF416dw - MF419x - MF734Cdw - MF735Cx	£4.06
i-SENSYS ESP D	7950AA68	3 year on-site next day service - Compatible with; LBP351x - LBP352x - MF512x - MF515x - FAX-L410 - FAX-L3000 - FAX-L3000IP	£6.20
i-SENSYS ESP RTB	7950A528	3 year Return-to-base service - Compatible with; FAX-L150 - FAX-L170	£1.17
imageFORMULA Personal	7950A529	Easy Service Plan 3 Year Exchange Service Pack (Personal)	£1.22
imageFORMULA Workgroup	7950A530	Easy Service Plan 3 Year Exchange Service Pack (Workgroup)	£2.14
imageFORMULA 50ppm	7950A664	Easy Service Plan 3 Year Repair Service Pack (50ppm)	£24.43
imageFORMULA Network A	7950A531	Easy Service Plan 3 Year Exchange Service Pack - excl eCopy (Network)	£9.01
imageFORMULA Network B	7950A547	Easy Service Plan Installation and Training Pack - excl eCopy (Network)	£8.09
imageFORMULA Network C	7950A663	Easy Service Plan 3 Year Repair Service Pack - excl eCopy (Network)	£16.03
imageFORMULA G Series	7950A660	Easy Service Plan 3 Year Repair Service Pack (G Series)	£45.81
imageFORMULA Production	7950A667	Easy Service Plan Installation Pack (Production)	£8.09
imageFORMULA Mid Volume	7950A665	Easy Service Plan 3 Year Repair + Preventative Maintenance Service Pack (Mid Volume)	£71.78

Camera Public Sector Pricing

Beginner or Pro – find products for every level.

Our EOS range offers superb image quality, whatever your level of expertise.

Digital SLR Cameras

Model Name	SKU #	Product Description	Suggested Discount
EOS 70D + 18-55 IS STM	8469B031	EOS 70D Body and EF-S 18-55mm f/3.5-5.6 IS STM	£33.05
EOS 70D Body	8469B024	EOS 70D Body Only	£30.18
EOS 750D EF-S 18-55mm IS STM	0592C021	EOS 750D body and EF-S 18-55mm 1:3.5-5.6 IS STM	£22.98
EOS 700D + EF-S 18-55mm f/3.5-5.6 IS STM	8596B027	EOS 700D body, EF-S 18-55mm 1:3.5-5.6 IS STM	£19.76
EOS 100D + EF-S 18-55mm IS STM	8576B021	EOS 100D Body and EF-S 18-55mm f/3.5-5.6 IS STM	£14.31
EOS 1300D EF-S 18-55mm f/3.5-5.6 IS II	1160C029	EOS 1300D body and EF-S 18-55mm f/3.5-5.6 IS II	£12.92
EOS 1300D 18-55DCIII	1160C034	EOS1200D Body and EF-S18-55mm 1:3.5-5.6 III	£11.48

DSC Cameras

Model Name	SKU #	Product Description	Suggested Discount
PowerShot SX730 HS Black	1791C011	Capture superb images on the go using this pocket-sized, connected travel zoom camera with a big 40x zoom and versatile creative control	£20.04
PowerShot SX730 HS Red	1792C011	As per PowerShot SX730 HS Black	£20.04
IXUS 185 Black	1803C009	Brilliant quality photos and HD movies are fun and easy with this chic, slim IXUS that has a versatile zoom and fits perfectly in your pocket	£5.75
IXUS 185 Silver	1806C009	As per IXUS 185 Black	£5.75
IXUS 185 Red	1809C009		£5.75
IXUS 285 HS Black	1076C007	Put style and performance in your pocket with this slim 12x zoom IXUS. Shoot stunning photos and Full HD movies with ease and share effortlessly via Wi-Fi and NFC.	£9.92
IXUS 285 HS Silver	1079C007	As per IXUS 285 HS Black	£9.92
IXUS 285 HS Purple	1082C006	As per IXUS 285 HS Black	£9.92

Calculator, Camcorders and Accessories Public Sector Pricing

Selphy Printers

Model Name	SKU #	Product Description	Suggested Discount
SELPHY CP1200 Black	0599C011	Ultra-compact, portable photo printer, Wi-Fi connectivity, Fast, lab-quality durable prints	£5.59
SELPHY CP1200 White	0600C010	As per SELPHY CP1200 Black	£5.59

Camcorders

Model Name	SKU #	Product Description	Suggested Discount
HF R806 Black	1960C010	Fun and easy to use, this compact camcorder has a big 57x Advanced Zoom, simple touchscreen control and powerful technologies that automatically ensure your family movies look and sound great.	£12.45
HF R86 Black	1959C006	Effortlessly capture and share stunning memories using this connected camcorder with versatile 57x Advanced Zoom and long-life battery	£16.42

Calculators

Model Name	SKU #	Product Description	Suggested Discount
F-715SGA Black DBL	5730B001	Entry level scientific calculator. 2 line display with 250 functions and features. Solar and battery powered. Made using Canon recycled copier materials.	£0.90
F-718SGA DBL Black	4299B010	Scientific calculator made from recycled Canon copier materials with anti-bacterial plastic keytops. 264 functions & features, up to 18 digits calculation accuracy. Solar and battery power.	£1.42
AS-120 Black HB	4582B001	12 digit mini desktop display made from recycled Canon copier materials. Professional arc shaped body. Mark up, Reverse, Grand Total calculations. Large angled display. Mercury free battery. Dual power.	£0.42
HS-121TGA Black DBL	4065B002	Anti bacterial 12 digit desktop display calculator. Large LCD with angled display. Tax calculation. Auto power off.	£0.98



**ENSURE YOUR
CUSTOMERS
DON'T LOSE
RELIABILITY,
USE ORIGINAL
CANON INKS
& TONER**

Original Canon consumables are tried and tested to ensure your customers get the best possible results from their Canon devices.

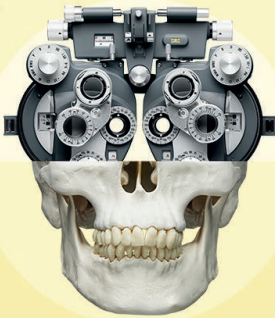
Keep it reliable. Keep it Canon



Make sure its genuine.
Look for the hologram and Canon logo.

Canon

FROM
OPTICIAN



3 year
Warranty
Promotion

Get back to
doing what
you love
with Canon's
3 Year Warranty
Promotion

DISCOVER MORE 

TO
OSTEOPATH



i-SENSYS



MAXIFY



imageFORMULA



imageRUNNER