



CASE STUDY

CASE STUDY- Lakeshore School Division

Situation

In 2009, Lakeshore School Division had a client network consisting primarily of desktops for student use. As technology and education needs evolved, the preference for a mobile computer laboratory became more ideal to provide the students with access to the required technology more effectively.

Jeff Kunzelman, Director of Technology and Information Systems at Lakeshore, established a change in delivering these needs to the classroom by mandating a mobile client access structure using netbooks. This is still a fairly new concept in rural education. As a result Lakeshore was breaking new ground of innovation in the province. Their needs were straight forward, yet integral in this long term plan. The division had stressed the importance of durability, reliability, and user acceptance to ensure that their extended goals were met in this initiative.

Solution

Purchasing netbooks from other manufacturers was costly and unreliable. By working with Broadview Networks and Dell, Lakeshore School Division chose to implement Dell Latitude 2100 Netbooks into their client environment. Broadview Networks and Dell provided Lakeshore School Division with an education-focused technology that could be relied on for many years.

Client Feedback

The Dell Latitude 2100 was a solid choice for our student needs. After testing several netbooks from other manufactures we found the 2100 to have the features and durability required for classroom use. It is the only purpose-built netbook on the market, making it a welcomed replacement to our previous HP laptops. Our 118 Dell 2100's have been in service for 6 months, and we've had not a single problem – only compliments from happy teachers and students.

Broadview has been a valuable part of our Dell strategy. They have ensured our best satisfaction with Dell sales and service.

- Jeff Kunzelman, Director of Technology and information Systems, Lakeshore School Division



LAKESHORE
SCHOOL DIVISION