



SIERRA CANYON SCHOOL SUCCESS STORY

“

The Revolution Office team has been very creative in designing customized and unique solutions for our school. They are incredibly responsive and have **delivered a customer experience well beyond my expectations.**

”

Richard Shapiro
CFO
Sierra Canyon School

TALK TO US
800-941-9248

9043 Lurline Avenue
Chatsworth, CA 91311

Email us:
info@revolutionoffice.com

Follow us on LinkedIn

Sierra Canyon School is a prestigious private institution in Chatsworth, CA offering a comprehensive Pre-Kindergarten through 12th-grade college preparatory education. With its emphasis on small class sizes and diversity, students here are nurtured to reach their full potential in a close-knit, family-like environment.

PROBLEM

When Sierra Canyon School's new CFO, Richard Shapiro, inherited an expensive lease for a 20 copier/printer fleet, he knew he needed a better solution. **The school still owed \$220,000 and with three of the five years still remaining, multiple vendors were unwilling to work with the school until the expiration date approached.** But poor service necessitated an urgent change as teachers, administrators, and IT staff struggled with 6-8 hour response times and frequent service calls due to poor equipment reliability. **A viable solution seemed unlikely, until Shapiro contacted Revolution Office.**

SOLUTION

The Revolution Office team carefully analyzed Sierra Canyon's lease and service agreements and conducted site visits and interviews with key stakeholders to better understand their needs. As a result, Revolution Office created a plan to upgrade their entire fleet with **state-of-the-art, multi-functional devices with copy, print, scan, and fax capabilities—all while significantly reducing costs.**

RESULT

Sierra Canyon **saved \$195,000 in addition to the \$220,000 that Revolution Office paid in their remaining lease obligations.** Service improved dramatically, with average response times dropping from six hours to just three hours. Crucially, **uptime improved to a 98% level**, so the Sierra Canyon team now spends less time dealing with equipment outages and more time focused on their educational mission.