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

Summary

A public school system in Oregon had some of its critical infrastructure components refreshed essentially for free with the help of PivIT's Buyback Program. They sold their legacy wireless infrastructure to PivIT, which they no longer needed, in exchange for credit. They then used this credit to upgrade their entire telephony system and purchased five servers, with credit still remaining to refresh any other infrastructure in the future. PivIT's Buyback Program allowed the school system to purchase the equipment it needed using the old assets it already had, dramatically reducing its IT capital expenditure.

Customer's Key Challenges

As a public schooling system, they are provided a set amount of money through the government E-Rate program. However, they lacked enough funds to refresh and improve the entirety of their infrastructure.

Customer's Needs

The customer wanted to upgrade some critical parts of their infrastructure and was unable to acquire additional funding. Their access to government support was limited to wireless systems, with which they could refresh access points across their premises. They needed a creative solution to buy the additional equipment without tapping into their budget.

PivIT's Solution With the Buyback Program

The customer had replaced their access points and wanted to sell the old ones. PivIT purchased the entire inventory of 300 access points. All the access points were received by PivIT and tested and certified after a thorough inspection. In return, the client received $60,000 in credit that they could use to buy equipment with PivIT. They used some of the credit to upgrade their entire telephony system with the Cisco IP Phone 8800 Series. In addition, they purchased five servers to replace existing legacy servers on their network. All of this cost $49,000, leaving them with $11,000 credit to refresh any other infrastructure in the future.

Solution Summary

$60,000 in CapEx savings through PivIT's Buyback Program.

Free refresh of the entire telephony system with new Cisco phones.

Five additional servers.

$11,000 credit remaining for future upgrades.

Tell us about your project!

Reach out to hello@pivitglobal.com

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