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– Wei Jiuguo, Finance Director, Jinzhong Normal School

### Challenge

Jinzhong Normal School is among the oldest colleges in the People's Republic of China, focused on training primary and secondary school teachers. Located in Yuci City, in Central China's Shanxi Province, the School has recently undergone somewhat of a transformation to bring it up to date with the latest technology and teaching resources.

Despite having 14 departments across 36 disciplines, and a total enrolment of nearly 8,000 students, the School had been facing enormous pressure in the increasingly competitive educational market. Quality lecturers and professors are hard to attain, and, with limited technology resources, the School had trouble competing with Shanxi Province's other 36 higher education institutes for the top students in the area.



To strengthen its competitiveness and gain market share, the College kicked off a campaign to upgrade its status from a college-level teachers school to a normal university. From the beginning, the shortage of advanced computing equipment was the biggest obstacle in obtaining this goal.

“The problem had become so acute that it threatened to derail our whole campaign,” said Mr. Han Shi Sheng, Vice President of Jinzhong. “Unless we addressed it properly, we were in danger of failing the State Educational Commission's (SEC) mandatory requirements for Universities, as well as our own objectives.”

Jinzhong Normal School turned to HP and HP Financial Services.

### Solution

In August 2002, the School and HP Financial Services reached an agreement on equipment leasing. The three-year contract, which is worth 10 million Renminbi yuan (about 1.2 million USD), marks the first, and the biggest, deal in the tertiary education segment in China.

“Our relationship with HP Financial Services has saved us an enormous amount of headache, and precious time,” said Mr. Wei Jiuguo, Finance Director of the School. “Prior to the HP Financial Services deal, we also talked with local banks and other companies. Borrowing

from banks would be too time-consuming and complicated. You never know how much you can have and when you are going to have it." Under the agreement, the School also has the option to buy the leased equipment at a discount at the end of the third year.

#### **Results**

With the leased equipment, which includes HP servers, PCs, LaserJet and DeskJet printers, network equipment and software, the School has been able to establish a broadband campus intranet, which links together teaching buildings, libraries, staff dwellings and each department.

It has also enabled the School to acquire advanced HP products to revamp and expand its outdated computing facilities. As a result, the computer labs' accommodation capacity has increased twice-fold. In addition, multimedia classrooms have been set up in each of the School's 14 departments, where students have easy access to computers to hone up their computing and learning skills, exchange views with teachers and other students on the Intranet, and surf the Internet for needed information.

"Our school now boasts a top-class IT infrastructure among the colleges and universities in Shanxi Province. Without doubt, this will reinforce our overall competitiveness and help to lay a solid ground for our school to transform into a leading higher educational institute in Shanxi Province," stated Mr. Han Shi Sheng.

Looking back on the mutually beneficial deal with HP Financial Services, Mr. Han Shi Sheng noted that Jinzhong Normal School chose HP over others for its strength, reputation, quality products, top-class services and its flexible financing style. "We are very happy that HP Financial Services has given us a helping hand at this critical juncture," said Mr. Han Shi Sheng.

"Over the past year, both our School and HP Financial Services have fulfilled what was written in the agreement. So far, we are very pleased with the choice," said Mr. Han Shi Sheng.

Thanks to the adaptive technologies from HP and the customized, flexible financing from HP Financial Services, Jinzhong Normal College is well on its way to achieving university status.



#### **Who we are**

HP Financial Services delivers a total "acquire-to-retain" suite of offerings that simplifies the entire IT financial life-cycle management process — from flexible acquisition alternatives to TCO-reducing asset management services to value-maximizing end-of-life solutions. As a wholly owned subsidiary of HP, Hewlett-Packard Financial Services Company is unmatched in the world, for both the capability and flexibility to deliver financial services that work the way you want to work, worldwide.

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For more information on how working with HP can benefit you, contact your local HP Financial Services representative, or find us on the web at [www.hp.com/go/hpfinancialservices](http://www.hp.com/go/hpfinancialservices).