



Jeff McFarlane

Reducing Your Total Cost of IT Ownership Through Appropriate Use of Personal Computer Technology

By Jeff McFarlane, President, I.T. Xchange Corp.

When educational institutions design and implement personal computer technology, they often design with a target lifecycle of five to seven years of use before planning the next technology refresh.

During this lifecycle, the technology utilized will gradually shift from state-of-the-art to adequate to obsolete. However, the computer hardware can be appropriately matched to the demands of the software applications.

It's no secret that computer technology depreciates very quickly. In fact, computers are often worth 50 percent of their original value after one year and 20 percent of their original value after just three years. Many progressive school districts and school boards have shifted their thinking with this steep depreciation curve in mind. By procuring technology from the Secondary Market, they have been able to significantly reduce their Total Cost of Ownership (TCO), while simultaneously improving their student to PC ratio and reducing the time between technology refreshes.

The Secondary Market is defined as a spectrum of products ranging from new, recently discontinued products, to refurbished and re-warranted products. For example, by purchasing new, discontinued products that might have been the "bleeding edge" standard nine to 12 months ago, educational institutions might save 25 percent to 40 percent as compared with the original cost, thereby avoiding the steepest segment of the depreciation curve.

Alternatively, by sourcing refurbished technology, possibly off-lease product that has been re-certified, educational institutions could save upwards of 75 percent of the original cost and total depreciation.

Continued on page 33

K-12Connection™ created by VLSystems

TeacherPortal™ to easily create a multi-page, teacher website with choice of themes and graphics, to display homework assignments, resource materials and personal information.

- Teachers need NO html experience
- Hosted on district webserver to avoid "inappropriate" distractions for students
- Perpetual licensing per school to control costs

ParentPortal™ to display grades, attendance and transcripts for parents, students and counselors.

- Extend the life your existing student information system
- Works with any student information system database
- Hosted on district webserver for maximum data security and convenience

License our **DataAggregator™** for individual, school-based **AERIES™** SIS databases.

VLSystems, Inc., a software developer since 1978 and a Microsoft Gold Certified Partner in Enterprise Systems, has blended its expertise in the education field with its systems engineering and software development skills to create a suite of leading-edge software products for school districts.

Visit us at: <http://www.K-12Connection.com>

VLSystems, 9 Corporate Park, Irvine, CA 92606 Phone: 1-800-542-5050

The students were able to take fire department data currently in a Microsoft Access database format and plot the data onto a visual map using ESRI ArcView and GIS (Geographic Information Systems) software. This allowed the fire department to view arsonist patterns visually, rather than in a data format. The students' future plans are to train fire department personnel to maintain a mapping program that will visually plot arsonist patterns throughout Sacramento County. During the course of this important civic project, students not only developed technical skills in various software programs and equipment, they also gained academic and personal skills such as problem-solving, meeting facilitation, research, documentation, and oral and written communication.

West Campus Hiram Johnson High School is one of 45 sites currently in California with one or more EAST classes. EAST was made possible through a federally-funded grant opportunity administered by the California Department of Education in 2001 and again in 2002. An opportunity for funding EAST in grades four to eight was included as part of the Enhancing Education Through Technology (EETT) Competitive Grant this fiscal year. The deadline for submitting the grant was May 14, 2003. Information on this grant as well as future technology funding opportunities through EETT is available at www.cde.ca.gov/edtech/eett.

Ms. Thoene wrote the EAST grant application that led to the funding for West Campus Hiram Johnson High. The grant process and successful implementation was strongly supported by Site Principal David Hunt as well as the director of technology for the Sacramento City Unified School District, George Nicholson. Sacramento City Unified School District would like to expand the EAST program to bring the opportunity to middle school students. The district has submitted an EETT competitive grant proposal for funding consideration for this proposal. ■

For more information about EAST in California, please contact Rowland Baker, Western Regional Director of EAST at (916) 447-8183 or Rowland@eastproject.org. The Web site may be accessed at: www.cde.ca.gov/east.

Reducing Your Total Cost of IT Ownership
Continued from page 17

Therefore, instead of buying with a five to seven-year lifecycle plan, the same institution could time their purchases with this depreciation curve in mind and utilize discontinued or refurbished products to maintain a better student to PC ratio and still save a significant amount of money.

With a solid understanding of the true "cost" of technology and the associated depreciation curve, matching your hardware requirements with appropriate technology will certainly assist you in managing your TCO in, what for many is, a difficult budget environment. ■

Jeff McFarlane is the president and founder of I.T. Xchange and has been involved in the resale and leasing of computer technology for over 15 years.

For more information about Secondary Market personal computer products, visit www.itxchange.com, email Charles Richards at crichards@itxchange.com or call toll-free (877) 377-5227 x233.

Special Education and IT Professionals:

In the October issue of *DataBus* magazine, **Edupoint Educational Systems** will announce the release of the AURORA_{RT} MediCal module, utilizing Revelation Technology for Web-based K-12 information systems. The key personnel behind this exciting release have over 100 years of combined experience developing and supporting K-12 administrative systems.

Edupoint is an innovative software company whose development and service expertise set new boundaries in knowledge management in the K-12 industry. Contact us today at **1-800-Edupoint (800-338-7646)** or sales@edupoint.com or visit us online at www.edupoint.com to learn more about AURORA_{RT} and other unique applications and services that Edupoint has to offer.

Need HELP?

The Simple Solution
Automate your help desk!



Web+Center
Web Based Help Desk

- Customer Self-Help/Knowledge Base
- Customer & Case Mgmt Tracking Tool
- Customizable & Extensive Reporting Ability
- Designed for the Education IT Support
- 20% of CA Community Colleges use Web+Center
- Web+Center presented at 2002 CETPA Conference
- FREE (3) Tech Versions Available
- 30% Educational Discount

Internet
Software www.inet-sciences.com
Sciences
13851 Fremont Pines Lane - Los Altos, CA 94022
(650) 949-0942 FAX (650) 917-0913