

## Customer Success Story



### TAFE NSW

**Industry:** Education

**Location:**  
Metropolitan Sydney, NSW

## Overview

### Challenge

- Inability to provide up-to-date courses due to lack of equipment
- Hindered in efforts to deliver digital print training

### Solution

- bizhub PRESS C1085
- bizhub C70hc
- Ongoing service and support from Konica Minolta

### Client benefits

- Ability to offer up-to-date courses
- Ability to train students thoroughly on state-of-the-art equipment
- Ability to develop and deliver new courses as a result of new equipment

# TAFE NSW teaches next generation skills with Konica Minolta PRESS

**TAFE NSW is Australia's leading provider of vocational education and training with more than 500,000 enrolments each year. It operates as a network of Institutes offering the best of campus-based delivery as well as flexible, online, and work-based learning.**

**Collaboration, diversity, and the strong relationships between its Institutes contribute to and magnify the value of TAFE and importantly, the benefits that it delivers to communities and the economy of NSW.**

### The challenge

Commercial printers, print franchise operators, graphic designers and apprentices all use TAFE NSW's industry-recognised courses for training and upskilling. Sydney TAFE attracts students from all over NSW, including regional areas, as well from Queensland and Victoria.

As the print industry has evolved to meet changing demands for faster and more cost effective printing, TAFE recognised the need to provide on-site technical training facilities for digital as well as offset equipment.

Craig Rollins, head teacher of the print and digital communications department at Sydney TAFE is responsible for maintaining contacts with industry and employers, and identifying new opportunities to prepare students for a career in printing.

According to Rollins, it's imperative to have the latest equipment onsite to ensure our students receive a well-rounded education in both theory and practical that includes printing, print manufacturing, and print communications.

"We needed to give students access to state-of-the-art equipment that would let them develop next-generation skills, preparing them not just for today's printing environment but getting them ready for the future of printing. We couldn't do that with just any equipment: we needed access to the best, most up-to-date and advanced printers."

### The solution

When the print and digital communication team moved into a purpose-built digital facility in 2015, it chose the Konica Minolta bizhub PRESS C70hc and bizhub PRESS C1085 systems to fulfil its digital print requirements.

Craig Rollins said, "The Konica Minolta print systems fit the bill in terms of training the next-generation of printing professionals. They are fast, easy to use, and include advanced features that let students deliver exceptional outputs."

### Contact us for more information:

Free call: 1800 789 389 [www.konicaminolta.com.au](http://www.konicaminolta.com.au)

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“Konica Minolta was extremely helpful throughout the process, providing training on the equipment and getting it up and running. With the Konica Minolta equipment, TAFE NSW can continue to offer up-to-date print industry training that is leading the way into the future of print.”

**Craig Rollins,**  
Head Teacher , Print & Digital  
Communications Department  
Sydney TAFE

By putting the Konica Minolta printers in place, we can now give our students a training experience that thoroughly prepares them for the future of printing.”

The bizhub PRESS C70hc is a unique High Chroma toner printer, which makes RGB workflows fast and efficient. It produces high-quality colours accurately, making it ideal for graphics work where matching logo and spot colours is essential.

The bizhub PRESS C1085 is specifically designed for commercial print environments. Features like colour stability, unique de-curling hybrid technology and excellent finishing options set the standard for digital print output.

Craig Rollins said, “Konica Minolta’s equipment means we can offer courses that result in students who are in high demand in the printing industry, because they know how to deliver print outputs that are exceptionally high quality in a fast timeframe.

“With Konica Minolta we also know that we have ongoing support and maintenance. In fact, its reputation for support was paramount in our decision to work with Konica Minolta.”

### **The benefits**

With Konica Minolta printers, TAFE NSW can offer more advanced courses that prepare students for rewarding careers in printing.

Craig Rollins said, “TAFE NSW now has the full spectrum of printers so graduates will be familiar with the equipment their employer has, no matter what that is. By training on both digital and offset, students also have more choices when it comes to their career.”

“For example, for graphic designers, knowing the intricacies of both digital and offset means they can produce work that will be of a high standard no matter how it is printed.”

While on-the-job training is useful, it’s not quite enough. Students at all levels of experience can come to TAFE and do workshops, upskilling, or initial training to a high standard. Having this equipment in place also frees up time for TAFE NSW to develop and deliver new training packages that are custom-designed to suit the needs of the printing industry.

Craig Rollins said, “Konica Minolta was extremely helpful throughout the process, providing training on the equipment and getting it up and running. With the Konica Minolta equipment, TAFE NSW can continue to offer up-to-date print industry training that is leading the way into the future of print.”

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