

# School District Achieves Free Infrastructure Refresh Through PivIT's **Buyback Program**

## Client Overview

An Oregon public school district needed to modernize wireless, telephony, and server infrastructure across multiple campuses but faced strict public funding limits. While E-Rate covered part of the spend, it fell short of what was needed, forcing the district to stretch aging equipment beyond its intended lifecycle.

## Client Objective

The district needed to refresh its telephony system and aging servers, but had no capital budget to do it. E-Rate funding was restricted to wireless, so while access points got upgraded, everything else stayed on hold.

The challenge was straightforward: **fund the remaining infrastructure upgrades using existing assets**, without touching operating dollars they couldn't afford to spend.

## Project Results



### **\$60,000 SAVED**

On CapEx funded via buyback credit



### **"FREE" UPGRADE**

To Cisco IP phones with no net new budget required



### **LEGACY SERVERS REPLACED**

To improve performance & reliability

## OneCall's Solution

PivIT engaged the district through its Buyback Program, turning decommissioned hardware into a funding source for new infrastructure. After the district refreshed its wireless access points, PivIT purchased the entire inventory of 300 legacy access points.

Every unit was received, thoroughly tested, and certified by PivIT, and in return the district received \$60,000 in credit to spend on new equipment. Using this credit they:

- **Upgraded their entire telephony system** with new Cisco IP Phone 8800 Series handsets.
- **Purchased five new servers** to replace legacy systems on their network.

*The total cost of these upgrades came to \$49,000, leaving \$11,000 in remaining credit available for future infrastructure refreshes—all without requesting new budget.*

## Why PivIT?

PivIT's Buyback Program lets clients convert retired gear into credit toward various IT upgrades E-Rate couldn't cover — no additional budget required. We help clients with full infrastructure refreshes, without any new spend.