

HP delivers value, performance through WSCA

Wisconsin college acquires HP hardware through unique purchasing program



Northeast Wisconsin Technical College

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– Daniel Mincheff, CIO, Northeast Wisconsin Technical College

Objective:

Northeast Wisconsin Technical College seeks the best combination of price, performance and reliability when purchasing new technologies.

Approach:

College uses the purchasing efficiencies and negotiated cost savings of the Western States Contracting Alliance to buy hundreds of HP workstations, notebook PCs, desktop PCs, servers and printers each year.

IT improvements:

- Standardization helps simplify support for classroom technology
- Reliability leads to fewer service and support issues
- Lower total cost of ownership
- Longer product lifecycles ensure compatibility with “just-in-time” purchasing strategy

Business benefits:

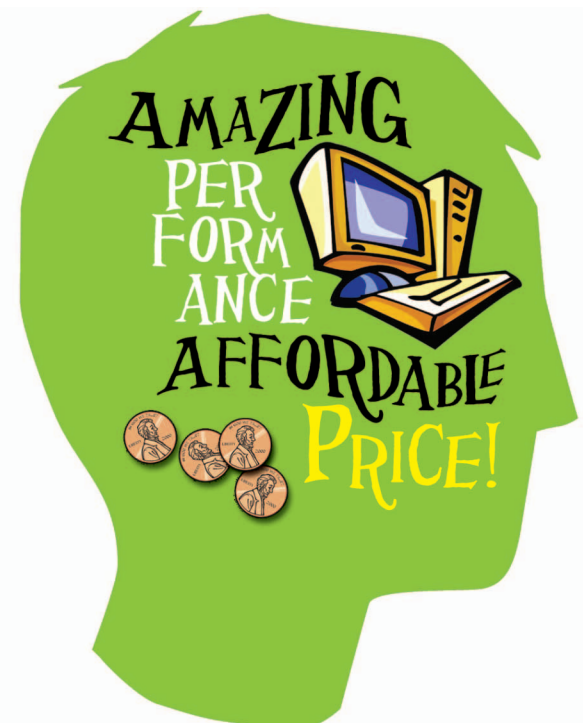
- WSCA contract provides HP products at a price that allows NWTC to avoid purchasing lower quality hardware solutions
- Affordability allows NWTC to maintain three-year refresh cycle
- High-quality PC hardware provides superior learning environment
- Streamlined purchasing reduces administrative burden across the college’s business units

At Northeast Wisconsin Technical College (NWTC), high-performance, reliable, cost-effective computer hardware is essential to the College’s mission of providing education, training and life-long learning opportunities.

To get the most value for its technology budget, the college turns to HP and the Western States Contracting Alliance (WSCA), a multi-state group of governmental and public entities that have united to take advantage of group pricing discounts.

WSCA makes purchasing easier

Using the alliance, NWTC administrators have found a “best value resource” for acquiring an array of



Customer

About Northeast Wisconsin Technical College

Northeast Wisconsin Technical College is a two-year technical college that provides education, training and lifelong learning opportunities to more than 44,000 students, including more than 6,000 full-time students. Based in Green Bay with satellite facilities throughout Wisconsin's Northeast District, the college is recognized for its commitment to online and flexible learning.

For more information, visit www.nwtc.edu.

Contact the HP Customer Reference Program, 281-514-5755, for more information.

HP products, including workstations, notebook PCs, desktop PCs, printers and servers.

"Our purchasing needs from HP run the gamut from new workstations to servers to our new HP Indigo press. The WSCA program, combined with HP's reliability and performance, definitely provides our College with the best overall value" says NWTC CIO Dan Mincheff.

The college has used HP equipment for many years and, according to technical director David Hjalmlquist and computer services manager Chris Schlapman, prefers to standardize its equipment purchases to help streamline ordering and simplify support and service issues.

"We've used HP products for more than eight years. Having the WSCA program available makes it easier and simpler to get the HP hardware that best fits our needs," says Schlapman. "The majority of our budget each year goes toward HP products. Any new product inquiries or service questions can be channeled directly to HP."

Judy Teune, the college's purchasing supervisor, oversees the administrative portion of most of the college's major purchases. She appreciates that the WSCA program completes much of the purchasing workload in advance – qualifying computer hardware vendors, negotiating prices and reducing the amount of time needed to set up new accounts and purchases.

"The WSCA program makes the procurement process much easier," she notes. "It's a simpler, more effective process that saves us time and money."

Refresh strategy built around HP hardware

In recent months, the college has purchased several hundred HP Compaq dc5100 Small Form Factor desktop PCs, HP xw4300 series workstations, HP notebook PCs and HP Tablet PCs.

As part of NWTC's three-year refresh strategy, these computers replaced existing units at the college, ensuring that students can access up-to-date



processing power, graphics and memory. The college has upwards of 3,500 HP desktop PCs, notebook PCs and workstations in classrooms, labs and offices throughout its District.

Hjalmlquist also reports that service and repair needs are greatly reduced with HP products. "One of the reasons we stick with HP is the stability and reliability of its products. Every workstation, notebook PC and desktop PC has a three-year service life. HP products used by NWTC have worked well with few major problems."

Mincheff points out that HP's reliable products not only provide peace of mind, but support the college's core mission of providing the highest quality learning opportunities.

"We're working everyday to provide students with opportunities and education to enhance their quality of life and advance their career skills in a global community. To fulfill our promise to students, we require our vendors like HP to deliver exemplary quality and performance," he says.

To learn more, visit www.hp.com

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This customer's results depended upon its unique business and IT environment, the way it used HP products and services and other factors. These results may not be typical; your results may vary.

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