

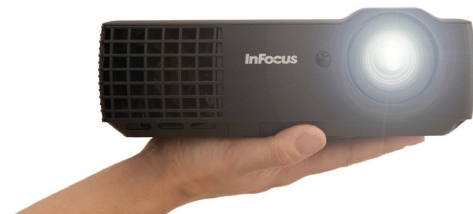
Texas School District Standardizes on InFocus Projectors Due to Superior Performance & Reliability

InFocus

The Gainesville Independent School District includes seven K-12 schools located in North Central Texas. IT Director Jennifer Coleman oversees the technology selection and implementation in all district schools, working with integrator CDW. To ensure the same consistency and quality in each classroom, the Gainesville school district standardized on InFocus projectors in 2009 and has never looked back.



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Challenge

Gainesville district teachers are dependent upon multimedia content and uniformly dependent on the projectors. “The teachers use projectors six-seven hours a day, five days a week to engage with students for multimedia lessons from interactive white boards, document cameras or other interactive devices,” said Jennifer. “It’s part of our core curriculum to present and model activities before students can complete those activities – even in one-to-one situations.” Reliability was a critical selling point, along with a competitive price point. The school district also required use of a VGA interface, wired connection for ceiling-mounted units, and resolution of at least 1024 by 768 and high brightness to compensate for the wash-out effect of the classroom’s fluorescent lights.



Solution

Jennifer began with InFocus projectors for just two classrooms in 2006, but in 2009 took advantage of a US government grant to purchase projectors for all 250 classrooms in her district. Working with integrator CDW, she conducted a specification comparison of projectors at similar price points but ultimately selected the InFocus IN114X projector based on the superior performance of the projectors in the first two classrooms. “The specs for the projectors we need are pretty much identical,” she said. “However, the InFocus projectors have superior hardware. They have held up without issue under intense use.” She explained that the projectors she deployed in 2009 are still working fine and in active use. Jennifer is currently working through a replacement/upgrade schedule – starting with the

older implementations - but emphasizes that it's to take advantage of new InFocus features such as interactive whiteboard via projection and improved brightness, and not based on degrading quality or broken units.

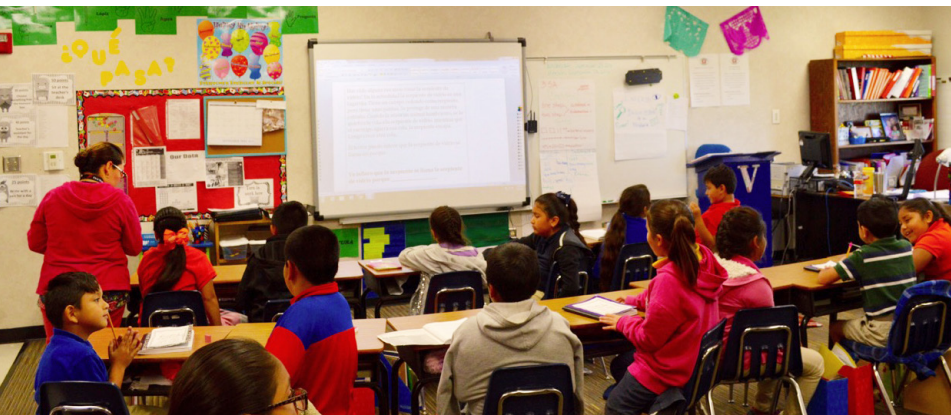
At one point during her replacement schedule she worked with a different integrator who replaced older InFocus projectors with ones from a different manufacturer. “What a mistake,” she says. “It was simply an inferior product. Those projectors uniformly failed less than two years after we installed them. Power supplied failed, internal lamps and lenses failed – I had to send the projectors in for repair for pretty much the cost of a new projector. I immediately went back to InFocus. I returned to what works.”

Results

Jennifer uses a single projector model type for all classrooms within a school, typically the InFocus IN114X, a compact, lightweight projector that beams 1000 lumens of brightness with a 10,000 hour lamp that virtually never needs replacement. The district standardized on InFocus projectors for all schools, working with CDW for volume pricing. Jennifer happily reports that she has never had to contact InFocus, which she says is a positive outcome. “If I have to deal with a manufacturer, it means something is wrong. I've never had to call InFocus. The products just work.”

At a Glance

- Price competitive, extremely reliable and consistent throughout heavy use
- Bright and powerful, with good lumen counts and resolution appropriate for classroom use
- Upgrade schedules ensure that teachers have access to expanded features and capabilities, while staying within the same product family and the same user interface.



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