



# Continual digital refreshes to support the learning environment



*Committed to providing state of the art technology to its students on a regular basis, Coleg Sir Gar chose Econocom to refresh its digital estate. Following a formal tender process, Econocom was awarded the contract and is now Coleg Sir Gar's recognised digital finance provider. Coleg Sir Gar is now entering into their 9th year as a customer.*



## The client

- **Coleg Sir Gar**, created in 1985, is a large Further Education college in Wales, with 5 campuses, 800 staff and 9,000 students. The college has an annual turnover of over £30m, strong financials, and became an Econocom client in **2008**.

## Challenges

- Finding an **alternative to buying** digital equipment outright, preserving cash for capital projects and student-focused innovation.
- Removing investment peaks and **spreading costs evenly** over a number of years.

## The Econocom digital finance solution

- A **simple pre-lease facility** (Project Rental Agreement – PRA) allowing Coleg Sir Gar to benefit from interim finance during the annual refresh rollout.
- A 4-year financial arrangement (2008 – 2012), aligned with the manufacturer's warranty, with **simple quarterly payments** and **free insurance**.
- From 2012, the college's equipment providers extended their warranty from 4 to 5 years. Econocom **mirrored this change** by extending the terms of the lease to 5 years.

## Benefits

- **Preserve cash flow** to invest in innovative teaching tools and learning resources.
- **Smooth-running** refresh programme with Econocom handling all administrative and logistics procedures.
- **Stress-free end-of-life process** with Econocom in charge of certified data deletion, collection, recycling, remarketing and disposal in compliance with the **WEEE directive**.



a major and future-proof  
**rolling refresh programme**

**college's image enhanced**

excellent **customer intimacy**

*"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".*

Ralph Priller – Director of Financial Services, Coleg Sir Gar