

# End-to-end HP infrastructure at Eastwood School



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John Arnold, network manager,  
Eastwood School

## Eastwood School





## Why HP?

- Reliable technology.
- Superior combination of quality and price.
- High standard of after-sales support.
- Understanding of challenges facing educational institutions.

## Hardware

- 4 x HP ProLiant DL380 G2
- 3 x HP ProLiant DL380 G3
- 20 x Hot Swap Disks (total capacity 0.5TB)
- 125 x Compaq Evo D530
- 100 x Compaq Evo D510
- 65 x HP Tablet PC tc1100
- 1 x HP ProCurve Switch 5300xl
- 12 x HP ProCurve Switch 2524P

## Software

- Microsoft Office
- SIMS eRegistration Solution
- Specialist educational software
- SwyxWare IP telephony solution

Increasingly, information and communications technology (ICT) is playing a key role in education at all levels. In the UK, the government is actively promoting its use and has invested heavily in relevant training for teachers. Thus today, both teachers and parents expect schools to make good use of technology in both the classroom and office.

Eastwood School, a state foundation school for 11- to 18-year-olds with a specialisation in performing arts and sports, is keenly aware of the benefits that ICT can bring. Located in Southend-on-Sea, Eastwood School has some 850 pupils and a staff of 100, of whom 65 are teachers. Recognising that technology could be used to raise achievement as well as to reduce administrative costs, the school recently reviewed its approach to buying and implementing technology.

"Traditionally, we always tried to save money by keeping initial purchase costs down. Unfortunately, this caused us to run into lots of problems with support and product reliability. Also, our infrastructure became very difficult to manage because it was not standardised," explained John Arnold, the school's network manager.

### Reducing TCO

Eastwood School decided to implement a new, standardised, high-quality infrastructure over a period of three years, with the aim of simplifying management, improving reliability and reducing total cost of ownership (TCO). However, the school's

ambitions extended well beyond a mere platform replacement. It produced a vision document that set out two main objectives: to reduce ongoing administrative costs per pupil, and to provide ICT facilities that would help every person in the school to fulfil their potential.

The school regarded the right choice of supplier as extremely important. Reliable technology was a prime consideration in making the choice, especially in view of the rough treatment sometimes given to computers in the classroom environment.

"We evaluated various makes and models for their quality and price, and we also looked at the vendor's business operations. We wanted someone who could supply products in quantity and back them up with a high standard of after-sales support. Based on these criteria, HP was the clear leader," commented Arnold.

### New technology

Eastwood School began to install an end-to-end HP environment, including servers, desktops and networking products. To date, it has installed seven HP ProLiant DL380 servers running Windows Server 2003, and 225 Compaq Evo D510 and D530 desktops running Windows XP. HP ProCurve switches are used in the network. All members of staff, including administrative staff, now have access to a computer. The school also implemented a Voice over Internet Protocol (VoIP) telephony system, with every teacher having a direct-dial number.

More recently, every teacher has also been provided with an HP Tablet PC. Teachers use their Tablet PCs as teaching aids, in conjunction with LCD projectors to display the screen image to the entire class. The use of a Tablet PC enables the teacher to write while facing the class and while walking around the classroom. Pupils can also write answers on the device for everyone to see. Among the other features of the new environment are a 24x7 extranet that both pupils and staff can access for home working.

All hardware was supplied through Insight UK. The school configured and installed the equipment, with Insight handling fulfilment and billing. According to Arnold, Eastwood School has built up a very good three-cornered relationship with Insight UK and HP, with Insight UK providing an excellent service throughout.

### Objectives realised

According to Arnold, the new infrastructure has enabled Eastwood School to realise all its objectives.

Maintenance costs have been cut through a combination of standardisation, improved reliability and better vendor support. More generally, administrative effort has been substantially reduced. For example, internal paper-based memos have been replaced by emails and the intranet noticeboard. Also, the new VoIP network eliminates the need for administrative staff to spend time manning the switchboard.

"Thanks to the new system, our administrators have been able to take over some of the teachers' administrative workload, leaving the latter free to focus on educating pupils," explained Arnold.

A reliable, high-availability infrastructure based on leading-edge technology also provides much better educational support. Fast, powerful computers enable more efficient use of classroom time, while the use of Tablet PCs leads to more engaging lessons. At the same time, the extranet makes it very easy for pupils to complete assignments at home. Also, the infrastructure platform supports sophisticated applications and access to resources that enhance the learning experience of pupils studying subjects such as technology, art, media studies and modern languages.

Looking to the future, Arnold expects that the standardised infrastructure will make it much easier for the school to plan technology upgrades and keep up-to-date with new developments. Also, the scalability of the infrastructure will support easy expansion as the school's requirements change over time.

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## Challenge

- Eastwood School needed to fulfil stakeholder expectations regarding the use of ICT to enhance education and administration.
- It had to make a break with its traditional strategy of minimising initial purchase costs for IT equipment, since this strategy had led to problems with reliability and support.
- To improve reliability, simplify management and minimise TCO, the school decided to implement a new, high-quality infrastructure over a three-year period.

## Solution

- Eastwood School has installed an end-to-end HP infrastructure based on HP ProLiant servers, Compaq Evo desktops and HP ProCurve networking products.
- In addition, HP Tablet PCs have been supplied to every teacher for use in the classroom in conjunction with an LCD projector.
- Other features of the new infrastructure include a VoIP telephony system and a 24x7 extranet for use by pupils and teachers.
- All HP hardware was supplied through Insight UK.

## Results

- Maintenance costs have been cut through a combination of standardisation, improved reliability and better vendor support.
- Administrative effort has been substantially reduced, for example by relying on email and the intranet instead of paper for internal communication.
- The reduced administrative burden enables teachers to focus more closely on educating pupils.
- A reliable, high-availability infrastructure based on leading-edge technology also provides much better educational support, for example by giving pupils access to more sophisticated applications.

## Customer at a glance

- **Industry sector:** Education
- **Company:** Eastwood School
- **Headquarters:** Southend-on-Sea, UK
- **Founded:** 2004
- **Telephone:** +44 (0)1702 524341
- **Number of employees:** 100
- **URL:** [www.eastwood.southend.sch.uk](http://www.eastwood.southend.sch.uk)

## Partner at a glance

- **Company:** Insight UK
- **Headquarters:** Sheffield, UK
- **Telephone:** +44 (0)8701 669933
- **URL:** [www.insight.com/uk](http://www.insight.com/uk)
- **Business:** Direct marketer of IT products to businesses
- **Products:** 70,000 brand-name products from leading IT vendors

For more information on how working with HP can benefit you, please contact your local HP sales representative or reseller, or visit [www.hp.com](http://www.hp.com).

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