



MONEY SPHERE

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School IT infrastructure School Case Study

Compliant, Transparent, Low Rate & Flexible
Education Funding Solutions

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The Background

A supplier we work with called Money Sphere saying they had a tricky storage area network upgrade project with a school in Bath. The school needed to replace their recently retired storage area network system. Replacing it with a more fit for purpose upgrade, this included new network security software. It was to give the school a much higher 10GB connectivity between the schools three existing physical servers, and also their onsite backup solution. The challenge we faced is that their were a lot of professional services included in the quote. Both the supplier and the school wanted a solution that was compliant, transparent & was above all the very best solution for all involved.



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The Solution?

Having reviewed the quote carefully we packaged a deal together and shared our offer with the school. It was a very simple 4 year operating lease and the school would continue on for 1 further year. This is because there was very little 'residual value' to regain from selling any equipment on a second hand market due to the level of professional services involved. We were up front with the final years payment and their options at the end of the lease and as always gave them a document to sign which gave them peace of mind. Rather than delaying the project due to budget constraints, the school were able to do the work straight away and get their equipment fully up to date.



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The Result?

- The schools network had a major refresh to bring them fully up to date
- The school were no longer faced with restricted storage space
- Both end customer and supplier were happy with the overall solution
- The schools obsolete solution which was no longer fit for purpose was scrapped and replaced with an affordable, fit for purpose solution
- The school remaining annual budget was left protected for other areas of the school