



THE FUTURE OF THE LAPTOP PROGRAM



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The Issue

- Wentworth has been running a laptop program since 2004
- Over 1,000 students are provided with the hardware and software required by their majors
- Students currently only use Apple and Lenovo products
- This year, DTS is reevaluating the current laptop program and planning for the future

The Issue

- Keep the current program?
- Switch from laptops to tablets?
- Switch everyone to one platform?
- Eliminate the laptop program?

Business Need

- The selected device must have the ability to run all software required by each major, especially software that is used in the workforce
- Needs to be lightweight and easily transportable
- Needs to assist students for a total of four years
- Needs to be able to provide maintenance and support

Vendor Options

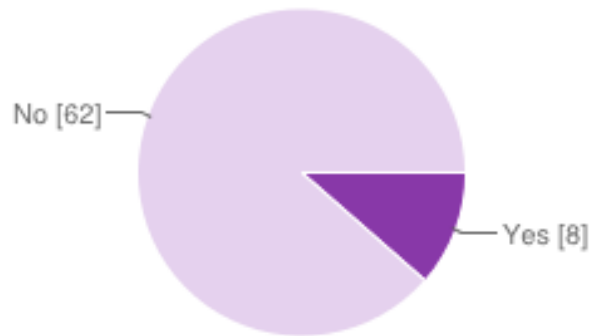
- WIT is only a certified maintenance provider for Apple and Lenovo
- Can't service machines that DTS is not trained to service (training for a new vendor would cost both time and money)
- WIT currently has a great relationship with Lenovo

Cost Constraints

- Cannot exceed \$3.5 million dollars
 - \$0.5 million for software (currently)
 - \$3 million for hardware (currently)
- Apple currently gives WIT an 8% discount
- Lenovo currently gives WIT a 40% discount

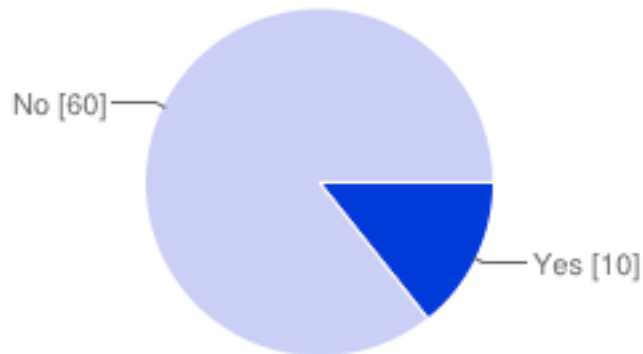
Student Opinions

Would you rather the Laptop Program hand out tablets or touch screen devices instead of laptops?



Yes	8	11%
No	62	89%

Do you think a tablet would suit all the academic needs of your particular major?



Yes	10	14%
No	60	86%

Functionality Requirements

- Touch screen capability for note taking
- Large screen for manipulating files
- Detachable keyboard for tablet/computer separation
- Software compatibility for major-related programs
- Software compatibility for programs used in the working world
- Lightweight for carrying to, from, and around campus

Technology Requirements

- Battery life for a full day of classes
- Processing unit of at least i7
- Storage - 512 GB of SSD
- RAM - 8GB
- Graphics Unit

Our Options

- Yoga Pro 3
- Surface Pro 3
- Lenovo T440p
- Macbook Air
- Current Program



Decision Scoring Process

Vendor	Total Score*
Yoga Pro 3	70.44
Surface Pro 3	69.69
Lenovo T440p	59.44
MacBook Air	40.94
Current Program	49.81

*Scoring out of 100:

50 points meets requirements, 100 fully exceeds requirements.

Our Decision: Yoga Pro 3

- Can run all software required by each Wentworth majors
- Is extremely lightweight and portable
- Can utilize the 40% discount we receive from Lenovo
- Can be used as either a laptop or a tablet to allow students flexibility based on their preferences

Negotiation

- Our goal is to re-negotiate with Lenovo to purchase a new stock of a different model, the Yoga Pro 3.
- Included in the negotiation plan, we want to establish:
 - ▣ A system for support and maintenance,
 - ▣ A pricing discount like the 40% we already receive
 - ▣ A clear contract defining all of our agreements of the exchange

Implementation

- Utilize DTS and the current Laptop Program System
- Have all basic software pre-installed and allow online installation based off major-selected programs
- Have randomly selected students from every major test it for second half of Spring 2015 Semester
- Disperse laptops to incoming Freshman Class of Fall 2015 as part of deployment
- Measure user satisfaction at the end of each semester

Measures of Success

- *Stakeholder Success:* surveys and pilot testing will be conducted to measure satisfaction level in quantifiable way
- If student satisfaction increases by 25%, we will consider this successful
- *Financial Success:* measure costs of hardware, software, and maintenance (successful if we stayed under \$3.5 million budget)



Questions?