

Edinburgh's Telford College cuts power bill by £70 (€81) a day with HP PCs



“HP offers us excellent value for money and that means not only the best price but also the whole service and relationship, including good account management and after-sales support.” Bahram Tavakoli, head of Information Services, Edinburgh's Telford College

Objective:

When Edinburgh's Telford College decided to replace its fleet of desktop PCs it wanted to increase performance, reduce energy consumption and cut carbon emissions.

Approach:

- The college signed a three year lease agreement with HP.
- Its new fleet includes 850 HP Compaq dc7900 Ultra Slim Desktops, HP Compaq dc7900 Convertible Minitowers and top-of-the-range, quad core HP Compaq Z600 Workstations.

IT improvements:

- Start up performance times have been increased by up to 100 per cent.
- Efficient after sales support ensures high availability.
- Small footprint results in best use of space and enables hot desking.

Business benefits:

- Power consumption has fallen by 660 kWh per day, a saving of approximately £70 (€81) a day.
- CO₂ emissions have fallen by 40,000Kg a year.
- The college has seen a further saving in the Total Cost of Ownership (TCO) due to HP having the most attractive value proposition.



Named after the great Scottish civil engineer Thomas Telford, Edinburgh's Telford College first opened in 1968. Recently, its three original campuses were amalgamated into one purpose built £70 million (€77 Million) complex at the prestigious Waterfront development in North Edinburgh. With more than 600 staff, the college offers a wide range of vocational courses to over 20,000 students.

Aiming to provide its students with all the information they need to explore study opportunities, the college works closely with a number of industries and the wider community to establish the educational and training requirements of the area. It also works in partnership with a wide range of local, national and international organisations to ensure that it can offer students an enhanced learning experience.

All the necessary applications and learning tools are delivered to students and staff through 850 leased desktop computers. To keep up to date with the latest technology, increased performance, better power consumption and lower CO₂ emissions the college renews its fleet every three years.

Customer solution at a glance

Primary hardware

- HP Compaq dc7900 Ultra Slim Desktop
- HP Compaq dc7900 Convertible Minitower
- HP Compaq Z600 Workstations

HP services

- HP Financial services lease agreement
- Next business day on-site call out support

Space saving

When its previous three year lease came to an end the college tendered for a new solution, using the Office of Government Commerce (OGC) procurement framework of approved suppliers.

"We looked at various options and considered solutions from HP, Wyse and Sun," says Bahram Tavakoli, head of Information Services at Edinburgh's Telford College. "We carried out various tests and pilots over a four month period. Based on the results of those tests, we decided that we would go with the more power efficient desktop solution."

The college needs to save desk space, so to run general applications for the majority of staff and students it has selected the HP Compaq dc7900 Ultra Slim Desktop and HP Compaq dc7900 Convertible Minitower models. For demanding applications such as Computer Aided Design (CAD) software, it uses 19 quad core HP Compaq Z600 Workstations.

"The college offers students a variety of courses, including construction and engineering. Such courses require machines with more processing power and speed due to the nature of the applications and specialist software that is run on them, such as Auto Cad," says Tavakoli. "The HP Z600 provides the power and speed that we need to ensure we deliver fast processing to meet the requirements for these specialist areas."

All 850 PCs are on a three year lease agreement with HP Financial Services. They are accompanied by monitors, a three year next business day on-site support contract and were deployed by HP with the Microsoft Windows Vista Home Basic operating system and VB dg XPP graphics. For security, asset tagging has also been provided.

The deal included logistics and professional services for deployment of the new kit and uplift of the old kit. This complex task was included in the price and was seen by the college as a welcome value-add that made the whole project run more smoothly.

Best price

"We chose HP because its Ultra Slim Desktop and Convertible Mini Tower have massive efficiency

capabilities," adds Tavakoli. "The fact that HP is on the approved OGC framework simplified the purchasing process and HP offered us the best deal compared to its competitors. These were important factors for us and we have also had a very long customer/supplier relationship with HP which is an added bonus. Technology is now at such a level that different vendor specifications are very much alike. What is important to us is the value for money we get from HP."

Power saving

When the college decided to buy HP desktop PCs, energy saving and environmental benefits were two of its main drivers and early investigations show that it has achieved both of these benefits.

"We compared our electricity bills for one month with the same month in the previous year, when we still had our old PCs and this revealed that energy consumption with our new HP PCs has been reduced by 660kWh a day. We will continue to monitor this month by month," says Tavakoli.

Using an average supplier cost per kWh, this is saving the college approximately £70 (€81) a day and this saving has contributed to a three per cent reduction on the college's total IT power consumption.

Since implementing HP desktop PCs, the college has worked out that its CO₂ emissions have been reduced by 40,000Kg a year.

"We have also noticed a marked increase in performance," adds Tavakoli. "The new HP dc7900s boot up twice as quickly as our previous machines and applications run more quickly which contributes to greater productivity in the college. The size of these machines is also an advantage in our environment because we are not lucky enough to have much desk space and we have a lot of hot desks in the new campus. These slim HP machines have a small footprint and can be bolted onto the back of the monitors which enables us to provide the maximum desktop capacity for students and staff. Taking all this into account, deploying HP desktop computers has been a very successful project for the college," concludes Tavakoli.

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