CASE STUDY

GRANITE SCHOOL DISTRICT (UTAH)

LARGE SCHOOL DISTRICT IN UTAH STREAMLINES CHARGING CART WIRING FOR FASTER DEPLOYMENT

Challenge: Deploying charging carts for the district’s 34,000 Chromebooks in a timely way was becoming a real challenge.

Solution: Setup and wiring of AVer charging carts was much faster than their previous charging carts.

Results: “We found the AVer cart to be a better match for our requirements. After testing the demo model our staff saw how much easier it was to wire the AVer carts. It made our decision a no-brainer.”

Granite School District, which comprises 80 schools throughout the Salt Lake City metropolitan area, manages 34,000 Chromebooks. They were preparing to set up their newest Chromebooks into previously selected storage and charging carts when they were contacted by Dean Knudsen, Troxell account executive.

The Granite SD has worked with Knudsen for several years and found him willing to go above and beyond by bringing equipment to their offices for them to view. He explained that evaluating cart
size, weight, ease of mobility, and ease of use is often difficult to judge by simply reading product specifications, and that a hands-on demo in the environment where the carts will be used could help Granite SD make a more informed decision. They agreed.

So Knudsen quickly set up an in-person demo with Granite’s technology team—including those responsible for preparing the carts for cabling and storage management—and successfully showed the AVer carts’ benefits, features, and strengths.

“Dean really understands that...to really get the size and feel of all the features, you need to see it in person,” reports Ashley Walker, AVer regional sales manager. “Dean will even leave the product with them to kick the tires, so to speak, to see how it works in a classroom environment. This is critical for many education decision makers.”

After the demo, it was instantly clear that the AVer carts proved to be the best fit for the district’s needs.

“Troxell’s apples to apples comparison with a competitor’s cart was exactly what we needed in order to make an educated decision about the products that best fit our needs,” said Larry Hudgins, Granite SD technology trainer. “We found the AVer cart to be a better match for our requirements. After testing the demo model our staff saw how much easier it was to wire the AVer carts. It made our decision a no-brainer.”

“We brought in the right people to attend the demo, such as the IT Directors and technicians who actually work on the carts. We feel it is key to educating them on the products they are considering for purchase,” explained Knudsen. “Granite decided on the S40i and the C30i carts, ordering nearly 450 of them over a year’s time.”

Intelligent, convenient and secure AVer charging carts are easy to set up and use, making it a easy to charge and store all of the Chromebook, laptop, iPad and tablet devices in today’s classrooms.

Troxell truly believes in the value of in-person demos and has a close partnership with the AVer team to help get them in front of schools and districts. This support also allows Troxell’s account executives, including Knudsen, to provide districts with a valuable learning experience that reaches beyond a brochure, spec sheet or website. That experience made all the difference for the Granite School District.

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

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