

Utilizing our vast internal and external relationships, we successfully supplied more than 30,000 tech products to one of the nation's largest K-12 school districts, and we did it within their tight seven-week timeline.



The Challenge

Use it or lose it. That's the challenge many school districts face when it comes to utilizing fiscal budgets and grants. The challenge for this school district was finding a partner to secure their specific educational technology needs before they lost their funding. Not only did they need a massive quantity of commercial and consumer tech, they needed a partner that had the infrastructure, project management skills and relationships to deliver the products while meeting procurement parameters and a seven-week timeline. And the clock was ticking.

By optimizing our vendor, supply chain and procurement relationships, we transformed the district's budget into greater purchasing power, enabling them to maximize their substantial investment.

The Solution

When a school district representative walked into a Best Buy store looking for iPad covers, the store's General Manager quickly identified the client had an urgent and complex business need and connected her to the dedicated Best Buy Education account team. To meet the challenges, scope, timelines and budget of this project, Best Buy Education quickly went to work on the following:

- We engaged key manufacturing partners to negotiate the best pricing
- We secured inventory and confirmed availability for on time delivery
- We engaged our contract, legal, financing and supply chain teams to deliver project support
- We leveraged our OMNIA Partners contact to expedite school procurement guidelines

To gain alignment throughout the process and avoid miscommunications that can happen with large-scale and quick moving projects, every phase of the process was project managed. This provided a single point of contact for the client, providing transparency and confidence that the project was hitting milestones and deadlines.



The Result

Through our strong relationships, ongoing support from Geek Squad, and automated purchasing power through OMNIA Partners, Best Buy Education was able to supply over 30,000 tech products across more than 1,000 schools within this incredibly tight 7-week timeline, while staying within budget and adhering to strict procurement guidelines.



Project at a glance:

• Over 30,000 products from 8 different brands:



cricut



logitech

INSIGNIA



msi

SAMSUNG

ViewSonic®

- Esports solutions: *gaming desktops, accessories and audio video*
- Virtual and augmented reality technology
- Commercial displays
- 3D printers and cutting machines

Ongoing relationship:

- Automated purchasing through OMNIA Partners and SAP Ariba
- Staff professional development
- Project management and product purchases for a key leadership program initiative
- Geek Squad services support for setup and installation

Are you looking for ed-tech options? We can help.