

success story



ANNE ARUNDEL COUNTY
Public Schools

"Since working with hp financial services we now have a dependable cycle of receiving new computers, which we apportion evenly across our schools. The improved equipment reliability has given teachers and principals confidence to incorporate new software and increased use of the desktops into their curriculums for multi-media based student learning opportunities."

Joe Hebler

**Manager of Applied Technology
Anne Arundel County Public Schools**

Anne Arundel County
Public Schools finds
hp financial services
a refreshing change

Located in an incredibly scenic area – with 480 miles of Chesapeake Bay shoreline, picturesque farmland, and home to Annapolis, the state capital – Anne Arundel County Public Schools (AACPS) is one of the 50 largest school systems in the United States. With size comes the challenge of acquiring and maintaining a current IT infrastructure capable of hosting the latest applications to support student learning and administration. AACPS turned to HP Financial Services to help them acquire the equipment they need and implement a regular refresh cycle to keep it current.

AACPS comprises 117 schools and 75,000 students. To facilitate communication, T1 lines connect all of the schools to the central office. Its IT infrastructure spans 9,000 desktop Compaq Deskpro or Evo personal computers, approximately 4,000 legacy PCs of mixed manufacturers and 350 file servers – HP ProLiant servers in the schools and HP NetServers at the central office – all running Microsoft Windows®. AACPS relies upon Pearson Applications Development Inc.'s student information system package and other Oracle database-based applications for its smooth operation.

failing grades

Two years ago, the schools were struggling to deploy new software applications on out-dated clients and servers. "Teachers were frustrated that they were unable to incorporate some of the new learning-based applications into their curriculums," explained Joe Hebler, AACPS Manager of Applied Technology. "In addition, TIS staff was seeing increases in hardware failures with the older equipment, which was absorbing a great deal of time and money to keep everything operational."

Over the previous 10 years, AACPS had accumulated almost every model of desktop PCs and file servers, and keeping track of which systems could run what software had become very time consuming. "The range of equipment was so vast, we couldn't even establish

a minimum standard to facilitate the roll-out of critical software like anti-virus programs," Hebler recalled. "In order to reduce the support and provide a more manageable technical environment, the need for standards became obvious. After meeting with technology stakeholders within the district, and business experts from local industries, it was agreed to standardize the hardware platform. Compaq – now HP – PCs and servers were selected after an overall comparison of Tier 1 products was conducted."

AACPS knew it needed to stabilize its infrastructure and implement a standard architecture at both the file server and desktop levels. "We wanted to accomplish this goal within a year, but we also were aware that a total replacement strategy would be far beyond our funding capability, so it led us to investigate financing solutions," Hebler noted.

an educated solution

With an all-HP infrastructure currently in place, it was natural for AACPS to look at finance solutions from the new HP. "We didn't need to look elsewhere because HP Financial Services had a solution that allowed us to refresh our equipment every three years, one third each year – keeping everything in warranty – for roughly our same annual expenditure," Hebler commented.

HP Financial Services is committed to making the process of acquiring, managing, and retiring IT solutions as simple as possible. Its flexible leasing and financial asset management solutions, which are available around the world, include cost effective leasing offers, trade-in programs, management, and asset recovery services.

Annually, under its finance agreement, AACPS is able to specify its desktop and file server requirements and, based on recommendation from HP, standardize on a few models. Currently, AACPS is leasing Compaq Evo 510 desktop PCs and HP ProLiant ML370 file servers.

challenges

- old equipment would not support new software for enhanced student learning
- growing support costs driven by increasing hardware failures on outdated equipment
- IT support was stretched across a wide array of different desktop configurations without benefit of a common base level
- annual budgets did not enable large scale implementations to replace old equipment
- the cost of disposing old equipment was increasing every year
- upgrading old equipment was not cost effective

solution

- hp financial services refresh contract to stabilize the infrastructure and facilitate implementation of a standard architecture
- hp partners in recommending optimal platform to support AACPS

results

- staff can start planning curriculums with a stable environment
- new technology can be evenly apportioned across schools
- students now have access to a consistent level of modern technology that allows them to run current software to enhance their learning
- maintaining a limited number of different configurations reduces the support costs
- annual refresh of one-third of the equipment permits leverage of large-volume discounts
- improved reliability has given the teachers confidence to incorporate greater use of technology in the curriculum
- hassle and expense of disposing of older systems has been removed

solution details

- hp financial services' "refresh" contract
- 8500 Compaq Evo 500/510 desktops
- 6500 older desktop PCs
- 225 hp ProLiant ML370 file servers
- 125 mixed models of hp ProLiant file servers
- T1 connection from schools to central office
- Pearson Applications Development Inc.'s student information system package

hp financial services graduates with honors

AACPS just completed the second year of its finance contract and has accomplished the refreshment of 60 percent of the desktops and 75 percent of the file servers. "Since working with HP Financial Services we now have a dependable cycle of receiving new computers, which we apportion evenly across our schools. The improved equipment reliability has given the teachers confidence to incorporate new software and increased use of the

desktops into their curriculums for multi-media based student learning opportunities," said Hebler.

AACPS is enjoying the reduced cost of supporting the infrastructure. Hebler explained, "We are now maintaining a limited number of configurations and unplanned upgrades are no longer needed. We are able to maintain and operate the entire environment with minimal staff."

Under the HP Financial Services refresh agreement, AACPS has a stable budgeting cycle and knows how much to request each year. Plus, standardized purchasing enables it to receive large-volume discounts for the equipment. "The HP Financial Services solution makes so much sense to me," commented Hebler, "it even removes the hassle and expense of having to deal with disposing of the older systems – they are simply shipped back to HP for recycling."

AACPS relationship with HP has provided the school district with top quality products that continue to perform at high levels year after year. HP also has provided expert assistance in other areas of the technical arena as a by-product of the refresh agreement. "With HP, we've selected more than just a hardware vendor – we're teaming with a valued partner," concluded Hebler.

For more information on how working with Hewlett-Packard can benefit you, contact your local HP service representative, or visit us through the Internet at our World Wide Web address: <http://www.hp.com>

at a glance:

ANNE ARUNDEL COUNTY
Public Schools

organization: Anne Arundel County Public Schools

location: Annapolis, Maryland

telephone: 410-222-5313

URL: www.aacps.org

primary focus: offering a comprehensive, system-wide curriculum from kindergarten through 12th grade



© Copyright Hewlett-Packard Company, 2002.

All rights reserved. HP, and the HP Logo, are trademarks of the new Hewlett-Packard Company.

All other product names mentioned herein may be trademarks or registered trademarks of their respective companies.

Technical information in this document is subject to change without notice.

All rights reserved. Reproduction, adaptation, or translation without prior written permission is prohibited except as allowed under the copyright laws