



CASE STUDY

ANDERSON COMMUNITY

SCHOOLS CORPORATION



## ED TECH DEFENSE: DEVICE PROTECTION PLAN INCLUDES CASES AND COMPREHENSIVE, COST-EFFICIENT COVERAGE

**Challenge:** As Anderson Community School Corporation implemented their 1:1 initiative, the standard and extended warranty plans from the manufacturers of the purchased devices were both limited in their coverage and expensive. After a large purchase of 1:1 devices for the student population, they needed a cost-effective solution to protect and repair devices.

**Solution:** Troxell provided a 1:1 Device Protection Program through Staymobile, which includes device cases as well as an insurance policy to cover device repair.

**Results:** The protection plan solution has worked to keep devices up and running to support student learning with a flexible device protection plan that is affordable.

Faced with distributing 2,200 newly purchased Dell Chromebooks to their student population, the Anderson Community School Corporation turned to the Indiana Approved Educational Shopping Cooperative (IAESC Procurement) for options to protect the new devices. IAESC Procurement is the marketing tool that brings online shopping to the corporation's desktop. The Wilson Education Center provides IAESC Procurement to school corporations and is tasked with publishing bids, evaluating responses, and making recommendations for awarded vendors. This process provides best pricing and reliable solutions on behalf of a school district, thus saving time, money and labor.

Since 1977, IAESC Procurement has been working with its membership and school districts on a statewide level. Its process is savvy, efficient, with industry knowledge and expertise in the bidding requirements. Its partnership with trusted companies is second to none. School districts want coverage that is cost effective and provides the extra protection for its devices. When researching device protection, it usually uncovers numerous inadequacies, and limited coverage with the manufacturer warranty. For school districts needing additional assistance, IAESC Procurement is a valuable asset. In determining the needs and budget for Anderson Community School Corporation, IAESC Procurement provided support and documentation regarding Troxell's Staymobile Protection Plan. This plan would be cost effective, more valuable and flexible in meeting the districts' needs.

With a budget to manage, Troxell's protection program, powered by Staymobile, includes the case, on-site pick up, free shipping, and unlimited claims of devices. It is the greatest value for Anderson Community School Corporation. To assist a school district in finding the best extended warranty, Benita Fischer, Southeast Region Procurement Specialist, says, "Troxell is the only IAESC Procurement awarded vendor that offers the Staymobile Bundle. Troxell has been a great partner with IAESC Procurement and provides the extra technology expertise to our membership."

**Several features set apart the Staymobile protection plan from other protection plans and standard warranties such as:**

- The plan includes device cases for insured equipment. The inclusion of a case dramatically reduces the cost of the insurance policy.
- Unlike most manufacturer's warranties which allow only one claim per device, Staymobile allows unlimited claims per device and covers accidental damage. Even when an expensive extended warranty is purchased, it does not typically cover accidental damage.
- Staymobile works uniquely to make the repair or replacement process very easy. In the event of damage and the need for repair, Staymobile manages the arrangements for pick up and drop off of devices for repair and has partnerships with FedEx and UPS for shipping.

**Troxell's solution had it all.** The convenience, time savings, unlimited claims, and device cases, all for a great value – made Troxell's Staymobile bundle a tremendous win for the Anderson Community School Corporation. Also, this program helps extend the longevity of the district's newly purchased Chromebooks.

The district has already experienced the simplicity of working through Staymobile for device repairs and getting those devices back in students' hands as quickly as possible. Knowing the perfect affordable solution exists for protecting devices makes it easier to consider expansions to the 1:1 program. Additionally, it means more access to vital educational technology for students and staff of the Anderson Community School Corporation.

Contact your Troxell or Summit account executive today for more information!

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