Transforming Document Workflow in Education

Paper-based Lecture

Environment Change
- Innovative Instructional Aids: E-Blackboard
- Mobile Communication
- Sharing the class material by Cloud

Digital Data based Tech Devices

Transformation to Digital Formats
- PDFs, e-Docs
- Mobile PCs
- Tablet/Smartphone
- E-Blackboard
- E-mail/Messenger
Convenient and Economical Information Sharing between Teachers and Students

- **Collaboration**
  - Use Public Cloud
  - Share Individual Folders
  - No Information Security Concerns
  - Material sharing is crucial for work (Class materials, Assignments)
  - Mobile/Cloud Print

- **Cost-Sensitive**
  - Price Sensitivity
  - Students often print in color

- **Ease of Use**
  - Easy Scan to Cloud
  - Easy App Installation
  - Big font, Big icon in LCD screen
  - Easy Troubleshooting

**Market Characteristics**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Recognition</th>
<th>Currently Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>SMB Avg.</td>
<td>11</td>
<td>5</td>
</tr>
<tr>
<td>Education</td>
<td>17</td>
<td>8</td>
</tr>
<tr>
<td>+6%p</td>
<td>+3%p</td>
<td></td>
</tr>
</tbody>
</table>

**Buying Factors**

- Price 3 48
- Brand 12
- Reliability 22
- Printing quality 17
- Others 22

**Easy troubleshooting**

- SMB Avg. 35
- Education 50

**Easy troubleshooting**

- Big font, Big icon in LCD screen

Key Requirements & Samsung’s Solution Offer

Examination
- Test Paper Print
- Answer Sheet
- Print/Scan

Academic information
- Education Material Print
- Academic Record Print/Scan
- User Access Control

Privacy & Security
- Network Security
- Data Encryption
- User Access Control

Administration
- ID Copy/Scan
- Billing Print/Scan
- Newsletter Print
- Scan to Server

Device management
- Error Notice
- Supplies Notice
- Usage Control

Student
- Report Print/Scan
- Mobile Print/Scan
- Personal Billing

SAMSUNG PRINTING SOLUTIONS

Secure Pull Printing

Document Distribution To the Cloud

Automated Document Management (index/Search/Archiving with OCR)
Samsung Printing Solutions for the Lecture

- **Document Workflow**
  1. Upload assignment description to cloud
  2. Print assignment, submit drafts, get feedback
  3. Assignment presentation or submission

- **Samsung Printing Solutions**

  - **Document Distribution to the Cloud**
    - Direct Scan to and Print from the Cloud

  - **Cloud Print**
    - 1. Kiosk Printing Solution with Billing System
    - 2. Secure Pull-Printing
      - Send print job
      - Stored in device
      - Job encryption
    - 3. Active NFC Mobile Printing
      - Mobile Device
      - Tap NFC tag on a Printer
Samsung Printing Solutions for the Administration

Document Workflow

1. Applications and interviews

2. Application review and notification

3. Info upload to database

Secure Pull Printing

Send print job → Stored in device → Job encryption

Multifunction Printer → Scan

Metadata → Automated Document Management → OCR

[OCR: optical character recognition]

FTP, Email, WebDAV, Printer/Fax

Folder, Microsoft SharePoint, 3rd Party Application, Database
Secure Pull Printing

- Enhance document security and reduce waste with pull printing

**Main Feature**
- Secure authentication and release
- Server-less, secure pull printing

**Key Benefits**
- Reduce costs from paper waste and server expenses
- Increase security through user authentication for device access
- Eliminate the costly need for an additional server

![Diagram showing secure pull printing process involving authentication and reduction of printing costs.](image)

SAMSUNG. PRINTING INNOVATION
Document Distribution to the Cloud

- Accelerate workflow and increase efficiency using cloud services

**Main Feature**
- Easy, secure access to the cloud
- Support for various file formats and cloud services

**Key Benefits**
- Accelerate workflow and increase efficiency using cloud services
- Optimize operations by utilizing only necessary services and formats

<table>
<thead>
<tr>
<th>Operation</th>
<th>Formats</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scan (Upload)</td>
<td>PDF (Secure, Searchable and Compact), XPS, TIFF, JPG</td>
</tr>
<tr>
<td>Print (Download)</td>
<td>PDF (Secure, Searchable and Compact), TIFF, JPG</td>
</tr>
<tr>
<td>Scan (Upload)</td>
<td>PDF (Secure, Searchable and Compact), XPS, TIFF, JPG</td>
</tr>
<tr>
<td>Print (Download)</td>
<td>PDF (Secure, Searchable and Compact), TIFF, JPG, Google® Drive Apps contents (Docs, Sheets, Slides, Drawings)</td>
</tr>
</tbody>
</table>
Active NFC Mobile Printing

- Provide efficiency, convenience, and security for direct printing on mobile devices.

**Main Feature**

<table>
<thead>
<tr>
<th>Easy User Authentication</th>
<th>Secure Release &amp; Pull-Printing</th>
<th>Easy Installation through NFC Cloning</th>
</tr>
</thead>
<tbody>
<tr>
<td>User Authentication Without a Card Reader</td>
<td>Send Print Job</td>
<td>Get Set-up Info</td>
</tr>
<tr>
<td>TAP</td>
<td>TAP</td>
<td>Cloning Set-up</td>
</tr>
<tr>
<td>Print</td>
<td>User Authentication</td>
<td></td>
</tr>
</tbody>
</table>

*SAMSUNG. PRINTING INNOVATION*
# Automated Document Management

- **Enhance efficiency, convenience, and security for digital document workflow**

## Main Feature
- Zone and Barcode OCR
- Fax Caller ID
- Mobile printing and custom work forms
- Scan to my email
- Card authentication and SSO support

## Key Benefits
- Reduce operating costs with improved print environment efficiency
- Enhance user experience through powerful yet convenient features
- Increase document security to provide better data protection
- Accelerate performance with automated functions
- Boost productivity with swifter workflows

**Document Workflow**

![Document Workflow Diagram](image-url)
Kiosk Printing Solution with Billing System

**Key Benefit**
- Students can easily send their printing jobs on mobile from campus and home
- Students can print it out from any printers in campus
- Each student’s printing cost should be paid through the mobile phone

Source: Kiosk Printing Solution for a University in Korea
<table>
<thead>
<tr>
<th>Customer’s Innovation Points</th>
<th>Samsung’s Solution</th>
</tr>
</thead>
</table>
| **Budget cuts forced us to use the cloud but we need to work together, so mobile and cloud printing services became even more important.** | - Provide free cloud service with networking<br>- Print easily with Samsung Mobile app<br>- Easily print the document from public cloud site | **Document Distribution to the Cloud**  
| **To prevent unnecessary printing, connecting to billing system or print authentication with ID** | - Coordinate printing activity with ID authentication     | **Samsung Payment Solution<br>Secure Pull Printing**  
| **Partially using S/W on work flow. Compatibility of Android, Windows or iOS is important.**     | - Cost-effective sever-less solution<br>- Supports printing on laptops, iPads or tablets | **Business Core™ Printing Solutions** |
Case Study
### Kiosk Printing Solution for a University in Korea

**Country of Origin:** Korea

#### Profile
The oldest private university in Korea with 3,500 eminent faculty members who are conducting cutting-edge research across all academic disciplines. There are 18 graduate schools, 22 colleges and 133 subsidiary institutions.

**Vertical Market:** Education
**Business Line:** University

<table>
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<tr>
<th>Challenge</th>
<th>Solution</th>
<th>Benefits</th>
</tr>
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</table>
| - Offer a competitive printing kiosk solution with various payment methods which can manage different campuses in integrated manner | - Samsung installed A3 Mono MFPS with maintenance support.  
- A differentiated billing solution for printing included Samsung Cloud Print™, which provided cloud-based mobile printing. The cloud service was provided in cooperation with local independent software vendors (ISVs) in Korea. | - Differentiated printing kiosk solution which can manage branches (campuses) located in different cities in integrated manner  
- Various payment methods which provide a competitive advantage to the users of the kiosk (Support cyber money, credit card & check card)  
- Samsung Cloud Print Solution to provide convenient mobile printing experience to the university |
## Campus-wide MFP Solution for a Collage in London

**Country of Origin:** UK

### Profile
Dedicated to the advancement of knowledge, learning & understanding in the service of society, The college of the university in London. Over 6,000 employees in 5 campuses

**Vertical Market:** Educatio** Business Line:** Collage

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| - Lack of solution ready to save cost and monitor the fleet of the products | - Samsung instituted A3MFPs to provide printing services throughout the university’s campuses, including supplies, service and a maintenance contract  
- A secure pull printing solution was implemented to provide cost accounting, account limit enforcement and secure document release. | - 40 units were delivered in Sept whilst the remaining 260 units will be deployed in 2014  
- Effective integration of secure pull printing was accomplished                                                                  |
The End