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Michael Siepmann  
Helpdesk Manager  
Kent School

Kent School needed high-performing devices in the classroom. Based on performance, battery life, functionality and cost it purchased models from Fujitsu.

#### At a glance

Country: USA  
Industry: Education  
Founded: 1906  
Employees: 200  
Website: [www.kent-school.edu](http://www.kent-school.edu)

#### Challenge

After switching students from a one-to-one program to a BYOD model, Kent School still needed to provide its faculty with high-performing devices in the classroom.

#### Solution

After evaluating a range of tablets, the school decided that Fujitsu offered the best performance, battery life and functionality at an affordable cost. It purchased several different models from the Fujitsu LIFEBOOK® and STYLISTIC® ranges.

#### Benefit

- Extra battery capacity enables each device to last at least ten hours
- Wireless projection capability means the school does not need expensive smartboards in the classroom, saving money
- Applications such as Microsoft® OneNote® and DyKnow®, as well as more specialized software such as Coach's Eye®, help bring learning to life
- Tablets make the educational experience more engaging and interactive

## Customer

Kent School is a private, co-educational college preparatory school in Connecticut, established in 1906. Situated between the Appalachian Trail and the Housatonic River, the 1,200-acre campus currently serves 570 students, about 520 of whom board. The average class size is 12, with a student to faculty ratio of 7:1. The school was one of the first New England boarding schools to educate both young men and women in 1960. Today, students from 38 countries represent 30 percent of the student body.

## Products and services

- Fujitsu Tablet STYLISTIC® Q665
- Fujitsu Tablet STYLISTIC® Q704
- Fujitsu Tablet STYLISTIC® Q736
- Fujitsu Notebook LIFEBOOK® U904
- Fujitsu Notebook LIFEBOOK® U745

## Challenge

For over twenty years, Kent School has pioneered the use of digital technology in the classroom. It has worked with multiple device partners over the years and experimented with a one-to-one program, equipping each pupil with their own device. Eventually, the school implemented a bring-your-own-device (BYOD) policy for students, however, it still wanted to continue equipping the faculty with tablets.

"The most important criterion when selecting a device is the processing power, i.e. can it handle the demands of engineering and art applications," explains Michael Siepmann, Helpdesk Manager, Kent School. "We also need it to last a full day on a single charge."

Every year, Michael and his team evaluate a range of devices and, for the past three years, Fujitsu has come out on top, starting with its STYLISTIC Q704 and then upgrading to the Fujitsu LIFEBOOK U904.

"Fujitsu ticked all our boxes with a stylish, lightweight and long-lasting convertible device that supported pen and touch input," says Siepmann. "By using solid state memory and incorporating an extra battery in the keyboard dock our teachers can go all day."

## Solution

Kent School initially purchased 40 units but that number has since grown year on year. In the most recent investment, the school purchased 50 Fujitsu LIFEBOOK U745s, a slim and light Ultrabook with low weight combined with a 35.6cm (14.0-inch) anti-glare display with touch panel and backlit keyboard options.

It also added twelve Fujitsu STYLISTIC Q736s, which is the most secure 2 in 1 device on the market, featuring Fujitsu's unique biometric PalmSecure technology. Finally, there are five Fujitsu STYLISTIC Q665 devices.

"Teachers can choose the right device for them depending on their educational needs," continues Siepmann. "We image them here on campus with a fully featured Windows OS, install the necessary applications and they are good to go."

These applications include productivity tools, such as Microsoft OneNote and DyKnow, as well as more specialized software such as Coach's Eye, which allows teachers to use pen input to mark-up plays on the field. When it comes to support, any issues that cannot be solved on campus are covered by the Fujitsu bumper to bumper four-year insurance coverage.

"Fujitsu is very responsive and not just with support; we found that earlier models had certain design flaws," remarks Siepmann. "We pointed these out to Fujitsu engineers who made the changes in the next iteration based on our feedback, such as including a hot-swappable hard drive. Not every vendor will go that far."

## Benefit

Kent School is enjoying the flexibility and durability provided by its fleet of Fujitsu devices. Teachers are no longer tethered to a blackboard or projector and can use the tablets to make the educational experience more engaging and interactive.

"By using the machines to wirelessly project we avoided having to install smartboards in the classroom – that's a huge saving for us," adds Siepmann. "Fujitsu has done a great job making a high-performing, lightweight convertible with a beautiful screen. It really brings the teachers into the 21st century at a very affordable cost."

The tablets are also much more responsive, with instant start-up and shut down for optimal productivity, and they are built to withstand the rigors of campus life; while the pen and touch input is proving particularly useful in mathematics and on the sports field.

"These devices deliver all the functionality we need in a portable and durable package," says Siepmann. "They have become central to the learning experience across the school."

With the latest batch of Fujitsu devices safely delivered, Kent School is exploring other areas where it might partner with the company, including small desktop devices and servers.

"Fujitsu has a focus on education that other vendors lack so it'll go out of its way to meet our needs. It has also done a great job making these devices affordable for the education sector. With Fujitsu, you are able to put a call in and talk to the right people to get the job done. Even if it takes longer than expected, Fujitsu will move heaven and earth to make it right," concludes Siepmann.

## FUJITSU AMERICA, INC.

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