



# XMA and the University of Hertfordshire

## 10 YEARS OF PARTNERSHIP

The University of Hertfordshire brings the transformational impact of higher education to all. Through cutting-edge research projects, and powerful business partnerships, its staff and students are able to think bigger, stand out and make a positive impact on local, national and international communities.

To stay at the forefront of education, the university needed reliable devices and a technology partner well-versed in the needs of the education sector.

### A lasting partnership

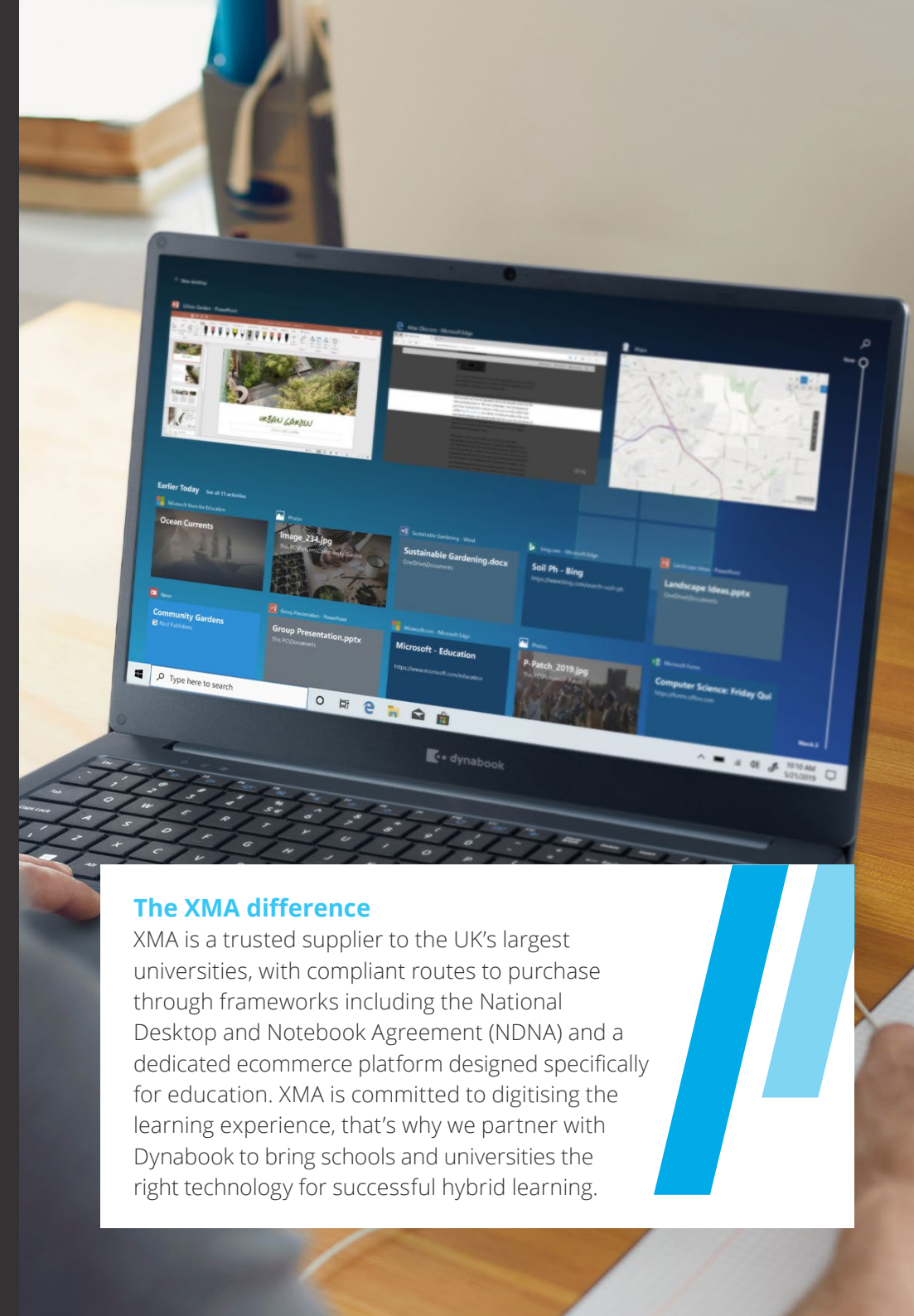
The University of Hertfordshire chose to partner with XMA because of its excellent customer service, simple processes and easy-to-use services. XMA has now been working with the university for over 10 years to provide it with leading EdTech.

To ensure it is continually delivering devices that meet the needs of university staff, XMA offers a range of services:

- On a quarterly basis, XMA secures stock for the university to guarantee supply
- Quarterly review meetings are carried out to assess which devices are working, and which could be improved
- An online portal is shared with university staff so they can view device options and have their say in the next review
- Loan equipment and test equipment allow staff to try out devices before committing
- XMA engineers are on-hand to support device rollout

### The XMA difference

XMA is a trusted supplier to the UK's largest universities, with compliant routes to purchase through frameworks including the National Desktop and Notebook Agreement (NDNA) and a dedicated ecommerce platform designed specifically for education. XMA is committed to digitising the learning experience, that's why we partner with Dynabook to bring schools and universities the right technology for successful hybrid learning.



As is the case for most of the education sector, budget is a primary concern for the university. To address this issue, XMA sends out a partnership price list once a month to provide transparency on costs. Prices are kept as consistent and competitive as possible, so the university can accurately predict its device expenditure for each month.



### Dynabook for hybrid learning

Typically, the university requires a laptop refresh every 30 to 50 months. But, when it switched to remote learning during the COVID-19 pandemic, its laptop requirements increased. To fulfill this new demand, XMA recommended Dynabook devices.

The university chose the Dynabook G-range for its remarkably low price, seamless performance and variety of features that support hybrid learning, such as:

- Long-lasting battery life to enable learning on the go
- 10<sup>th</sup> Gen Intel Core™ processor to power advanced applications required for STEM and design courses
- Sleek, lightweight, executive design for a professional image
- Antibacterial paint coating for safer device sharing

The university was also able to benefit from Dynabook's 4-year warranty, putting to rest any concerns about accidents or breakages that are common in a hybrid learning environment.

### A success for staff and students

The Dynabook roll out went smoothly, with the university commenting that XMA went above and beyond to get everything done.

University staff have found the G-range devices easy to use, even though they offer a high level of technical functionality. And due to the entry-level nature of the Dynabook G-range, the university was able to purchase laptops for hardship students who couldn't afford their own. This meant no student was left at a disadvantage when the university transitioned to remote learning.

In future, XMA will continue to work with the University of Hertfordshire to provide the specialist education devices it needs, at competitive prices.

