

A VOHKUS MANAGED SERVICE

INVENTORY SAVINGS FOR AWARD-WINNING TUITION

**Vohkus services:**

Service design, implementation and management

Technologies used:

Workspace: Desktops
Network: Core networking
Data centre: Servers

Industry:

Private education

Business drivers:

Cost
Quality of service
Business agility / growth

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Stock Holding Services for Explore Learning

Vohkus has been delivering stock holding services for Explore Learning for over 10 years, as part of an existing long-term relationship with the private education provider. With years of experience and a proven track record in desktop lifecycle management solutions, it was a natural extension of our relationship with Explore Learning to fulfil their IT stock holding requirements.

CHALLENGES

- ▶ Lack of storage space
- ▶ Continuity of budgetary costs
- ▶ Next day shipping
- ▶ Availability of equipment for disaster recovery purposes

SOLUTIONS

- ▶ Large-scale off-site stock holding and control
- ▶ Low-cost IT storage and fulfilment
- ▶ Ability to purchase IT equipment in volume at a discount

OUTCOMES

- ▶ Continuity of supply chain in the event of product constraint
- ▶ Vendor discount through volume purchasing
- ▶ Meeting the needs of over 3000 users over 130 UK-wide centres
- ▶ Giving end-users access to the latest IT equipment and support

“Over the years, we’ve increased the volume of our stock holding, in order to benefit from greater economies of scale in our purchasing of kit. This process has been made seamless by the attention to detail demonstrated by Vohkus’ Logistics and Warehousing teams.”

- IT Director Explore Learning

STOCK HOLDING SOLUTIONS FROM VOHKUS

Whilst IT equipment continues to grow more powerful as its size reduces, the physical management of IT assets before they are deployed can still require considerable space, logistics and investment. Coupling this challenge with the need to ensure the availability / continuity of supply adds to this challenge. These issues can manifest themselves in various ways to your business including Quality of service, cost, risk and Compliance.

The Vohkus Stock Holding service addresses these challenges by providing customers with a secure location to store equipment prior to shipment. Assets can be held in shared racks, or secure customer specific cages if required.

Situation

Explore Learning is a provider of extra tuition to over 200,000 children, between the ages of 4 and 14, across its 137 centres throughout the UK.

To provide the best possible education to these children, it's vital that they have access to the latest IT equipment, with the right level of support. This can only be achieved if the kit is readily available and if IT support staff's time is not taken up with managing stock control. That's where Vohkus came in.

Vohkus began working with Explore Learning in 2004, providing various IT solutions, such as server/storage, desktops/laptops, software and peripherals. After the success of the initial relationship and services we provided, the organisation approached us with the challenge of stock holding.

An efficient stock holding solution is fundamental for ensuring businesses have the ability to access and implement new IT equipment quickly and cost-effectively, deploying desktops and laptops to users without requiring huge in-house storage space and resources.

The project and solutions

Vohkus took over the stock holding needs of Explore Learning in 2006. At the time, stock holding was a fairly unique IT market offering and it was an attractive proposition for Explore Learning. Our proven track record in providing desktop lifecycle management solutions for businesses, plus our trusted existing relationship, convinced the company to use Vohkus for stock control.

Outsourcing stock holding provided several key benefits for Explore Learning. The company could enjoy vendor savings on the purchase of equipment in high volume, to support its ongoing annual kit refresh. Plus, it allowed its IT department to plan in advance and have a readily available source of equipment.

Continuity of equipment is important, and our solutions enable the business to ensure continuity is maintained across all of its education centres nationwide.

Vohkus' stock holding service allows Explore Learning to have readily available IT desktop equipment, with the right specification, to quickly build new sites 'out of the box'.

The results

The solution was implemented successfully, with stock holding smoothly syncing with the existing IT services Vohkus provided for Explore Learning.

Vohkus has now been fulfilling Explore Learning's stock holding duties for over 10 years, meeting the needs of over 3000 users, across over 130 UK-wide centres.

With this long-term relationship in place and having gained a deep knowledge of the organisation, its requirements and priorities, plus the needs of the users, we're able to strategically advise and assist the Explore Learning team with budget planning and optimisation, to ensure they get the best possible service and IT kit at the best price.

We make sure that the decision-makers are proactive and fully prepared for changes, so they know in advance the cost of rolling out a new site. Our team are also committed to helping the client make further cost savings, such as using condensed pallets (where possible) to save money on part-used pallets.

“We've been really impressed by the simplicity and handling of stock throughout our stock holding agreement with Vohkus. The system for stock rotation and consolidation of pallets, plus the overall clarity of the volumes stored, gives us clear forecasting for both our financial accounting and our product procurement.

ABOUT VOHKUS

Vohkus delivers IT enabled business solutions and services, and is a trusted technology partner for both private and public sector clients, many of whom operate across the globe.

Our capability is end2end:

**Consult >>> Design >>> Supply >>>
Deploy >>> Manage >>> Support**

Over the years, we've increased the volume of our stock holding, in order to benefit from greater economies of scale in our purchasing of kit. This process has been made seamless by the attention to detail demonstrated by Vohkus' Logistics and Warehousing teams." – IT Director at Explore Learning

Our stock holding contract has strengthened our relationship with Explore Learning, enabling us to improve their business and manage their IT rollout more effectively. As the company continues to expand, potentially into the US, Vohkus remains a big part of Explore Learning's growth journey

About Vohkus

Vohkus delivers IT-enabled business solutions, consultancy and managed IT services, and is a trusted technology partner for both private and public sector clients across the globe.

Stock holding and DLM solutions from Vohkus

Vohkus offers a wide range of desktop lifecycle management services (DLM) for businesses, including stock holding. Our DLM solutions save companies a lot of money and resources, taking the hassle and strain out of sourcing, storing, delivering, configuring and deploying new or replacement IT equipment. We cover the whole desktop lifecycle, even included the disposal and recycling of kit.

Learn more about stock holding and other DLM services by speaking to our support team: support@vohkus.com.