



## Case Study – Kilgraston School for Girls

### The Challenge

Kilgraston wanted to bring its IT infrastructure up to date.

The existing infrastructure provided by a leading UK supplier of education infrastructure systems was considered by Kilgraston to be a restrictive 'off the shelf' solution that had been 'shoe horned' into the school and was no longer appropriate to the needs of a modern independent school.

As a result the school went to market short listing 5 potential suppliers including the incumbent.

**From the start it was clear that OCD were going to deliver not just a better technical solution, but a higher and more focused level of service. We would confidently recommend OCD to other independent schools**

David Hewitt, IT Manager, Kilgraston School for Girls

### The Solution

OCD Limited was selected from the shortlist of potential suppliers and in the words of David Hewitt, the school's IT Manager, "*OCD were the stand out supplier, the company's focus on understanding our need and proposing a solution that fitted made them the obvious choice.*" The solution OCD proposed focused on delivering a modern, flexible IT infrastructure using industry standard technologies that fitted the particular needs of the school both for its primary purpose of educating pupils and secondly for the purpose of administering the school. Most importantly in the eyes of the school, the solution was designed around its specific needs and not an 'off the shelf' solution as had been proposed by the other suppliers.

With tight timescales and a complex project, some elements of the project varied from the original requirement and would under normal circumstances have impacted the delivery timescales. However with its strong commitment to delivering projects on time and to budget, OCD allocated additional resource to complete the project on time, to the amended specification and to the agreed budget.

**IT is now one of *the* essential educational resources and our previous infrastructure was too inflexible and restrictive to provide Kilgraston with the platform we believe a modern school needs.**

David Hewitt, IT Manager, Kilgraston School for Girls

### The Payback

Once the project was completed, Kilgraston was in a position to enjoy a number of benefits over and above the system it had previously been using which included:

- The use of a system that was designed specifically to suit the school's needs, improving flexibility and capability in both education and administration
- The solution uses industry standard technologies ensuring that the school has much better future proofing than the previous proprietary solution.
- A substantial reduction in the cost of support in comparison to the cost under the previous supplier.

In addition the actual cost of changing to OCD was less than the cost of upgrading to a new 'specialist' system with the incumbent supplier.

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### **What we do**

We look after and help develop our customers' IT infrastructures and ensure that they are operating efficiently and to specification. Our products and services are divided into four groups.

### **Infrastructure Supply**

We have partnerships with the leading industry vendors of hardware and software ensuring that we can supply a wide range of systems as appropriate to the needs of our customers.

### **Support and Maintenance**

OCD understands that each organisations needs are different. As a result our support and maintenance services are designed with flexibility at the core, ensuring we can support all our customers in the way they need and want.

### **Project Management and System Design**

We have proven skills and experience in designing infrastructure solutions that fit our customers' needs and project management processes that ensure we deliver on time, to budget and specification first time, every time.

### **Unified voice and data communications**

In conjunction with our strategic partners OCD can deliver fully converged voice and data solutions that deliver real benefits to the way in which organisations make use of their systems

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