

Industry:
Education

Making the Grade for Technology

Spring-Ford Area School District Relies on ePlus® Technology for Yearly Technology Refreshes, Leasing, and Services

"We can utilize one company to help us design, choose, and purchase equipment, implement and manage it, and then dispose of it when we need something more current. It makes my job so much easier by getting all of that done through ePlus."

*– Gary Spohn
Director of Technology
Spring-Ford Area
School District*



The Spring-Ford Area School District is a K-12 school district mainly based in Montgomery County, Pennsylvania that educates approximately 7,000 students. Spring-Ford is one of the largest school districts in the County and continues to grow at a rapid pace. It is comprised of 12 student facilities (seven elementary schools, four intermediate/middle schools, and the high school) along with the administration building and transportation center.

Summertime Refresh

For the past eight years, the Spring-Ford Area School District has relied on ePlus Technology to keep its IT equipment and more than 3,000 Hewlett Packard computers up-to-date. Every summer, the district turns to ePlus to refresh a wide range of technology, including desktops, laptops, and printers. ePlus and its strategic partners are on hand to help the district select the equipment that will best suit its needs and budget. ePlus also handles the district's Microsoft licensing through its school agreement and ensures all licenses are up to date. In addition to rolling out new computers, ePlus assists in the disposal of the old equipment (collecting, recording, tracking, and palletizing it to be sent back to the leasing company—which in this case is also ePlus).

"I frequently rely on the expertise of the sales staff at ePlus Technology for assistance in choosing the appropriate technology and manufacturer/publisher. I can count on ePlus for a forthright opinion when making decisions," said Gary Spohn, Director of Technology at Spring-Ford Area School District.

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Client Success Summary

Organization:
Spring-Ford Area
School District

Industry:
Education

Solution:
Technology Refresh,
Data Center/Network
Equipment, Leasing,
Professional Services

ROI:
Cost-effective,
efficient way to
maintain up-to-date
IT equipment; one-stop
shop for IT sourcing,
leasing, and services;
trusted advisor for
product selection and
cost savings

Leasing Made Easy

ePlus provides leasing services to the Spring-Ford Area School District, delivering a cost-effective and customized solution that enables the district to obtain the technology it needs to best serve its students today while also working within its budget constraints. The flexible ePlus approach enables the district to reduce the risk of technological obsolescence, conserve its budgetary dollars, and transfer the risks of ownership.

"We find it very easy and efficient to work with ePlus for a full range of services," noted Spohn. "Not only does the company help with our technology equipment, they extend that level of customer service and attention to our leasing needs as well. We can utilize one company to help us design, choose, and purchase equipment, implement and manage it, and then dispose of it when we need something more current. It makes my job so much easier by getting all of that done through ePlus."

More than Equipment, Services Too

In addition to the complete HP desktop/laptop technology refreshes each year and leasing services, ePlus also assists the Spring-Ford Area School District in purchasing all of its data center equipment and networking gear from Cisco, along with related professional services performed by the ePlus engineering team.

"We continue to expand our relationship with ePlus as new needs arise," explained Spohn. "We started with equipment refreshes, then leasing, and now we rely on ePlus for more complex technology services and sophisticated aspects of our IT infrastructure. It's this continued level of trust that keeps our engagement with ePlus growing. By utilizing a 'one-stop shop' for all of these varied needs and technical capabilities, working with ePlus saves us a great deal of time and expense."

Bid-Protected Public Sector Contracts

The Spring-Ford Area School District utilizes the numerous public sector contracts held by ePlus, such as PEPPM and COSTARS, to provide highly-competitive and bid-protected pricing. Since ePlus holds contracts for Hewlett Packard, Cisco, Lexmark, 3Com, Microsoft, Kingston, Viewsonic, and many other products purchased by the district, Spring-Ford is able to consolidate its purchasing processes, providing additional savings and increased efficiencies.

For information on how ePlus can help your organization realize significant savings, contact us at 888-482-1122 or visit us on the Web at www.eplus.com/technology.

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