

WHO

Gilmour Academy, founded in 1946 by the Brothers of Holy Cross from the University of Notre Dame, Indiana, is an independent, coeducational Catholic preparatory school with enrollment from the preschool through high school levels.

WHAT

Competitive Win over Linux Clustering as well as Thin Client solutions-drove additional Microsoft Revenue.

TEAM

Jerry Weaver (Matrix Integration Account Manager), Shannon Champion (Matrix Integration Design Engineer), Cliff Robinson (Microsoft Renewal Coordinator), Kristen (Ingram Micro Licensing)

PPVVC (Pain, Power, Vision, Value, Control)

Pain: Responding to emergency software and connectivity issues plagued the Gilmour Staff who were constantly reactive to spontaneous network outages. The disruption to the administrators, students and teachers hindered achieving the expected rigorous learning outcomes. Disparate servers and random licensing with a mix of shareware applications were band-aids that added to the deluge of file and print problems and disguised the actual symptoms of a dysfunctional, mis-secured network.

Power: Matrix Integration had been working with Gilmour Academy on previous projects and displayed the type of partnership with Gilmour that they were looking for in a reseller.

Vision: Utilizing Microsoft academic solutions provided a controlled, comprehensive and cost effective solution. Server licensing and appropriate CALS provided record keeping and best practices software management. Consolidation allowed Gilmour to repurpose IT personnel for proactive training and readied the staff for the integration of technology usage in the classroom.

Value: The curriculum at Gilmour emphasizes mastery of major curricular areas, empowering students to develop their skills as communicators, complex thinkers, and effective and collaborative problem solvers. Allowing Gilmour produced Streaming video, wireless access, hosted applications, student management and productivity applications in a secured and controlled environment were tangible benefits to proper planning and appropriate licensing.

Control: Through developing a technology committee with teachers administrators and IT staff, IT Director, Neal Busch and Matrix Integration lead a series of strategic planning sessions which illuminated Strengths, Opportunities, Weaknesses and Threats. The solution was based on Microsoft technology leveraging the investment of the existing knowledge base of IT managers.