

# smartstories

An Ingram Micro customer brings cutting-edge technology to the cornfields of Iowa



Tri-Center Community School District faces a unique challenge: Because students in Iowa can choose their schools, the district must actively recruit enrollment to drive tax revenues and fund school improvements. So, when district representatives needed to update their technology, they turned to Heartland Technology Solutions to provide the latest and greatest the industry had to offer.

Heartland's president, Arlin Sorensen, immediately took TCSD superintendent Brett Nanninga to Ingram Micro's Buffalo Solution Center to go "shopping." There, the two spent a day and a half trying out projectors,

computers, IP security cameras and other equipment. They also spoke with representatives from various manufacturers, including Hewlett-Packard and Microsoft, to gain a clear picture of the available choices and select the products that would best serve the district's needs.

In the end, TCSD gained six wirelessly networked computer labs with 100 notebooks to assist in student learning, a technology platform built upon the entire Microsoft product suite that provides students and staff with e-mail and 24/7 collaboration, and a sophisticated IP surveillance system that has reduced break-ins and thefts. Ingram Micro also created

a three-year payment plan and leased all the equipment so TCSD could get up and running immediately while paying for the solution over time. Thanks to the combined efforts of Ingram Micro and Heartland Technology Solutions, the district is now enjoying a surge in both enrollment and new revenue, with a future full of growth.



## Heartland Technology Solutions Harlan, Iowa

### Market Segment

Government/education

### Challenge

Turn a community school district's three-school campus into a state-of-the-art technology show-piece in order to attract students and earn funding and tax revenue.

### Solution

Leverage Ingram Micro's exhaustive product inventory and deep manufacturer relationships to choose the right product mix for the end user's needs.

### Customer Benefit

Now among the most technologically sophisticated in its state, the campus has seen a spike in student enrollment and an accompanying increase in new revenue.