

# HP Compaq desktop, notebook PCs magnify bang for buck at Highline Public Schools



“Our HP desktop PCs are better computers, with better screens and smaller energy and space footprints than the white boxes we had in the past—and they cost roughly half the price.”

—Mark Finstrom, Director of Technology Services,  
Highline Public Schools, Washington

**HP customer case study:** Highline Public Schools replaces expensive white boxes with cost-efficient, high-performance HP desktop and notebook PCs

**Industry:** K-12 education

HP recommends Windows Vista® Business.

## Objective:

Replace aging, costly white-box computers with cost-efficient standardized machines

## Approach:

Deploy HP Compaq fleet of desktop and notebook PCs with consistent configuration and small footprint

## IT improvements:

- Energy efficiency allows deployment in old buildings
- Standardization eases maintenance, provides interchangeability
- More powerful, more reliable computers with better screens
- IT staff shift from reactive maintenance to proactive deployment

## Business benefits:

- Computer purchase costs drop by nearly 40 percent
- Easy swap-outs support uninterrupted productivity
- Standardization eases scaling as new buildings open



When Mark Finstrom took over as Director of Technology Services for Highline Public Schools in Washington state, he quickly developed three priorities: simplify, standardize and save. The district had been using a plethora of individually configured white-box computers that were expensive to buy, cumbersome to maintain, and prone to failure. With three new school buildings to equip—and more on the way—Finstrom looked to HP. Highline now enjoys a robust, cost-effective computing infrastructure of HP desktop and notebook PCs, including as its classroom workhorse the HP Compaq dc5750 Small Form Factor PC.

Highline is a K-12 public school district located just south of Seattle. It serves nearly 18,000 students in 1,202 classrooms on 35 campuses. Of its 2,400 employees, over half are teachers.

When Finstrom first arrived two years ago, the district had approximately 7,000 desktop and notebook computers, some networked and some not. “They

## Customer solution at a glance

### Primary applications

Classroom and administrative computing

### Primary hardware

- HP Compaq dc5750 Small Form Factor PC
- HP Compaq dc7800 Ultra-slim Desktop PC
- HP Compaq dc7800 Convertible Minitower PC
- HP Compaq 6715b Notebook PC with AMD Mobile Technology
- HP Compaq 6710b Notebook PC
- HP Compaq 8510w Mobile Workstation

### Primary software

HP Credential Manager

### Primary Services

HP Total Care for Self Maintainer

had eight different variations of the desktop and the tower," he recalls. "They had many variations of boards and CD drives, and differing applications on each machine. They were using white boxes but paying a premium for them and not getting the performance they should."

Impressed with overall HP reliability—Highline also uses HP servers and HP multi-function devices with Edgeline Technology—Finstrom standardized on HP computers. The HP Compaq Small Form Factor is the classroom mainstay, with four to five machines going into each room. The district is equipped with some 600 HP Compaq 6710b Notebook PCs with Intel® Mobile Technology and HP Compaq 6715b Notebook PCs with AMD Mobile Technology; Highline uses HP Credential Manager as a notebook security tool. Other district computers include HP Compaq dc7800 Ultra-slim Desktop PCs and HP Compaq dc7800 Convertible Minitower PCs. Finstrom himself uses an HP Compaq 8510w Mobile Workstation, and is testing an HP Compaq 6720t Mobile Thin Client for possible future deployment. Highline is also reviewing an HP 2133 Mini-Note PC for student mobile lab use.

---

*"I went from nine different models of classroom computer down to one. I'm standardizing on HP so that what we have is consistent, reliable, interchangeable and easy to maintain."*

Mark Finstrom, Director of Technology Services,  
Highline Public Schools, Washington

---

Since the switch to HP computers, there has been an almost 40 percent drop in the cost of the white boxes—representing approximately \$300,000 in hardware savings alone.

"I went with the HP Small Form Factor PC in the classroom because of its reasonable cost and small footprint," Finstrom says. "We have the energy-efficient ENERGY STAR® qualified models. I run a lot of old buildings from the 1940s; it's hard to run multiple computers in these classrooms without blowing a circuit. The HP Small Form Factors eliminate this problem."

Two years into a five-year refresh cycle, Highline has acquired roughly 2,000 computers a year, two thirds are desktops. The total number will exceed 7,000.

To gain the benefits of standardization—simpler maintenance, interchangeability, uninterrupted productivity—Finstrom has put an end to the constant customization and local storage that made each district computer unique. "We expect every device to be the same. The core applications are an office suite and a web browser; some teachers have music too. We don't provide more than that, and we don't allow users to store files locally," he says. "It improves our service-ability. My staff knows exactly what's in the device. If a device fails, I have 300 others inside that building I can grab, and the teacher keeps on working."

---

*"With the HP Compaq dc5750 Small Form Factor PC as our classroom workhorse, we cut our computer acquisition costs almost in half—with better screens, more flexible licensing agreements, and a more durable, powerful, reliable machine that takes up less space and less energy."*

Mark Finstrom, Director of Technology Services,  
Highline Public Schools, Washington

---

As part of HP's Self Maintainer program, Highline takes advantage of HP Total Care's support commitment to ensure that district IT staff know how to service their equipment. HP reliability has already enabled them to shift from being reactive in addressing problems to being proactive in adding value. Highline gains additional value by taking bulk-package equipment delivery. "They send me eight in a box, so there's less cardboard and plastic trash to dispose," Finstrom says. "That's good for the environment as well as the bottom line."

At the end of Highline's refresh cycle, Finstrom will be able to look back at a dramatic change. Already with the cost efficiency of the HP desktop PCs over the white boxes they had been getting and had budgeted for, he's been able to acquire 4,200 new high-performance computers for an amount budgeted to replace just 3,000. "We've cut the cost of each machine almost in half—and are getting better screens, more flexible licensing agreements, and a more durable, powerful, reliable computer that takes up less space and less energy," Finstrom says. "With HP, I deliver the best possible scenario for cost-efficiency and performance."

HP recommends  
Windows Vista®  
Business.

Contact the  
HP Reference2Win  
Program, 281-514-5755  
for more information.

To learn more, visit [www.hp.com](http://www.hp.com)

© 2008 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

This customer's results depended upon its unique business environment, the way it used HP products and services and other factors. These results may not be typical; your results may vary.

Microsoft and Windows are U.S. registered trademarks of Microsoft Corporation. Windows Vista is either a registered trademark or trademark of Microsoft Corporation in the United States and/or other countries.

