

# econocom

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## ECONOCOM ENABLES REGULAR DIGITAL REFRESH FOR COLEG SIR GAR

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First founded in 1985, [Coleg Sir Gar](#) is a large-sized Further Education college situated in Llanelli, Wales. With 9,000 students and 800 staff spread across five campuses, the college boasts strong financials with an annual turnover of more than £30 million.

As one of the largest colleges in the country, Coleg Sir Gar is committed to providing state-of-the-art technology, including laptops, tablets, digital whiteboards and more, for its students on a regular basis.

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### CHALLENGE

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In 2008, in a bid to maintain its best-in-class technology estate, Coleg Sir Gar sought an alternative to buying all the digital equipment outright that would allow it to preserve cash for various other capital projects and student-focused innovation. Buying everything in one go was causing unwanted investment peaks – instead, they wanted to be able to spread all costs evenly over several years.

After putting out a formal tender process for a digital finance provider that could meet its business requirements, Coleg Sir Gar chose [Econocom](#) as its official partner.

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### SOLUTION

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Understanding Coleg Sir Gar's need to regularly refresh its technology with different digital assets from multiple suppliers, for the benefit of students, Econocom decided the best solution would be to create a simple facility (Project Rental Agreement —PRA). This would allow the college to warehouse all costs during the roll-out phase of the project until the 'go-live' date.

The initial financial agreement consisted of a four-year contract (spanning from 2008 to 2012), which also aligned with the manufacturer's warranty to ensure that all devices could be easily repaired or replaced should this be required. The agreement was paid in quarterly instalments, and included free insurance for all devices.

Before the agreement was due to expire in 2012, Coleg Sir Gar's equipment providers extended the manufacturer's warranty from four years to five years. As a result, Econocom mirrored this change by extending the terms of the agreement to five years.

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### BENEFITS

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Through close collaboration, Coleg Sir Gar and Econocom have implemented a major rolling refresh programme that successfully **future-proofed the college's digital estate** and thereby **enhanced its overall image**.

Chris Labrey, managing director, UK & IRL, Econocom, said: “Digital is becoming increasingly important to educational institutions — prospective students will now often judge a college or university based on the quality of the laptops, tablets and digital technology inside their buildings. Coleg Sir Gar has been incredibly proactive in realising this and choosing to do something about it, and we’re pleased to have been able to make their lives much easier by delivering state-of-the-art devices via a payment-over-time model. Not only does this make the digital transformation process much smoother, but it allows them to continually refresh their estate as soon as it gets slightly outdated.”

By paying for the cost of its regularly-refreshed technology estate over a four-year period — which then extended to five years — Coleg Sir Gar has been able to **preserve its cash flow**, which has helped them invest in other areas, including **innovative teaching tools** and learning resources.

What’s more, by working alongside a trusted and experienced partner, Coleg Sir Gar could leave Econocom to handle all relevant administrative and logistics procedures, which meant that the refresh programme each year was as **smooth and seamless** as possible.

Another major benefit is the **stress-free end-of-life process for digital assets** that comes as a result of working with Econocom. Econocom takes charge of certified data deletion, collection, recycling, remarketing and disposal. All of this is carried out in compliance with the waste, electrical and electronic equipment (WEEE) directive.

Ralph Priller, director of financial services for Coleg Sir Gar, said: “The service has been professional and efficient with a seamless process from start to finish. The terms of the agreement were very transparent from the offset, and the very few queries that we’ve had were responded to quickly and concisely. Econocom has proved to be flexible to our needs and complicit in reviewing future requirements. Our personal account manager is always accessible and regularly in contact to ensure that our needs are met.”

For more information, please visit: <https://www.econocom.co.uk>

## ABOUT ECONOCOM

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Econocom designs, finances and oversees companies’ digital transformation. With 10,000 employees in 19 countries and revenue in excess of €2.5 billion, Econocom has all the requisite abilities to ensure the successful implementation of large-scale digital projects: consulting, sourcing and technology management & financing of digital assets, infrastructure, application and business solution services, and project financing. Econocom has adopted European company status (*Societas Europaea*). The Econocom Group share has been listed on Euronext Brussels since 1986. It is part of the BEL Mid, Tech 40 and Family Business indices.

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## FOR FURTHER INFORMATION

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