academia
for education

BUYER'S GUIDE

The National Desktop & Notebook Agreement
2018

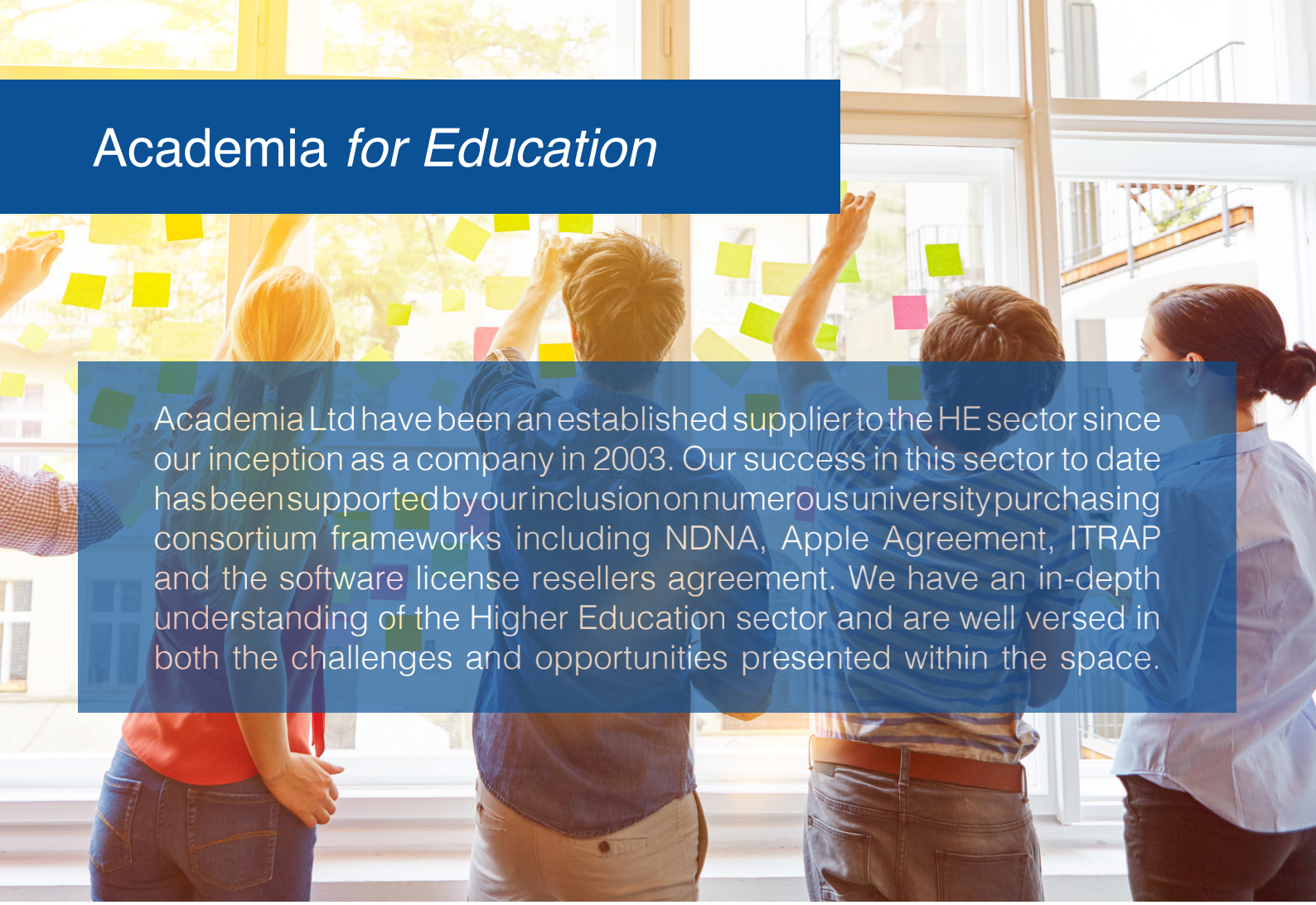
NDNA
National Desktop and Notebook Agreement

LONDON UNIVERSITIES
PURCHASING CONSORTIUM

Academia Ltd
01992 703 900
hp@academia.co.uk
8 Kinetic Crescent, Innova Park, Enfield, EN3 7XH

https://ndna.store.academia.co.uk

Academia *for Education*



Academia Ltd have been an established supplier to the HE sector since our inception as a company in 2003. Our success in this sector to date has been supported by our inclusion on numerous university purchasing consortium frameworks including NDNA, Apple Agreement, ITRAP and the software license resellers agreement. We have an in-depth understanding of the Higher Education sector and are well versed in both the challenges and opportunities presented within the space.

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Summary of Agreement Details

Supplier Name:
Academia Ltd

Order address:
Design Technology Centre, 8 Kinetic Crescent, Innova Park, Enfield, EN3 7XH

Contracted for Supply of:
Desktops and Notebooks

Agreement Type:
National commencing for 3 years on 31st August 2017

Co-ordinated by:
LUPC (London Universities Purchasing Consortium) on behalf of all nominated Consortia-affiliated HEIs and Colleges of Further Education plus the Research Council bodies

Credit Terms:
30 days from date of invoice

Delivery charges and location:
Zero charge to all Member sites based on any department, faculty or building including non- ground floor locations

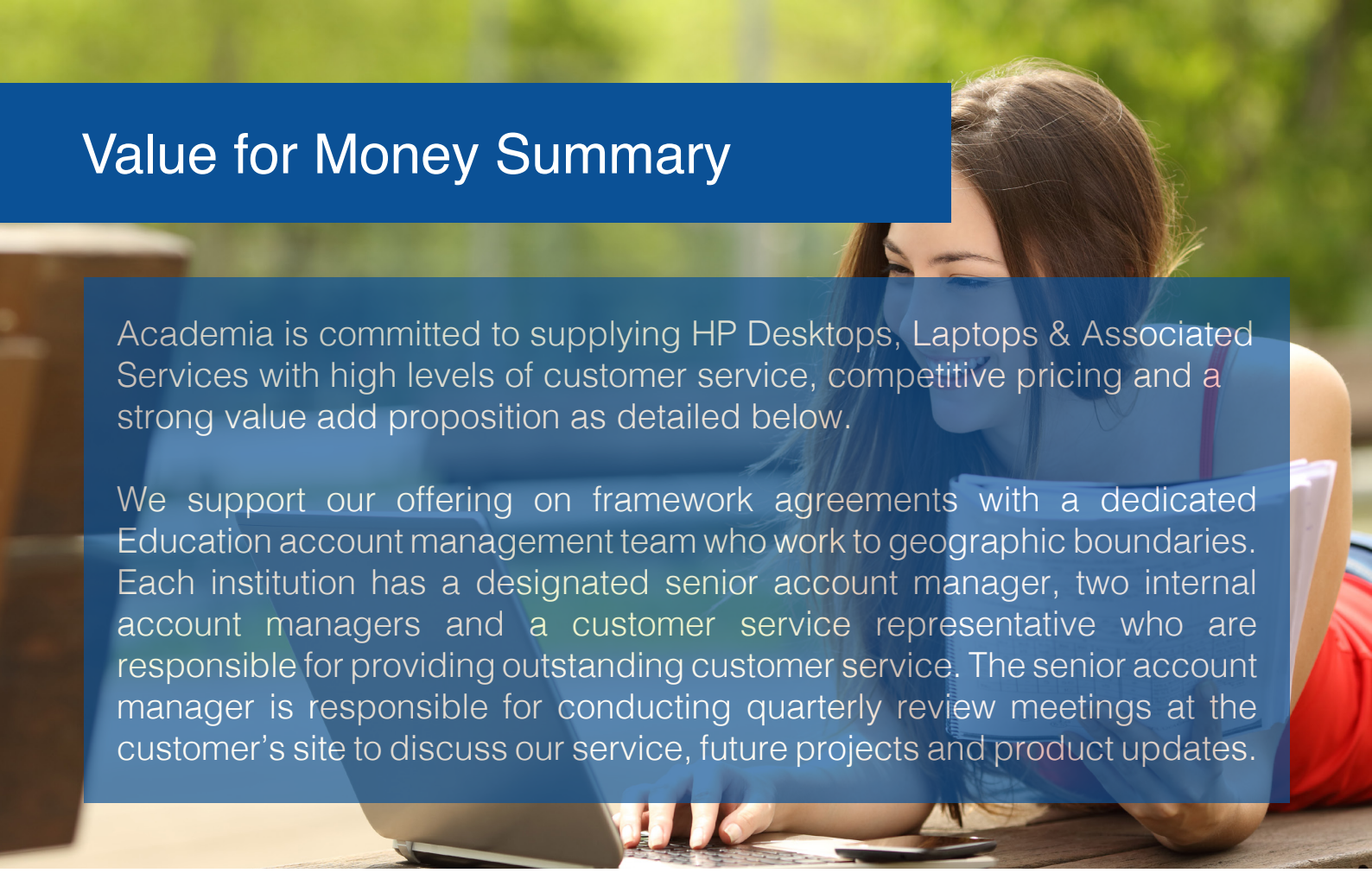
Track and Trace:
Yes via courier website

Principal contract manager (Academia):
Mark McCormack
mark.mcormack@academia.co.uk

Contact Information

General telephone:	01992 703 900 - 1 for Education Sales
Support:	020 8400 9400
Customer Services	01992 703 900 - 6 for Customer Services
Rate:	Local
Email:	hp@academia.co.uk
Support Email:	support@academia.co.uk
Fax:	08456 120 119
Web Store:	https://ndna.store.academia.co.uk
Hours/days of cover:	08:30 – 17:30 Mon to Thu, 08:30 – 17:00 Fri

Value for Money Summary



Academia is committed to supplying HP Desktops, Laptops & Associated Services with high levels of customer service, competitive pricing and a strong value add proposition as detailed below.

We support our offering on framework agreements with a dedicated Education account management team who work to geographic boundaries. Each institution has a designated senior account manager, two internal account managers and a customer service representative who are responsible for providing outstanding customer service. The senior account manager is responsible for conducting quarterly review meetings at the customer's site to discuss our service, future projects and product updates.

Account Management

Our entire business has been founded on strong relationships with our customers. Therefore, all HE establishments have a dedicated Account Manager within Academia. These team members are trained on a regular basis to ensure product and market knowledge is maintained. Your Account Manager will be available on Tel/Email during office hours and are encouraged to meet regularly with customers. In addition to hardware knowledge, all team members also have an in depth understanding of how technology can be effectively used to enhance teaching and learning.

eCommerce / Hosted Catalogue / Punch-out Integrations

Academia will provide a central online catalogue showing products/prices and in addition are happy manage a customer specific online catalogue tailored to your requirements. This can be an effective way of giving staff within your organisation visibility of a restricted catalogue with the abili- ty to raise their own quotes. In addition, Academia can streamline the order process by integrating the online catalogue with your e-procurement system. Please email our eCommerce Manager marc.winn@academia.co.uk for further information or speak to your Account Manager. Academia will also issue a monthly price list via email in .csv format to allow upload to your own systems.

Academia have existing relationships and are already transacting with HE customers through Science Warehouse, SciQuest, PECOS, Parabalis/Proactis and Basware. We offer both a hosted catalogue upload and punch-out service which includes cXML invoice integration.. Should a member utilise a different eProcurement tool to those listed above we are open to working with them to meet the needs of the customer.

Visit the Web Store: https://ndna.store.academia.co.uk

Online Quotes

Easily create a quotation and have a PDF proposal sent to your inbox in seconds. Convert your quote to an order and keep track of all you quotation and their statuses.

Student / Staff Options

Academia already manage a large number of Webstores for Educational customers; see https://studentsuperstore.co.uk

These stores provide a great platform to offer staff and students the benefits of your organisation's central Hardware and Software Agreements. Academia will offer discounts to staff and students for individual purchases via this model.

Student Device Schemes

We have noticed an increasing number of Universities looking to offer devices to students to address this opportunity. Student device schemes play a key role in offering Universities competitive advantage in a market where student numbers are becoming increasingly important for funding. The lure of the latest piece of technology, offered as part of a degree, is an ever growing marketing tool utilised by the sector.

As a result Academia have developed a strong solution offering (unique to Academia) and are currently delivering some of the largest student device schemes in Europe. Our systems that underpin these schemes have been created to give our education customers the ability to offer a scheme with little to administrative burden being placed back on the institution. As a leader in this space, Academia are working with a range of Universities to discuss their mobile learning strategies, we host a number of symposiums throughout the Academic year to promote best practice. This provides an opportunity to collaborate with HP and position HP technology at the centre of these deployments. Typical deployments of this type range from 1000 – 10000 devices

Configuration

Including installation of RAM, hard drives, graphics cards, Asset tagging and BIOS updates. This work is undertaken in our in house high security, configuration / service centre in Reading, however where appropriate we can also undertake at a customer's site

Asset Tagging / Imaging

Academia is able to provide both asset tagging and pre-imaging services at discounted rates under the NDNA agreement. These services will need to be ordered at the same time as the hardware but can save time at implementation.

Lid Printing

Academia can screen print most devices with your logo – giving a greater sense of ownership and security.

Security Marking

There are various methods of security marking from stencil etching, DNA paint and SmartWater to customised, permanent artwork. These security marks are used to deter theft by removing the appeal of the equipment and the resale opportunity. A security marked item also increases the opportunity of reuniting the product with its rightful owner if lost or stolen. Academia can provide a range of security marking services including printing your organisation logo on the screen backs.

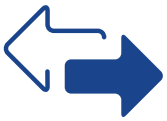
Recycling / WEEE disposal

Academia is committed to meeting WEEE regulations and can manage removal of old and EOL IT equipment. We provide an in house IT Asset disposal service which is licensed to handle waste and provide refurbishing services under Environment Agency permits. We are therefore able to offer our own trade in schemes offering up front discounts based on trading in older devices, we find this often brings forward the refresh cycle. Through the same facility we also offer a scrapping facility for machines beyond economic repair

Following disposal, you will be provided with a full asset statement for audit purposes. Often your old machines will hold a recycling value in which case your Academia Account Manager will be able to provide a further discount on the new machines being purchased. Please specify this when requesting a quote.

Reporting

Academia is able to schedule regular reports to your organisation providing data such as Asset ID, Serial Number, Sales Orders, Quotes, etc. Please discuss your requirements with your Account Manager.



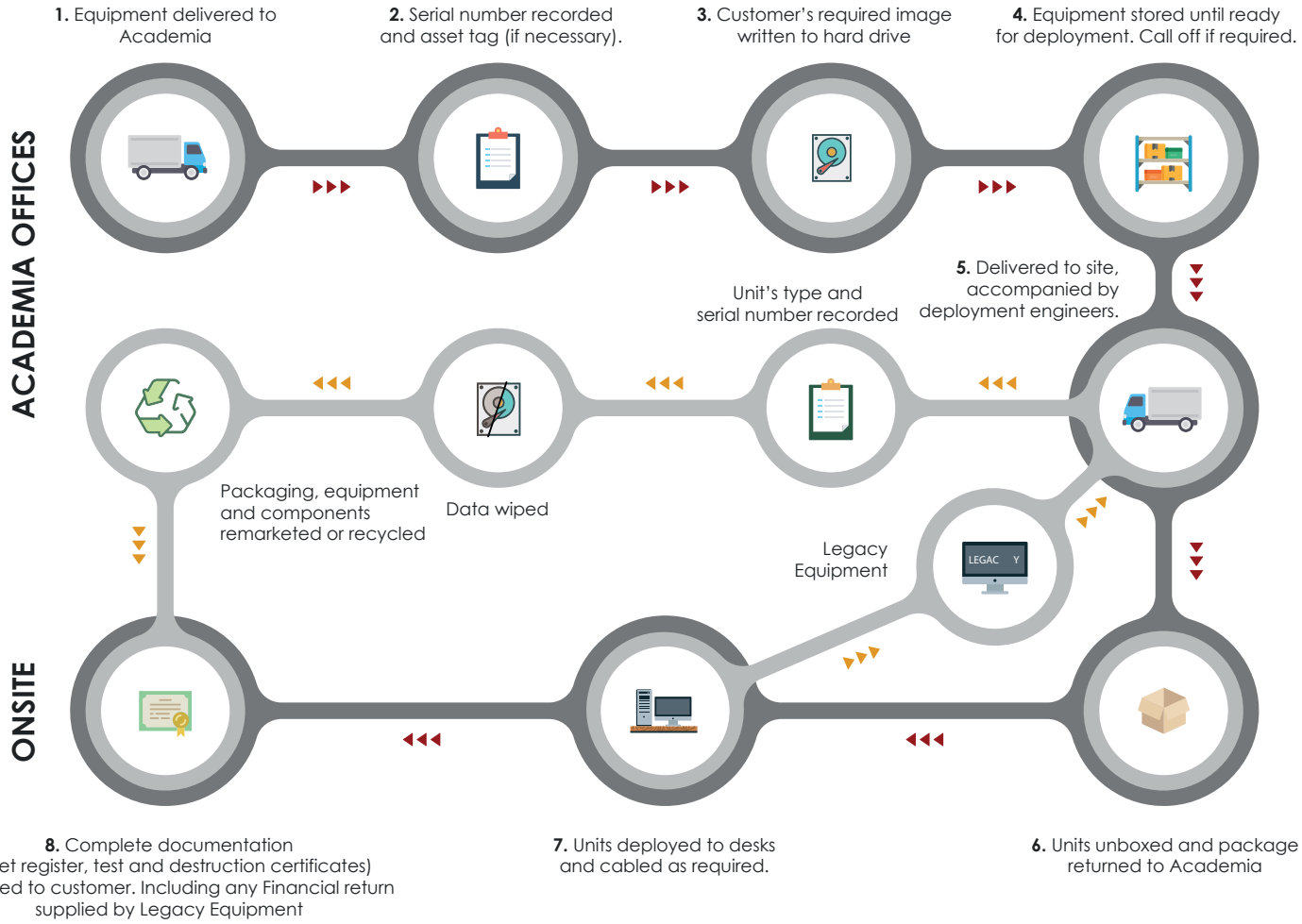
Deployment Services

Academia appreciate the importance of offering a full ‘wrap around’ service for larger roll outs and fleet refresh. Academia operate a dedicated, purpose built, high security configuration and service centre. This facility provides Academia with a hub for delivering value added services to the Higher Education space. These services include These include: arranging delivery, storage, software builds, packaging disposal, installation to desk, managing downtime, organising the disposal of the legacy equipment to list just a few. Academia offers a flexible client deployment service that can be tailored to best meet the needs of your organisation, offering a hassle free client roll out.This is particularly relevant in peak periods when University internal IT resource can become constrained. The rigorous processes and proprietary systems in place at our configuration/service facility provide bandwidth to process up to 3000 devices per week. Not only removing the reliance on distribution to provide these services but allowing us to maintain control throughout the supply chain. Economies of scale allow us to return a saving to NDNA members for these services

RANGE OF BENEFITS TO YOUR ORGANISATION

- Free up staff resources
- Simplify the deployment process
- No storage headaches - new and legacy equipment
- Fast deployment with minimal downtime
- Legacy equipment removed from site as part of the deployment process
- All packaging removed from site
- Asset register provided, containing serial number, asset tag and device specification
- Installation can be called off in batches from storage
- Compliance with environmental and data standards
- Reduced acquisition costs through the resale of legacy assets

PROVIDING A COMPLETE DEPLOYMENT SERVICE

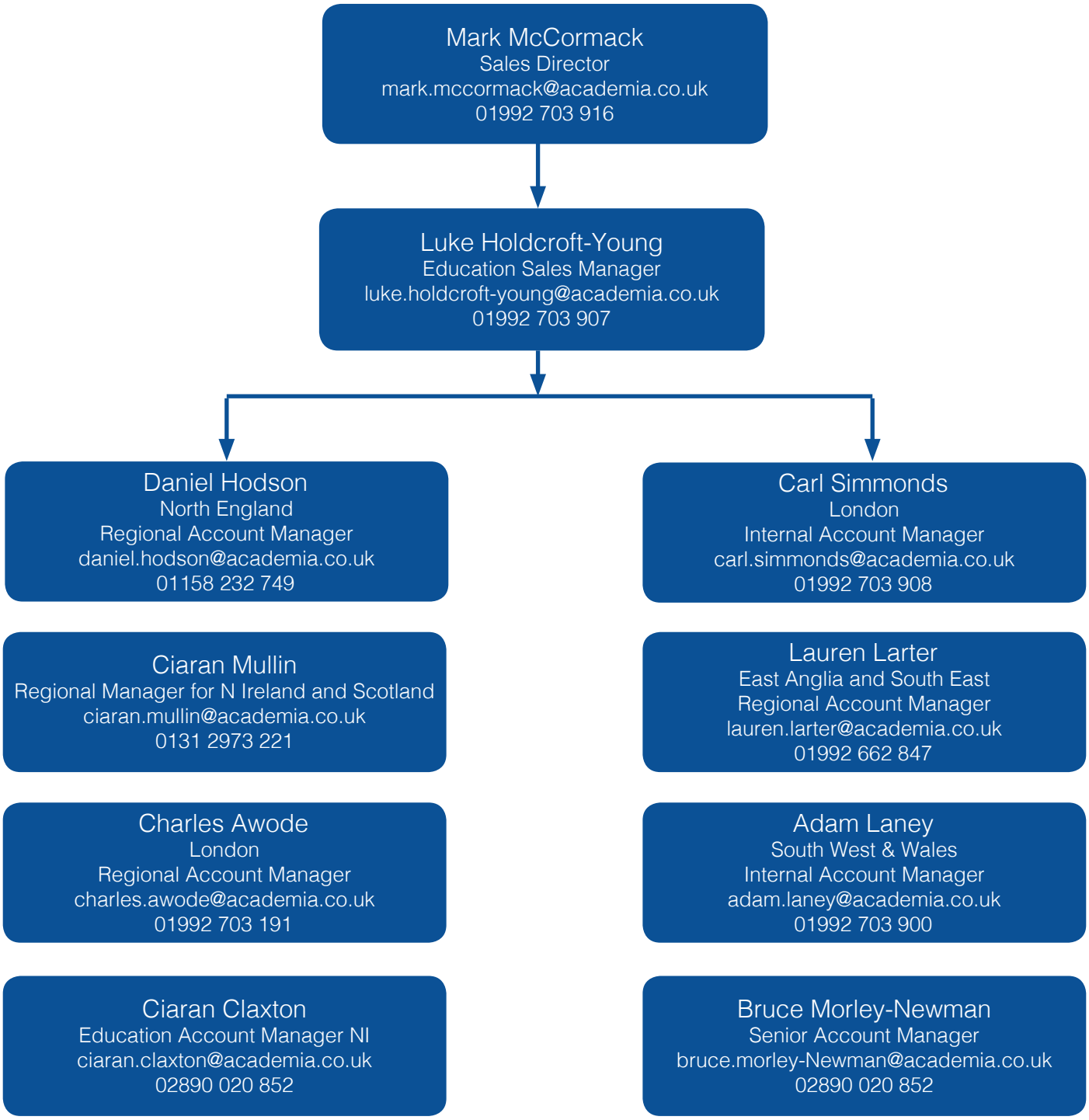


ACADEMIA OFFICES

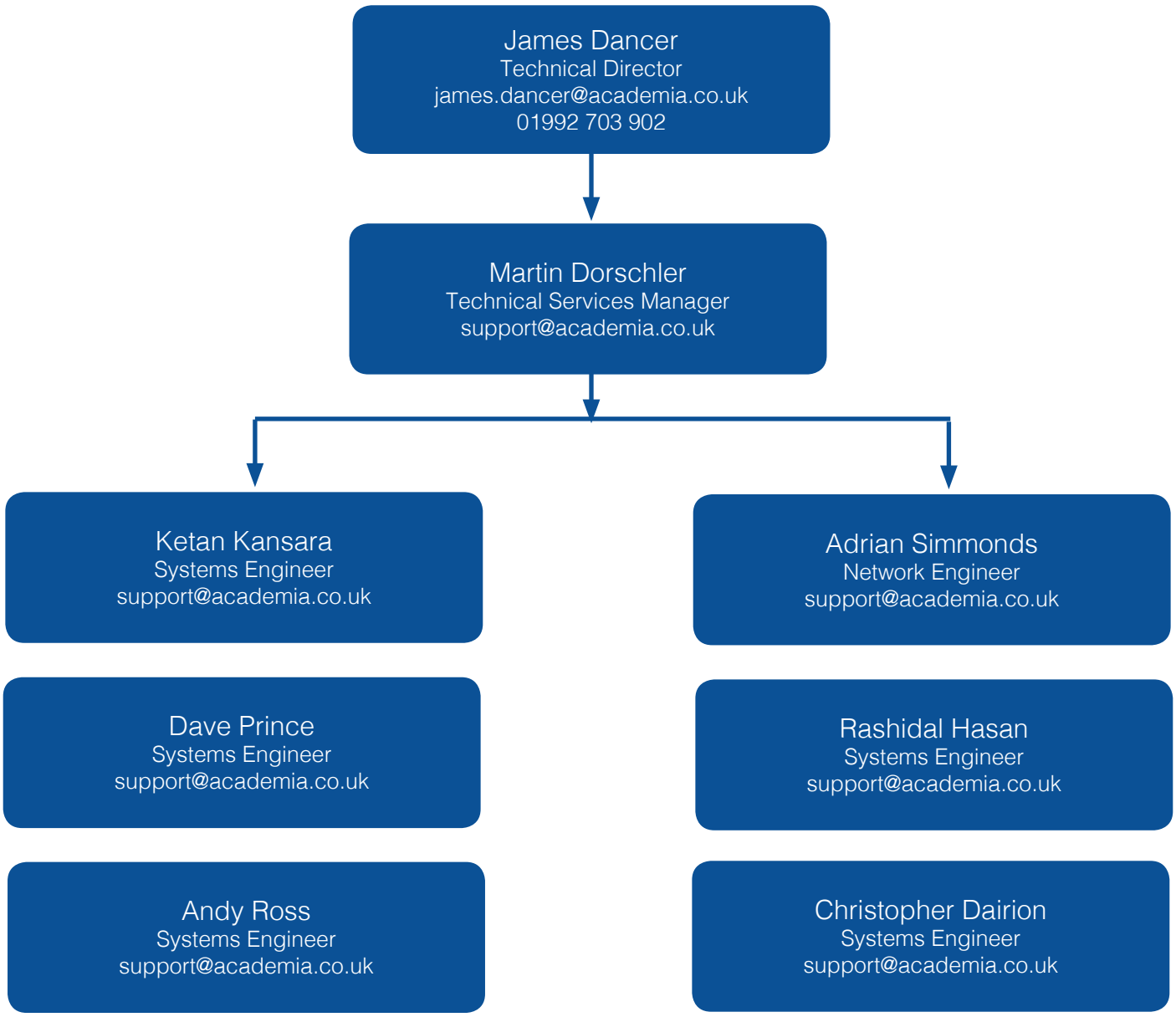
ONSITE

01	New Equipment Delivered to Academia.
02	Serial numbers, Specifications and MAC addresses captured. Asset tagging (if required)
03	Equipment Configured - i.e upgrades and imaging
04	Stored ready for deployment.
05	Delivered to site, accompanied by deployment engineers
06	Equipment unboxed and packaging returned to Academia.
07	Equipment deployed to desk and cabled as required.
08	Complete Asset Register Provided

Sales Organisation Chart

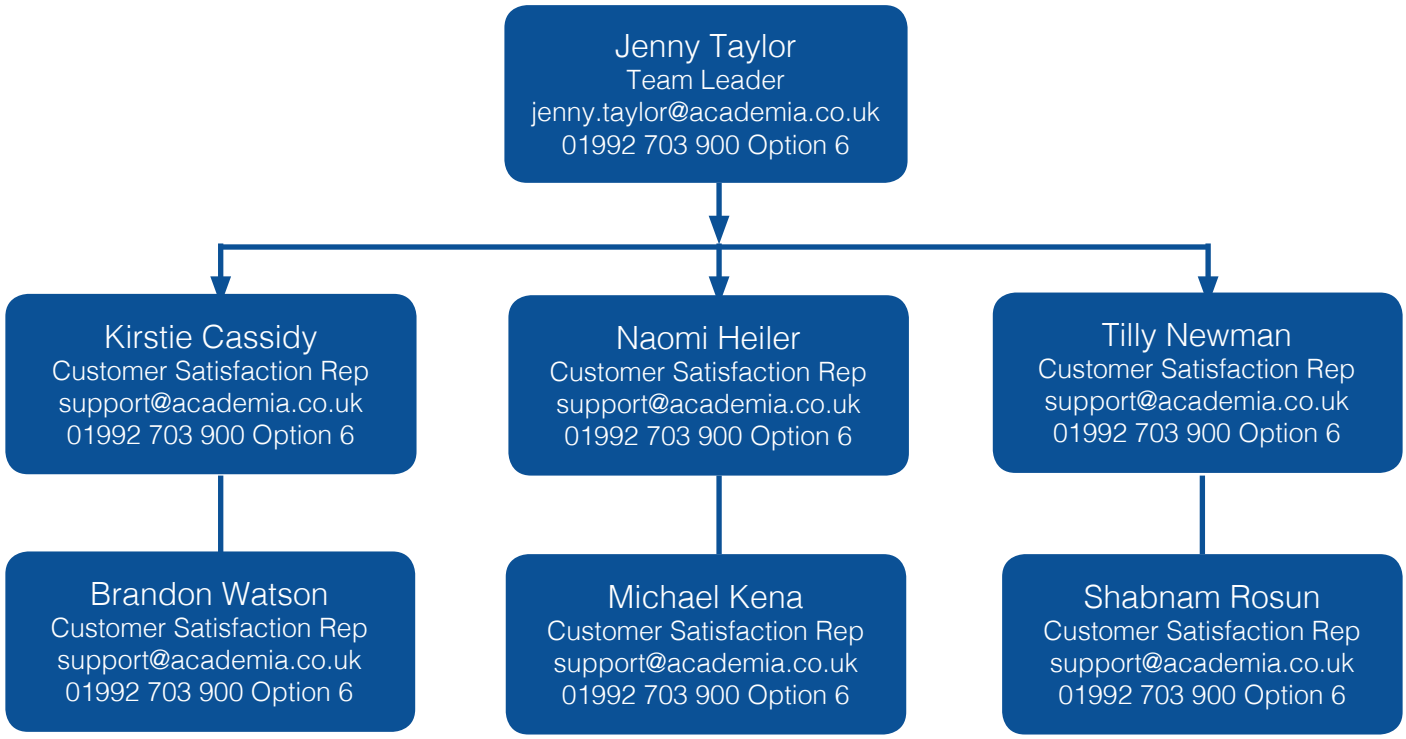


Technical Organisation Chart



Accounts Organisation Chart

Customer Service Organisation Chart



Recommended Products

HP EliteBook x360 1030 G2

Seductive. Secure. Your new favorite carry-on

With 360° of versatility across five modes, unmatched security, and up to 16 hours and 30 minutes of battery life3, the thin and light HP EliteBook x360 1030 is the perfect PC for highly mobile professionals. Wherever business or pleasure takes you, set a new benchmark for work and fun.

Buy Online | Download Spec Sheet

HP Pro x2 612 G2

Versatility. Security. Durability.

The versatile HP Pro x2 612 design strikes the right balance of mobility, durability, and security in an affordable device that is designed to last. Ideal for mobile professionals and optimized for managed IT environments, this affordable PC extends productivity outside the office.

Buy Online | Download Spec Sheet

HP EliteBook 840 & 850 G5 Notebook PC

A distinctively designed notebook that lets you work anywhere

Beautifully crafted with the modern professional in mind, the highly secure and manageable HP EliteBook 840 offers powerful collaboration tools, so you can be as productive as ever, on the go or at the office.

The beautifully designed, highly secure and manageable HP EliteBook 840 & 850 offers powerful collaboration tools to keep you productive on the go or at the office.

HP EliteBook 840

Buy Online | Download Spec Sheet

HP EliteBook 850

Buy Online | Download Spec Sheet

HP Technology for Office of the Future

Design

- World’s thinnest & lightest business laptop[14]
- Elite Design

Security

- World’s most secure & manageable PCs[15]
- HP Sure View[16]
- HP Sure Start Gen3[17]

Collaboration

- World's first notebook purpose-built for collaboration[18]
- HP Noise Cancellation & HP Audio Boost

HP SURE START GEN3

FIRST SELF-HEALING BIOS IN INDUSTRY HISTORY

CUSTOMER BENEFIT

Self-Heals BIOS from

Malware, Rootkits, Corruption

in less than a minute!

Minimize Downtime

Automatically recovers BIOS in 30 seconds…

…without the need for Support Calls or IT intervention.

Increase Security

Protects where anti-malware is powerless…

…including against malware attacking SMM BIOS code capable of taking control of PC

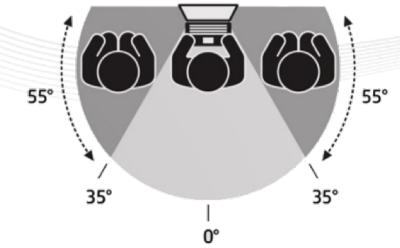
Simplify Management

Auto-recovers Custom BIOS settings & policies…

… and manageable with Microsoft SCCM (setup, settings, policies, monitoring)

HP SURE VIEW

WORLD'S ONLY CONVERTIBLE WITH AN INTEGRATED PC PRIVACY SCREEN[30]



As simple as **pressing FN + F2**

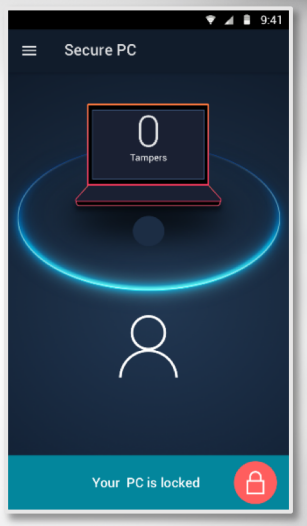
Visual protection starts when others are **35° from the center**.

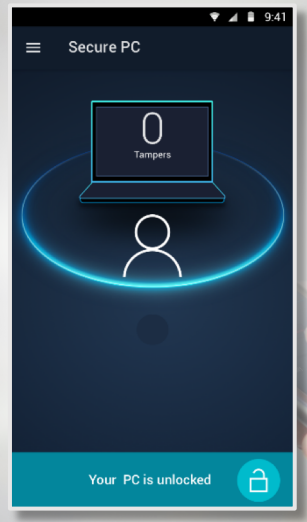
Viewed at an angle, it reduces up to **95% of the visible light**

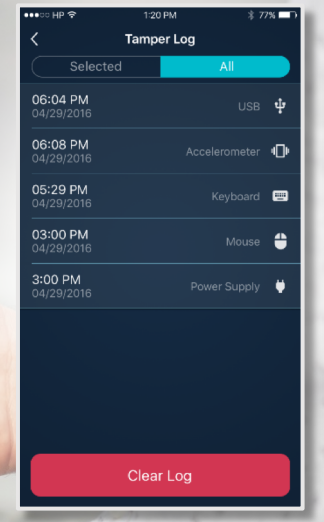
HP WORKWISE

WORLD'S FIRST SMARTPHONE APP FOR PC TAMPER DETECTION

HP WORKWISE
SECURITY







Automatically Locks PC

when User is away

Automatically & Securely Unlocks PC

when User is back

Detects PC Tamper

Sends Notifications to User

*Windows-based phones are planned to be supported as of summer 2017

ENTERPRISE MANAGEABILITY

HP MANAGEABILITY INTEGRATION KIT

You use

Microsoft SCCM

Create OS images, Manage security & BIOS settings.

~~"manual" work , additional software or development~~

so

HP developed

HP MANAGEABILITY INTEGRATION KIT (HP MIK)

Image Creation

- Set BIOS Configuration (BCU)
- Create HP Client Boot Image
- Create Deployment Task Sequences
- Download and Import HP Driver Packs

Security Management

- Credential Management
- Port control Management
- HP Multi-Factor Authenticate (Intel)
- Multi-Factor Authentication (AMD)
- JITA
- TPM Management
- HP Sure Start Policies
- Device Guard

BIOS Management

- Set and report BIOS settings (BCU with GUI)
- Graphical user interface to set 100+ BIOS settings.
  - UEFI vs Legacy
  - Boot Order
  - BIOS Version Lock
  - Enable/Disable Virtualization Support

You have a fleet of devices to manage

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