



SHARP

Solution/Industry

K-12 Public Education

Organization

Pocono Mountain School District

Challenges

- Needed to modernize copier and display technology
- Needed to upgrade remote job submission and secure printing and scanning
- Need for a robust teacher technology refresh, including laptops and interactive displays

Solutions

- 66 Sharp Multifunction Printers (MFPs)
- 300 Sharp AQUOS BOARD® interactive displays
- 750 Dynabook Tecra® laptops
- PaperCut™ print management software
- eGoldFax Pure Cloud Faxing™
- WebCRD™ print submission software
- BrightSign® media players
- Sourcewell and Equalis Group purchasing contracts

Results

- Meets the district's printing needs with minimal downtime
- Complete classroom display technology refresh across the district
- High teacher satisfaction with improved laptop performance
- Streamlined printing and faxing through centralized, secure management
- Established a 10-year partnership by providing optimal value and service to meet the district's thorough and competitive procurement process

Pocono Mountain School District's Technology Refresh Drives Efficiency and Engagement in K-12 Education

Business Environment Challenges

Pocono Mountain School District, a leading K-12 education provider in Northeastern Pennsylvania, spans a large geographic region and serves a diverse student population. With a legacy fleet of competing OEM machines, aging display technology and a growing demand for remote printing and collaboration tools, the district sought a scalable, reliable technology partner. Sharp, in partnership with Jay's Business Systems, has been instrumental in establishing a reliable, integrated ecosystem that continues to evolve with the district's needs for more than a decade.

Technology Solutions

The district began its transformation from its previous OEM in 2015 by replacing its legacy print equipment with 66 Sharp multifunction printers (MFPs). Now in its third lease cycle, the fleet includes high-speed color models with advanced finishing capabilities. These devices are seamlessly managed by PaperCut software with Secure Follow Me printing, a feature beneficial to the district for maintaining document confidentiality, reducing unclaimed print jobs and

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— Dr. Jeremy Sawicki, Director of Technology Services & School Safety for the school district.

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supporting staff who move between multiple buildings. The district also opted to integrate the print devices with eGoldFax Pure Cloud Faxing, a solution streamlining digital faxing and enabling staff to send and receive faxes directly through the MFP interface. Additionally, WebCRD from Rochester Software Associates enables remote print job submission for staff.

Over the past few years, the district has been using Sharp digital signage throughout the buildings to communicate security issues and important announcements. In addition to these, the district recently purchased 300 Sharp AQUOS BOARD® interactive displays (4W-B series) through the Sharp Sourcewell Contract to replace outdated projectors and Promethean boards in the classroom. Sized at 75" (74.5" Diagonal), the displays will be wall-mounted in nearly every classroom. The interactive displays allow teachers to connect via their laptops and use education software, such as ActivInspire for classroom instruction. Sharp's displays have also become an integral part of the district's school safety infrastructure. Positioned in lobbies, cafeterias and other key gathering points, the displays are powered by BrightSign and can be updated in real time to communicate emergency alerts and important announcements.

Through the Sharp Equalis Group contract, the district also acquired 750 Dynabook Tecra® laptops with Windows 11 for students, teachers and staff, leveraging Jay's Business Systems and Sharp as a single-source technology provider.

Proven Results

The Pocono Mountain School District has realized significant benefits from its long-term technology partnership with Jay's Business Systems and Sharp. The district's robust and well-maintained fleet effectively supports the printing needs across its nine schools and administrative and support functions with minimal downtime. The full refresh of classroom display technology will modernize the teaching environment and help create more engaging learning experiences. Additionally, teachers have reported high satisfaction following the deployment of the Dynabook Tecra® laptops, noting improved performance and functionality in daily use. PaperCut and eGoldFax have collectively helped optimize print and fax workflows, while the standardized user interface across Sharp devices simplifies the experience for staff operating in different buildings.

Furthermore, the consistent support from Jay's Business Systems has been a cornerstone of the district's satisfaction, ensuring issues are resolved promptly and efficiently. “When a service issue reaches my level, a single phone call is all it takes to resolve it,” says Dr. Jeremy Sawicki, Director of Technology Services & School Safety for the school district. “Jay's Business Systems has consistently demonstrated an exceptional level of responsiveness throughout our partnership.”

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