

## CASE STUDY

### VIRTUAL CHARTER SCHOOL

#### Case Study: Virtual Charter School Fulfillment Program

**Situation:** A virtual charter school decided they wanted to insource technology fulfillment for their over 4000 students. At the time, no other school had succeeded at insourcing their technology fulfillment needs.

**Background:** The virtual charter school served 4000 home schooled children. They had been outsourcing the technology fulfillment to a third party that was in the education business. This service was provided at a premium because most virtual charter schools do not have the technical capability to bring the function in-house.

**Assessment:** The school approached Brass Valley to see if we could support them with the student fulfillment. After a review of the project parameters, an agreement was made. When a new student entered the program, Brass Valley would ship a clean laptop that had been imaged and connected to the domain for that specific student, a printer, and other essential items to the student with startup instructions. When a student left the program, Brass Valley would facilitate the return of the equipment, inspect and repair whenever possible, then stock to be ready for the next student to enter the program.

**Results:** When the program was scheduled to start in July, the shipment of laptops was delayed until late August which threatened to delay the start of the school year in early September. In response, Brass Valley was able to image and ship 4000 laptops along with their companion printers and other equipment in 2 weeks. The school year was saved, and in addition, the virtual charter school saved \$1M over 3 years.



#### Quote:

"Collectively, we accomplished something no one thought could be done," Director of Technology.

Questions? Call us at 844.390.5366 or email us at [sales@brassvalley.com](mailto:sales@brassvalley.com)