



## Notebook Procurement

### Gateshead College



GATESHEAD COLLEGE

#### Company

Gateshead College

#### Location

Gateshead

#### Website

[www.gateshead.ac.uk](http://www.gateshead.ac.uk)

#### Customer profile

Gateshead College was established in 1955. The Baltic Campus, based on the Gateshead quayside hosts a range of facilities. Gateshead College develops training and facilities to support the North East's bid to become a hub for sustainability. The College has also established a reputation for working in partnership with many organisations including the Chamber of Commerce, Nissan, sports teams including Gateshead Thunder and the Newcastle Vipers, and The Sage Gateshead and was chosen founder college for the National Skills Academy for Creative and Cultural Skills.

#### Bechtel Direct Ltd

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### THE CHALLENGE

Gateshead College expressed an interest in procuring 2,000 13" notebooks. The purpose of this was as to act as a way of helping students get the most from their studies as well as an incentive to encourage prospective students to enrol with the college. A strict budget was in place and Bechtel were given a very clear guide on how much each notebook should cost. The budget for this project was not flexible and there were also limited resources to deploy this amount of hardware.

### BECHTLE'S SOLUTION

To enable us to get the best possible solution for Gateshead college, we utilised our relationships with some of the major vendors such as HP, Toshiba, Samsung and Lenovo to establish the best possible options, with price obviously being a major factor. After discussions with the college around what was on offer, we arranged for Toshiba to pay an on site visit, bringing with them a range of available laptops to help narrow the options down and to give the customer an idea of the look and feel of the products he was looking to buy. As this was such a large investment, any decision made had to be the right one. A couple were of interest so we arranged for evaluation units to be available to the customer for testing to aid the decision making process further. After this evaluation period, we were able to concentrate on the price. By having a special bid in place it enabled us to get to an extremely low price point. One which aligned with the budget available.

Due to the limited resources available, Gateshead College were happy to let Bechtel image all of the laptops before shipping them. Space constraints meant that the college were unable to accept a full delivery of 2000 laptops therefore we planned to roll out delivery of the notebooks in batches of 200 as and when they were ready for them. Bechtel was very flexible from this point of view and was able to hold stock over the period of 3 months while the project was rolled out to suit the customer's requirements.

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## Partners



## Microsoft Partner

Gold Volume Licensing  
Silver Software Asset Management  
Silver Cloud Productivity



Silver Partner

Again, the importance of Bechtle's relationship with Toshiba was vital to ensure that we were able to get this amount of stock available in the UK within such a short time frame. Not only for the 2000 but also enough to make provisions for possible DOA's.

## THE BENEFITS

Bechtle made what could have been a complicated project very simple and made sure that it was delivered very efficiently. This was a direct result of forward planning, experience and knowledge of the IT channel which Bechtle account managers pride themselves on. Also the strong relationships Bechtle has with key vendors enabled us to make sure we could do everything for the client within their budget.

The imaging we provided was free of charge to ensure that the budget was not exceeded and carry cases were also provided free of charge to save the students or the college facing the cost themselves.

The flexibility offered to Gateshead by Bechtle meant that the day to day functions of Gateshead College were not disrupted by a sudden influx of 2000 notebooks.

## FROM TOSHIBA

*"Toshiba have long been the number one provider of Laptops into the Education Market in the UK and have been successful in rolling out several large scale deployment projects for College use. The success of the rollout for Gateshead College came through a good understanding of their requirement and a strong relationship between Bechtle and Toshiba in providing the large quantity of laptops on time and within their budget. The internal account management from Bechtle was key to ensuring the information flow between the College and Toshiba was kept up to date at all times."*

- Lee Sanvitale – Toshiba Further Education Account Manager

## Customer Testimonial

*"This was a fairly daunting project to take on and I had to be confident that whichever supplier we chose was capable of a complete solution.*

*From the very start, Bechtle showed that their approach to the project had real depth and quality. We were given a good range of manufacturers and models to choose from and were able to test many of these ourselves. After the initial purchase, the after sales support we received was really exceptional with our account manager ready and able to deal with any issues that cropped up. The staged delivery and imaging of the laptops went smoothly and contributed to what was a successful project for us."*

- Robert Cooper, IT Services Manager at Gateshead College

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