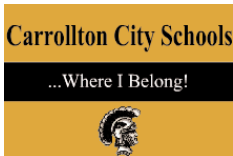


### Innovative Georgia School District Deploys BXP To Bring Technology Home For Low-Income Kids

*"...BXP definitely provides the chalk-board reliability that we need from technology."*



#### BXP CUSTOMER

Established in 1886, the Carrollton, GA, City School System consistently produces high-level educational opportunities through a process of continuous improvement, creating a quality educational community that meets the intellectual, physical, social and emotional needs of all students. The system has a centralized 150-acre campus that houses four schools serving about 3,500 students. Carrollton is a technologically advanced system with its own fiber-optic network and an enviable 3-to-1 student/computer ratio.

#### BXP PARTNER

Georgia-based VirtuCom, Inc. is a full-service technology solutions company with a focus exclusively on serving the public sector, primarily K-12 education. VirtuCom was founded in 1995 to make a difference in the lives of children and their teachers by providing real technology solutions as a trusted extension of the staff. VirtuCom recommended the BXP solution for the Carrollton City Schools' EmpowerLink initiative.

#### TECHNOLOGY CHALLENGE/EDUCATIONAL INITIATIVE

Taking advantage of a grant from the private Carrollton City Schools Education Foundation, the district launched EmpowerLink, a school-to-home computer network project in the summer of 2004 that sought to:

- use technology to improve the at-home learning environment for low-income, at-risk students. The district provided BXP-enabled diskless PCs to students in two housing developments served by the district;
- provide the students and their parents with fast, secure, dependable technology that could be maintained and managed centrally by the district's IT department;
- utilize low-cost, low-maintenance PCs that had no hard drive, few moving parts and therefore very little physical value.

"Our goal with EmpowerLink was to narrow the technology divide between our lower income students and their more affluent peers. The kids we reached out to have far fewer options in accessing the Internet and technology in general, when they aren't at school. For example, they don't have the transportation options that would enable them to get to a library, and they don't have the family resources to purchase PCs and get connected," said Steve Spofford, the district's Chief Operating Officer.

"With EmpowerLink we wanted to make sure that no child is being left behind. Of course we didn't want to put full PCs in every apartment because we knew that in order to succeed we needed PCs that required as little maintenance as possible...fast, dependable technology that we could manage centrally.

"Because we wanted to keep our costs down, we had pretty much settled on thin clients as the way to go, but our technology advisors from VirtuCom came to us and suggested VenturCom's BXP as an alternative. They explained that using BXP would give the kids a lot more functionality than thin PCs and a better overall experience. VirtuCom also said that BXP would make the PCs easier for us to support and manage. I said: 'hey, show me that it works. Convince me and we'll use it'. They were able to do that," said Spofford.

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## SOLUTION

VenturCom's BXP dynamic-image-provisioning software solution, which:

- provided the district's IT department with the remote management capabilities and system control that were required for success. The combination of BXP's user-functionality and central-management capacity far exceeded that of standard desktop PCs with hard drives, or that of thin client/fat server configurations;
- gives users the full functionality of a full-loaded PC - full access to peripherals such as printers, and full application processing at the desktop, even for CPU intensive applications such as CAD/CAM, that thin clients cannot. Also BXP-enabled PCs can be centrally managed for cost-effective support/maintenance;
- does not require a change in existing architecture or a large investment in server infrastructure, allowing for the immediate ROI that schools are demanding.

The district launched the EmpowerLink initiative in mid-July of 2004 and while the students' performance will be measured over time, Spofford said the district is pleased with the early anecdotal results and is getting positive feedback from the students and their families. "We know that these machines are being used 24/7... and they're standing up to the wear and tear," he said.

Spofford shared a very positive story. "The day the BXP-enabled PCs were installed, one third grader who had not yet passed the mandatory test that would allow him to progress to fourth grade was very excited because he would have access to the online help materials in his home during the summer." The child used his in-home PC during the summer and passed the test.

Spofford acknowledged that BXP's functionality, reliability and ease of maintenance has been very impressive.

"BXP has delivered the management and user benefits that we were assured it would. And this has been a very effective trial for us. It's something we definitely will be looking very hard at for use throughout our district."

## ABOUT VENTURCOM

VenturCom is a global leader in designing and developing software solutions that enhance the control, dependability and management of Windows® operating systems, and that extend the Windows OS.

VenturCom has a worldwide base of nearly 3,000 customers in 45 countries, including more than two dozen in the Fortune 100.

Leading VenturCom customers include: School Districts/Worldwide, EMC, Siemens, Lockheed Martin, Honeywell, Network Engines, Diebold, Dow Corning, Boeing, Radio Shack, Rite Aid, Bombay Company Education/Worldwide

VenturCom partners include: Dell, HP, IBM, Microsoft, Intel.

## SOFTWARE SOLUTIONS

- **BXP** – enables dynamic image provisioning and centralized IT management of PC and Server images, and has widespread enterprise applicability.
- **RTx** – controls Windows and offers greater flexibility, reliability and real-time.
- **Phar Lap ETS** – the smallest footprint Win32 real-time operating system.
- **ReadyOn** – provides Instant On/Instant Off functionality for Windows devices.



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