

Case study

ESIC

Prepares students for the workforce with support from HPFS and solutions that span the full IT lifecycle



Organization

ESIC

Country

Spain

Industry

Education

Deal Size

\$400,000

Company Size

290 employees & 900 teachers

HP

PCs

HP Financial Services

HP FMV lease



“As part of our overall mission, it’s vital for us to offer our students the cutting-edge technology they need to achieve their ambitions. HPFS has been a great partner in creating a tailored solution for our needs, to create a technology environment that will be regularly updated, that is homogeneous and with a predictable cost. Overall, HPFS has helped us to shift our perception about hardware as a product to hardware as a service.”

– Rafael D. Rodríguez, IT Manager



Organization profile

ESIC Business and Marketing School was founded in 1965 and is now the leading marketing business school in Spain, with branches across the country. The company is constantly evolving its programs to make sure it offers training in the most relevant skillsets that its students will need for joining the workforce. It strongly encourages an entrepreneurial spirit in all its students, with a great emphasis on ethical values and rational business practice.

Business situation

First, ESIC's drive to evolve and stay ahead of the game in order to better serve its students includes making sure it had the very best IT. Second, keeping up with what's currently used in the marketplace/establishing a tech refresh policy is important but so is taking a sensible financial approach to investing in IT. Finally, because ESIC has a very strong social and corporate responsibility drive, and wants to set positive real world examples for its students, it was keen to understand how any IT equipment could be safely and ethically dealt with when it became outdated.

Solution

Working with HP Financial Services, ESIC was able to realize its goal using a flexible investment solution that helped them quickly acquire HP desktop computers. This solution also included a built-in refresh cycle every three years, so ESIC can always take advantage of the latest technology to help

its students realize their full academic and work-life potential. Part of that refresh cycle includes strong visibility across the portfolio of assets—in other words, ESIC can see when the technology is up for renewal and when any updates would take place, so they can minimize potential disruption. Finally, ESIC could rest safe in the knowledge that the solution included the return of equipment for safe and environmentally-friendly handling, supporting its corporate responsibility drive and the desire to provide a great example to students.

Benefits

- Access to regularly refreshed technology
- Commonality across computers
- A sustainable approach to IT lifecycle management
- Increased financial capacity and predictable IT costs.

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