CASE STUDY

CONNECTUS BOOSTS CUSTOMER'S STUDENT REACH:
SCALING CHROMEBOOK DEPLOYMENTS FROM 25 TO 700 WEEKLY

Challenges

Device Sourcing and Procurement: Difficulty sourcing Chromebooks for hybrid cellular/Wi-Fi needs. 10-12 week lead times from OEM. Tight deployment deadlines across diverse user groups.

Inefficient Device & Inventory Management: No unified view for MDM and inventory oversight. Manual processes created delays and visibility gaps.

Deployment Bottlenecks: Limited internal IT bandwidth (capped at 25 devices/week). Inability to scale without sacrificing accuracy or speed.

Solutions

API Integration for Scale: Directly integrated with the customer's ticketing system for seamless, scalable deployment as an extension of their business.

Custom MDM Profile Management: The ConnectUs team collaborated with the customer to develop a comprehensive MDM profile tailored to meet specific compliance and restriction requirements.

End-to-End Deployment Execution: Sourcing, warehousing, kitting, configuration, inbound/outbound logistics. Every device arrives pre-configured and student-ready, providing a comprehensive turn-key solution.

Benefits

30x Deployment Capacity: Instantly scaled rollouts while decreasing the customer's workload. Increased output from 25 devices per week to over 700 in less than 12 months.

Significant Time & Labor Savings: Free up the IT team's time for other strategic initiatives. Allowed the IT team to tackle other past-due projects and reduce customer ticket response times from over 5 hours to under 15 minutes.

Reduced Total Cost of Ownership: Avoid staffing and infrastructure expenses tied to deployment and support

Single-Source Accountability: One partner. Full lifecycle. Zero guesswork.





ConnectUs

Lenovo

ConnectUs Confidential and Proprietary. Unauthorized disclosure, reproduction, or other use is prohibited.