

## ***Manlius Pebble Hill School***

Syracuse, NY

### **SUCCESS STORY:**

#### **Cost Savings**

*“After working with TAG we were brought into the 21st century and now have a stable network that we can rely on”*

#### **Adam Sayre**

IT Director  
Manlius Pebble Hill  
School

**Background:** Manlius Pebble Hill School is a private school in New York's capital region. They serve all ages, from pre-K through high school. They have a strong focus on academics as well as the arts and offer a wide array of opportunities for their students to grow and learn. Their motto is, "to inspire our students to think critically, act responsibly, and discover a passion for lifelong learning."

**The Challenge:** The school had some huge technology initiatives they needed to accomplish to be able to stay competitive. Due to increasing competition from public schools and lower incomes due to the market crash, the market for private schools was becoming incredibly competitive. Manlius Pebble Hill School needed an upgraded network and the ability to provide and support dedicated devices for each student, all while operating on a very tight budget. They weren't sure how they would be able to pay for all of this, which is why they contacted TAG Solutions.

**The Solution:** We were already engaged with the school in understanding technology and understanding the goals of the school, so we could create a technology roadmap for them. We also knew that this was a huge investment for the school, and we needed to do anything we could to reduce costs. We first leveraged our strong relationships with our vendors to provide incredible pricing on the technology that needed to be implemented in order to provide the network and devices that the school needed. Secondly, we searched out additional ways to save them money. We brought an ERATE consultant to the table who was able to help them get a reimbursement of close to \$30,000 on the major projects and get a reimbursement for ongoing Internet fees.

**The Results:** With all of the cost savings we brought to the table they were able to implement the much-needed changes to their infrastructure and allow every student to have a dedicated device. This allowed Manlius Pebble Hill School to remain competitive among both public and private schools, while still being within their budget. Being able to upgrade their network and have it grow with the school made sure that they could provide the best learning environment for their students without sacrificing in other areas.

