

Case Study: CONSTRUCTION

WHO

- One of the largest architecture firms in the UK
- Specialists in engineering and design
- 6 offices in UK, 5 offices internationally
- Over 1000 users

CHALLENGE

- Custom-built high-end workstations needed across firm's offices
- Fluctuating user count required quick turnaround of devices
- Had switched vendor after issues with incumbent brand
- Alternative technology already trialed, but had experienced issues with DOA, and software incompatibility
- Slow fixes resulting in downtime and restricting user productivity
- Went to tender to re-evaluate options
- Lenovo, Dell, and HP considered

SOLUTION

- Engaged product specialists from all three vendors to try and alleviate issues experienced with previous kit
- Worked with all vendors to achieve best commercial value - HP chosen as preferred option
- 3 years on-site warranty included in deal
- Servium also orchestrated device tagging and logistics

BENEFITS

- Substantial savings made - 47% reduction for workstations and 42% for laptops
- Greater transparency with delivery lead times
- Flexible builds helped to reduce delivery delays
- Enjoyed more reliable product

WHY SERVIUM?

- As an existing partner, knew the business' needs inside and out
- Excellent relationship with customer built on trust
- Strong partnership with HP resulted in exceptional deal



Workspace

Servium

