

Why HP in Higher Education

Improve Student Retention through the New Style of IT



we solve IT™

GovConnection™
A PC CONNECTION COMPANY

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WHY HP IN HIGHER EDUCATION

THE academic community expects anytime, anywhere, any device access to instructional resources, administrative systems, research data, and collaborators—ideally with a secure, single sign-on no matter where these resources reside around the world. Architecting such an environment can be immensely difficult. Not only do you have the complexity of such a task, but you also have to be prepared for security threats and compliance issues.

HP and GovConnection are your committed partners to help transform higher education through continuous delivery of innovative IT solutions that are aligned to meet your strategic agenda and goals.



Why Higher Education Wants the New Style of IT

- Plan for innovation—Enhance learning experience; customized to student/instructor needs
- Accelerate services—Provide anytime, anywhere information access from any device
- Increase agility—Flexible foundation that can accommodate future needs
- Do more with less—Streamline operational costs to re-invest in student services
- Manage risk—Protect sensitive student information from cyber attacks

The HP Differentiators

At HP, they know there's more to do than simply sustain the status quo—they aim to take advantage of new tools to make things better for the students and faculty. Thanks to their unique products and solutions, HP is able to:

- Manage the world's largest and most complex mission-critical environments in higher education

- Offer the most comprehensive portfolio in the industry
- Build trusted relationships with customers
- Continue a history of service excellence and operational expertise—a safe pair of hands
- Capitalize on the power of combined services heritage and HP innovation

Addressing Challenges to Enable Higher Education Innovation

With their products and services, HP seeks to address these various obstacles that may stand in the way of pursuing higher education—in order to further the development of higher education curricula.

Increased Security

- Family ROI
- Employer expectations
- Government ROI
- Relevance of research
- Student behavior

Cost and Affordability

- Sticker shock for families
- Declining state funding
- Insufficient financial aid
- Ex-student debt

Access and Attainment

- Varying college matriculation rates by income, ethnicity
- High dropout rates

Changing World

- U.S. demography—student age and ethnic distribution
- Mobile and Internet technologies
- Students' expectations
- Globalization

Assessment

- "Learning" hard to measure
- U.S. lags in international comparisons
- Jobs and salaries problematic
- Calls for standards

HP Case Studies

Below are three examples of how HP solved the needs of higher education institutions to bring learning to whole new levels.

Case Study: Seneca College transforms IT with HP BladeSystem Servers

Cloud-ready HP platform powers Seneca's Private Advanced Computing Environment, reduces data center expenditures, and meets varying demands of students and faculty.

"We've gone from 600 physical servers to 100, running 1,300 virtual servers with HP BladeSystem servers and our cloud-based platform. Floor space requirements and power consumption have been reduced significantly, with substantial cost savings."

—Roy Hart,
Chief Information Officer,
Seneca College of Applied Arts & Technology

Case Study: University of North Florida builds highly available, manageable network with HP Networking—saves 45% in acquisition costs

Rapid growth in facilities, student population, programs, and technology drives need for upgrade.

"HP Networking had all of the pieces we needed to build the powerful, highly available network to support our growing campus and the increasingly global community with which we interact."

—Steve Lyon,
Assistant Director for Network Engineering,
University of North Florida

Case Study: Saving More than \$450,000 with HP ProLiant and Intel®

12 HP ProLiant DL380 G6 servers with VMware vSphere replace 170 aging physical servers.

"If we had replaced all 170 servers with physical servers, we would have spent around \$950,000. Instead, we spent about \$500,000."

—Chris Summers,
Associate Director of Information Services,
Wake Forest University Baptist Medical Center

Solve Your IT Equation

No matter what your academic institution needs, trust HP and GovConnection to deliver tailor-made solutions that match your unique environment and further education and collaboration.