

# CAMPUS TECHNOLOGY Focus

## The Migration to Greater Efficiencies

**W**hen this large Florida college began upgrading its technology, it stepped out of the norm and gained more powerful technology, higher energy efficiency, easier IT management, and a much better financial deal overall.

The time had come for Palm Beach State College—with 52,000 students, one of the largest in Florida—to plan for refreshing the computing technology in use at its four campuses. The year was 2008, and the college was burdened with dated equipment: thousands of aging desktop and notebook computers in labs, classrooms, and faculty offices. Most of those machines were between four-and-a-half and five-years old, running Windows XP (a dated operating system), and built by one vendor, Dell.

Public institutions in the state of Florida all tended to buy their equipment through a purchasing program that locked them into Dell if the purchase was a PC. “Everybody just used it,” Palm Beach State CIO Anthony Parziale said. “The program gave a percentage off of list price, and Dell fiercely defended it.”

Palm Beach State had been a Dell customer for years, but Parziale felt restricted by the traditional way of doing things. Parziale knew the college needed to improve its technology infrastructure to support faculty, staff, and students with the newer computing tools they required for work and learning.

“As we were debating our options, HP came to us with one of those offers you

can’t refuse,” Parziale said. Not only did HP promise to help the college upgrade to Windows 7—something the institution had been wanting to do—it offered a lease-purchase arrangement on AMD-powered HP computers so compelling even the college’s CFO couldn’t walk away from it.

Recalls Parziale, “HP proposed a deal that would replace all of our computers and get them all on the same cycle. The interest rate was incredible.” The college leased 4,000 computers. About 60 percent of those were HP Compaq 6005 Pro Microtower PC desktops and 40 percent HP Compaq 6535b Notebooks.

Shortly after Palm Beach signed on with HP, Miami Dade College, the largest in the state with 165,000 students, did the same.

The school also wanted to enhance its management capabilities without having to hire additional personnel or add to an already highly complex IT environment. Since the AMD-based PCs were built to the Desktop and mobile Architecture for System Hardware (DASH) 1.1 standards, IT was able to take advantage of web services for managing the hardware remotely. Behind the scenes, the college implemented Microsoft’s System Center Client Management Suite, an integrated set of programs for managing large numbers of Windows-based computers.

“Now we get to manage everything remotely, push patches, and look at utilization stats,” says Parziale. “We’re always trying to put new computers out there, but after they get in classrooms and labs, we’re usually not very good at evaluating their usage. Now we have the

ability to do that.”

Palm Beach will also take advantage of a change enabled by Windows 7 in how software is distributed and managed during the software upgrade process. The institution intends to implement VDI, a virtual desktop infrastructure. This will allow IT to keep faculty and staff software up-to-date by delivering it to those machines from a central location; it also ensures users will be able to work on the latest versions of their applications.

Parziale believes that staying ahead of the curve has to be a top IT priority. As the department wrote in its memorandum to users about the transition to the new HP computers equipped with VISION Pro Technology from AMD: “They provide our faculty and staff the best tools for teaching today’s students and equipping them with the necessary knowledge to compete in the global market. The improvements we make today will confer multiplied benefits in the future through greater efficiencies and more effective teaching and working.”

Everybody On



[www.hp.com/go/2perform](http://www.hp.com/go/2perform)