



# Battelle for Kids

## Battelle for Kids Maintains its Focus on Moving Education Forward by Leveraging Expedient's Advanced Solutions



### ► MARKET OPPORTUNITY

Battelle for Kids (BFK) is a national not-for-profit organization focused on developing innovative services and solutions that empower teachers, leaders and school systems to advance educational equity and opportunity for all students. BFK collaborates with state departments of education, urban, suburban and rural schools, and other education-focused organizations in more than 30 states to move education forward.

Education is a dynamic profession, and ongoing development is essential to stay ahead of the curve. BFK's technology team develops technology solutions that empower school systems to focus on educating.

"I want my team to focus on developing and implementing technology solutions that advance our organizational mission and the goals of school districts and state departments of education we serve," says Oscar Paredes, managing director of technology at Battelle for Kids.

"We felt it was in our best interest to move our hardware infrastructure to the Expedient hybrid cloud environment rather than continue to manage and host all these resources in-house. Expedient helps us maintain our focus by supporting our server and network infrastructure needs from running servers, to upgrades, to patches, etc. If we require server maintenance, Expedient is there. If we have a problem with the server, Expedient has it covered. Great client service, every time."

---

**"EXPEDIENT HELPS US MAINTAIN OUR FOCUS BY SUPPORTING OUR SERVER AND NETWORK INFRASTRUCTURE NEEDS FROM RUNNING SERVERS, TO UPGRADES, TO PATCHES, ETC. IF WE REQUIRE SERVER MAINTENANCE, EXPEDIENT IS THERE. IF WE HAVE A PROBLEM WITH THE SERVER, EXPEDIENT HAS IT COVERED. GREAT CLIENT SERVICE, EVERY TIME."**

**OSCAR PAREDES ,  
MANAGING DIRECTOR OF TECHNOLOGY,  
BATTELLE FOR KIDS**

---



## ► DESIRED BUSINESS OUTCOMES

To deliver its software solutions to educators, Battelle for Kids must have a reliable IT infrastructure that can handle the variable demand of the educational system. For instance, not many educators access BFK's web-based solutions during the summer vacation months, but activity significantly increases in August and September when the school year begins as well as in January and February when many school systems are returning from winter break and beginning new semesters. The organization wanted to move from purchasing its own hardware through capital expenditures to paying for managed services through operational expenses.

### DATA CENTER AND CLOUD INFRASTRUCTURE

Battelle for Kids found the solution it was looking for with Expedient's hybrid cloud offering, a combination of public cloud infrastructure as a service (IaaS) and physical colocation.

"We were also looking to be part of a larger network of data centers that offers the flexibility of cloud and the expertise of managed services," Paredes says. "From an operational standpoint, Expedient's service has been consistently available and reliable."



## ► PARTNERING FOR GROWTH

Battelle for Kids was seeking a hosting partner it could trust to allow its internal team to stay focused on its organizational mission and developing technology solutions that accelerate efforts of school districts and state departments of education to improve educational equity and opportunity for all students.

"Since we began partnering with Expedient, Battelle for Kids has reduced our overall cost in technology infrastructure, increased speed, reliability and capacity to support our clients, and ensured that our infrastructure is stable and effective," Paredes says.

Expedient proved to be the right partner by not only providing trusted managed services but also unbiased advice and open communication.

"Bryan Smith [Expedient's senior vice president and chief strategy officer] is always available and offers free advice whenever we need it," Paredes says. "His willingness to go the extra mile makes a difference. Our team sees Expedient as an advisor and as a trusted partner."



### ▶ ABOUT BATTELLE FOR KIDS

Battelle for Kids is an organization dedicated to moving education forward for students by supporting the educators who work with them every day. Battelle for Kids partners with state education systems, urban, suburban and rural districts, and collaboratives of school systems across the country.

*For more information, visit [www.battelleforkids.org](http://www.battelleforkids.org).*



### ▶ ABOUT EXPEDIENT

Expedient is a cloud and data center infrastructure as a service (IaaS) provider with local operations in Baltimore, MD; Boston, MA; Cleveland, OH; Columbus, OH; Indianapolis, IN; Memphis, TN and Pittsburgh, PA. Converged solutions enable clients to focus on strategic business innovation while Expedient handles operating the information technology needed to support it.

*For more information, visit [www.expedient.com](http://www.expedient.com).*

---

**“SINCE WE BEGAN PARTNERING WITH EXPEDIENT, BATTELLE FOR KIDS HAS REDUCED OUR OVERALL COST IN TECHNOLOGY INFRASTRUCTURE, INCREASED OUR SPEED, RELIABILITY AND CAPACITY TO SUPPORT OUR CLIENTS, AND ENSURED THAT OUR INFRASTRUCTURE IS STABLE AND EFFECTIVE.”**

**OSCAR PAREDES,  
MANAGING DIRECTOR OF TECHNOLOGY,  
BATTELLE FOR KIDS**

---

## OUTCOMES DELIVERED



### AGILITY

The Expedient network's ability to handle BFK's seasonal surges with reliable services allows BFK's technology team to maintain its focus on providing access to software solutions that accelerate school districts' and state department of education's efforts to advance educational equity and opportunity for all students.



### AVAILABILITY

Expedient offers a 100% service level agreement (SLA), enabling BFK's technology solutions and systems to continually be up and running whenever its clients need access.



### COST CONTROL

By moving to the hybrid environment, BFK only pays for the service used on a monthly basis saving the organization money it didn't have to spend on buying its own hardware and running its own data center.

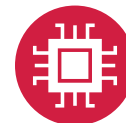
**THE OUTCOME YOU'RE LOOKING FOR<sup>SM</sup>**  
ALIGNS WITH EACH UNIQUE ORGANIZATION'S  
GOALS. TRUST EXPEDIENT AS THE TECHNOLOGY  
COLLABORATOR FOR DESIRED  
BUSINESS OUTCOMES.

## EXPERIENCE DIFFERENTIATED



### LOCAL SERVICE, NATIONAL CAPABILITY

Having a local data center staffed 24x7x365 was a high priority for BFK. Knowing its data is safe, local and monitored brings peace of mind and access to the company's environment if and when needed.



### TECHNOLOGY

Expedient's continually upgraded technology and hardware allows organizations like BFK to stay ahead of the curve to provide technical solutions that best meet its end users' needs.



### CAPACITY

Expedient's infrastructure is built to scale and accommodates BFK's fluctuating seasonal needs and capacity.

**EXPEDIENT OFFERS A 100%  
SERVICE LEVEL AGREEMENT (SLA).**  
**TO LEARN MORE, PLEASE SEE [EXPEDIENT.COM](https://www.expedient.com)  
OR CONTACT US AT 877-570-7827.**