BROWN COLLEGE
1:1 program thrives with HP Mobile Workstations

hp

"Brown College students do a lot of artwork rendering, and therefore need strong processing power and graphics capabilities in a durable, mobile solution. The HP Mobile Workstation is ideal."
—John W. Hans, Director of Information Technology, Brown College, Mendota Heights, Minn.

HP customer case study: Brown College equips students and faculty with HP Mobile Workstations

Industry: Higher Education

HP recommends Windows Vista® Business

Objective:
Provide heavy-duty performance with lightweight mobility for 1:1 student program
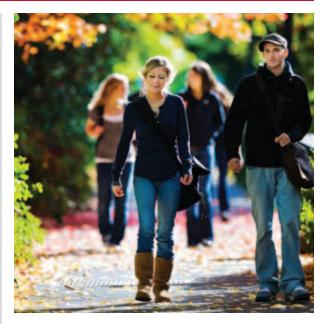
Approach:
Purchase HP Mobile Workstations supported with HP Self Maintainer program

IT improvements:
- Model supply is consistently available
- Heavy-duty performance meets coursework needs
- Standardization and durability ease IT burden
- Ease of support enables quick return to students

Business benefits:
- Support institution's computer-intensive educational mission
- Save one full-time equivalent staff salary annually
- Earn monthly revenue in Self Maintainer support

Consider the graphics-heavy majors many students undertake at Brown College—Visual Communications, Game Design & Development, Interior Design—and it's clear why the institution has to put processing power into student hands. However, a vendor the college was using in its 1:1 workstation program proved unable to meet delivery schedules or consistently provide requested models. Turning to HP, Brown College found the ideal solution for reliable, high-performance mobile computing: the HP Compaq 8510w Mobile Workstation and the HP EliteBook 8530w Mobile Workstation.

"The graphics requirements at many Brown programs are very high," explains John W. Hans, Director of Information Technology. "Every student gets an HP Mobile Workstation. The device combines heavy-duty performance with lightweight mobility, so students

have the flexibility to work at the library, at home or wherever they go."

Technology programs pose high demands
Located in Mendota Heights, Minn., Brown College emphasizes hands-on training for careers in such fields as technology, design and broadcast. Each of 1,400 students and 120 faculty members is supplied with an HP Mobile Workstation. The college buys the machines and then sells them to students, extending loans if necessary. The arrangement works out well. It's easier for the college to manage assets, and students get to keep the HP Mobile Workstations after they graduate.

It did not always work so smoothly. Before turning to HP, the college had supply problems with another vendor. "Our quarters start at very specific times, and we couldn't count on the company to have the equipment when we needed it," Hans says. "It's important that we are able to get the same model consistently throughout the year, and a lot of times they ran out. There were service issues too."

"We've been pleased with HP all the way around—the quality, the service, the people. It's been an excellent experience for us."
John W. Hans, Director of Information Technology
Brown College

Hans researched the market and consulted value-added resellers named by the college procurement office. HP was consistently the top recommendation. He worked with HP Partner ValCom to choose the

optimal device. "HP showed us they had a very good, tight relationship with our value-added reseller, and that was important because we got great service."

Hans knew students needed the greater processing power of a Mobile Workstation, especially for design courses that require high-grade graphics cards to render artwork. The HP Compaq 8510w Mobile Workstation seemed like a good fit. HP provided a test model to help Brown choose. "One of the things HP did that others had not was send us a machine and let us take it apart, kick it around to see how serviceable it was and whether we liked it," Hans says. "We tried just that one model. It was exactly what we were looking for—extremely well built, delivering the graphics capability, speed and reliability we needed.

"We standardized on the HP Compaq 8510w Mobile Workstation. Keeping everybody on the same type of equipment makes it easier to service," Hans explains. "The IT staff doesn't have to spend a lot of time researching problems on five different machines."

HP Compaq 8510w Mobile Workstation delivers
The HP Compaq 8510w Mobile Workstation delivers powerful computational and visualization performance in a portable 15.4-inch diagonal widescreen notebook weighing just 6.1 pounds. The Brown College model is configured with genuine Windows® XP Professional; Intel® Core™ 2 Duo Processor 2.4 GHZ[1]; 3 GB memory; 160 GB hard drive[2]; a DVD/CD-RW combo optical drive[3]; and NVIDIA Quadro FX 570M graphics. The machines have HP ProtectTools software, and students select what security options to use. The software can encrypt all information on the hard drive

HP recommends Windows Vista® Business

to be unreadable by an unauthorized person. Students also may use HP Backup and Recovery Manager for backup protection. These security tools help students in data loss protection. "It's important for students to learn early the importance of data protection," Hans says. "HP ProtectTools makes it easy. Being fully customizable, the software lets users choose the level of security that best meets their needs."

The students own the devices, but Brown College services the HP Mobile Workstations as a part of HP's Self Maintainer program. Two service technicians took HP Education Services training online and became certified, and two student technicians work under their guidance. Brown also chose HP Care Pack Service and three years of accident protection. "Students are rough on their machines. It's important that we are able to repair or replace parts quickly," Hans says. "It's easy to replace the LCDs on this machine. We also like that the hard drive is inside the frame, and therefore less exposed. What's more, the battery life is excellent. The circuitry for the power supply will turn the power down; it won't keep trying to fully charge the battery all the time if it's full. Our other machines tended to get hot and go out more often."

High performance in the classroom
The HP Compaq 8510w Mobile Workstation shows its true value in the classroom. Interior design students, for example, use Autodesk AutoCAD to create room and building layouts, complete with furniture colors and wall treatments. "They're actually rendering all these things out and it takes a tremendous amount of power to do that," Hans says. Game design students use Adobe Photoshop®, and the Unreal Tournament game engine. "They will take a picture of something and turn

it into a character in a game, and they develop the video game itself," Hans says. Computer programming students take class projects home to finish. Faculty members use their devices for all of the same things, and also have an Internet portal for logging grades and communicating with students. The college has reduced 12 computer labs down to two. Soon administrators also will be equipped with HP Mobile Workstations.

"The HP EliteBook 8530w Mobile Workstation is a sleek, good-looking machine that has a phenomenal graphics card and great bonuses like a built-in Web Cam and keyboard light."
John W. Hans, Director of Information Technology
Brown College

Hans says finding a good, reliable solution for the students isn't the only benefit to Brown College. "Our decision to work with HP hits the bottom line," he says. "Standardizing on HP Mobile Workstations is saving the IT department the equivalent of one full-time salary by eliminating the need for an additional technician. And being a part of the HP Self Maintainer program earns the college revenue."

"HP actually reimburses us to service the HP Workstations. These funds help pay for my staff and the tools they need, and it's much quicker for us to service equipment than wait for a service person to be dispatched," Hans says, adding that the device's built-in remote manageability renders maintenance even easier. "To be able to service a machine without having to go to it helps a lot."

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Contact the
HP Reference2Win
Program, 866-REF-3734
for more information.

HP Desktop PCs for administrative staff

Brown College's 1:1 program has been so successful that Hans recently added the HP EliteBook 8530w Mobile Workstation to its roster of devices for students. "The HP EliteBook 8530w Mobile Workstation is a sleek, good-looking machine that has a phenomenal graphics card and great bonuses like a built-in Web Cam[4] and keyboard light," Hans says. The college also acquired 60 HP Compaq dc7800 Ultra-slim Business Desktop PCs for business-office employees. "We wanted something that has a small footprint," he explains. "Before, they had big, clunky CRTs and a large machine underneath they were always kicking and constantly having the wires pull out. We see real benefits in the small size of the new Ultra-slim HP Business Desktop PCs."

Brown College also uses four HP ProLiant DL380 G5 Servers in its network development program, where students set up a mock multinational corporation with each of three HP Servers representing a different country. "They'll be setting up switches and routers and everything," Hans says.

Hans frequently uses HP's online chat support, one aspect of HP Total Care. "A window pops up on the screen and someone asks if I need any help, and answers my questions quickly. That's nice, instead of having to dig through a website for technical information." Hans also attended an HP conference for educators, where he found it "very helpful" to meet HP and HP Partner representatives.

"We work with an education representative who's been wonderful to us. She keeps us informed and makes sure we get models to test. She also makes sure we get the very best deal," he says. "The HP Mobile Workstation has been an excellent investment for us. It's durable, easy to maintain, and it meets all the needs of our high-demand environment."

To learn more, visit www.hp.com