



21st Century Tech Helps Students Excel in Indiana's Oldest High School

Indiana's New Albany Floyd County Consolidated School Corporation Chooses Breezy for Secure Mobile Printing in Nationally Recognized K-12 School iPad Deployment



Nestled in the rolling hills of southern Indiana, Floyd County Indiana is home to the first public high school in the state – New Albany High School, founded in 1853. Although it is justifiably proud of its long history, New Albany Floyd County Consolidated School Corporation (NAFCS) is looking to the future with innovative technology initiatives – including a program that aims to provide more than 11,000 students and 700 teachers across all grades from the district's full-day kindergarten through graduation with access to district-owned iPads and discounted laptops. "We've always been one of Indiana's more dynamic and innovative school systems," explained Sal Costanzo, Director of Technology and Instructional Resources for the district.

"We are fortunate to have an involved community that includes the New Albany-Floyd County Education Foundation, which raises money for programs that our budget couldn't otherwise cover, as well as an active strategic planning committee made up of educators, parents, and community leaders who are helping us set and achieve goals that will continue our long-standing commitment to improving the education our children receive."

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Breezy for Education

Organization: **New Albany Floyd County Consolidated School Corporation**

Requirements:

- Access to mobile printing from every network printer in the school district, including a wide range of brands and models.
- Easy installation and management, so that both users and IT staff didn't face problems during set-up.
- Security features, including on-device encryption, and Single Sign-On integration with the district's existing MobileIron deployment.
- The ability to print files stored on mobile device applications, cloud-based storage services, the district's Intranet servers, and web-based content.
- Integration with PaperCut, the district's print management and accounting software.
- Built-in compliance and usage monitoring, without multi-step credentials that leave users frustrated and create bottlenecks.
- Strength and quality of customer support.
- Scalability, so that the 700-iPad pilot program could easily scale to the entire school district with more than 12,000 tablets.





IT's iPad Printing Problem

Soon after the first iPads were distributed, the district's IT department started hearing from teachers who were frustrated with the iPad's rudimentary printing ability. "Yes, there was a print function, but it wasn't anything that we could use reliably with the more than 600 printers we had on our campuses," said Costanzo.

The district wanted more than just the ability to print documents via email. It wanted to be able to manage and monitor printing costs, restrict access to some printers, limit some student users to black and white printing, and enable printing from websites and photo files as well as documents – and it wanted to ensure that student and staff privacy was maintained, and the district's network remained secure and in compliance with all of the rules that surround educational technology.

Breezy was among the products the district looked at three years ago when it first began seeking an easy and secure mobile printing solution. At the time Breezy was a new product from a startup company in Oakland, CA. "They thought that we looked promising, but our first product wasn't really ready for the enterprise, so they took a quick look and moved on," says Jared Hansen, Breezy CEO and founder.

"We looked at most of the mobile printing solutions out there, and none of them worked for us," Costanzo says. "If it was secure, it wasn't easy. If it was easy, it wasn't secure. And we couldn't find anything that included the kind of tracking and controls we needed. After several months of frustration, I saw an article that mentioned some new features that Breezy had added, so we took a second look. I was surprised to see how much the second version of the product had changed. On paper, it seemed to be feature rich and encompass all of our needs."

The school district had a very well managed printer environment with two print servers and centralized management for more than six hundred printers, plus a MobileIron enterprise mobility management and AppConnect security solution already in place. This made installation quick with little maintenance needed. "Breezy's integration with MobileIron was a big plus in the company's favor when we took our second look at it," Costanzo adds.

"I felt that with Breezy, we weren't just buying a product, but investing in a company and a working relationship. It's a partnership."

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Results and Responsiveness

"We are very pleased with Breezy," said Costanzo. "All of our iPad users now have mobile printing, and IT didn't need to purchase any additional hardware. Breezy met or exceeded all of our criteria during the pilot program."

But it wasn't just the rich feature set that turned Costanzo into a fan and NAFCS into a Breezy customer. "It was hands-down, the most feature-rich program we looked at. But that wouldn't have been enough for me", says Costanzo. "I don't have time to wait around for customer support to solve a problem, so a responsive support team was critical to turning me into a satisfied customer. I felt that with Breezy, we weren't just buying a product, but investing in a company and a working relationship. It's a partnership. We couldn't be happier with how responsive the support team has been, or how quickly they jumped into answering questions or resolving issues that came up. Breezy has excelled in every aspect for us. It's not expensive for what you get", he concludes.

About Breezy

Breezy is the world's leading secure mobile printing platform. Breezy's software lets users to print to any printer from any device, and can mobile-enable existing printer fleets in a matter of minutes. For more information visit the company's website, or contact Breezy at 1-866-245-3399.

