



THE CHALLENGE

Coleg Sir Gar is a further education college in South Wales with 7 campuses and 10,000+ students.

One of the college's challenges is the **ongoing management and maintenance of its 2,100 PCs and 350 Apple Macs** to enhance both the teaching and learning processes.

Coleg Sir Gar put out a formal tender and looked for a **cost-effective way** to keep its **digital estate current**, while **minimising the time and effort** required in financing and maintaining it.



THE SOLUTION

Understanding the education sector and offering a quality service using **a subscription-based funding structure approach** was a deciding factor in Econocom winning the contract.

Econocom supplied and financed a number of **Apple Macs**, and funded **PCs & laptops** from the college's nominated supplier. This included end of term collection, disposal, re-marketing services and a deletion certificate.

Warranty on PCs was also extended to **five years** to match the college's expected refresh term.



THE ECONOCOM TOUCH

Econocom has worked with Coleg Sir Car for **the last 11 years**. During this time, it has been approved as a key supplier on 3 occasions.

Because of its value-add to the education sector, Econocom has built additional relationships with **3 other large Welsh colleges**.



ADDED VALUE:

- Access to the latest technology, without making a large upfront investment
- Pay for the hardware on a monthly basis, absorbing the cost in its operating budget
- Focus on day-to-day operations as the estate of PCs and Apple devices is taken care of by Econocom
- Facilitate budgeting and cash flow management

2,100 PCs & 350 Apple Macs
supplied and financed via a
5-year end-to-end subscription



Econocom provides us with a consistently high quality of service in the most cost-effective manner possible. They are responsive and provide answers to our queries very quickly. It gives us great peace of mind to know that we have the latest equipment and when it becomes obsolete, it is disposed of securely and then replaced with minimum input from us. It has taken the pressure off the IT department and our cash flow, meaning that we can focus on other areas.

Ralph Priller – Director of Financial services – Coleg Sir Gar