

FLAGSHIP CASE STUDY PROJECT



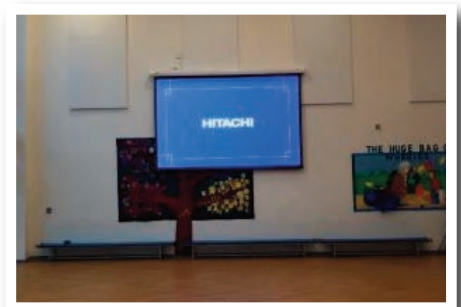
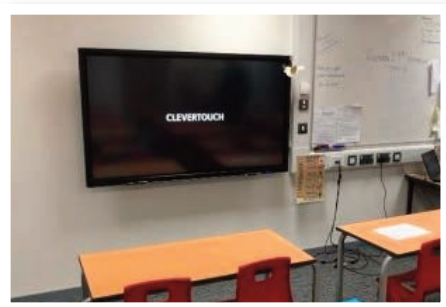
Project Value:
£30,000

Project Overview:

**11 Touchscreens
& 1 School Hall**

Key brand: **Clevertouch**

"We have recently moved into a new build school & needed new interactive white boards in all of the classrooms. We chose Roche as they were able to source various different boards for us to demo before we made a decision. The team at Roche were very helpful in organising, setting up & quoting us for these boards. After we made a decision on the Clevertouch board, Stafford & his team helped us pick a spec suitable for our needs. The install was handled professionally & they took into account where each board would need to go depending on the use of the classroom. Roche also advised us on, & installed, an AV system in our new hall. Ensuring the screen & projector were adequate to suit the size of the hall. Since the install, Roche have been on hand to help with any queries or questions we have." - Katy Shackleton, Copley Primary School



PROJECT TIMESCALE & RESULT

Background: Roche have worked closely with the School over a number of years and installed their original Smart Interactive Whiteboards & Touchscreens to the old School over 10 years ago, replacing and updating rooms as they failed over the years. In 2018 construction began on a new £8.6m site which would replace the old school building.

Stage 1: Primary Meeting – National Senior Accounts Manager, Stafford Lund from had a meeting with a number of representatives from the school, including the Headteacher, Head of IT and Estates. They discussed what the School currently uses and how they wish to teach in their new building.

Stage 3: Decision – during the technology day Clevertouch came out on top. However, as the school currently used Smart, they had slight reservations over the teaching content. In light of this Clevertouch loaned them a trial unit for 2 weeks to use in situ. This period allayed any fears & Clevertouch was the chosen solution.

Stage 5: Site Surveys – As this project was a new build initial site surveys were not an option. In lieu of these, review meetings with the School & building contractors took place throughout the build process, ensuring all services were in the correct locations & the walls had been adequately strengthened.

Stage 7: Sign off – Stafford Lund and Lead Engineer, Michael Joliff, signed the project off with no issues. As teaching was to begin the following week, they gave the School an initial handover as well as an overview on how to use the new screens and projection system in the hall.

Stage 2: Demonstration – Roche organised Free of Charge technology days on-site and invited a number of leading manufacturers along to demonstrate their products. These manufacturers included Clevertouch, Smart, BenQ, Iiyama and Sharp.

Stage 4: Financing – Due to the value of the touchscreens and the Hall, and this being a new build, the project was being funded by the local council. The School went out for tender on **CPC** for competitive quotes and Roche AV won the project.

Stage 6: Install Schedule – Due to adverse weather conditions the build was behind schedule, however as the School had ordered early it allowed Roche to work closely with the contractors and allocate the time needed. Roche engineers then went above and beyond to ensure all deadlines were kept.

Stage 8: Training – Clevertouch have been hands-on from start to present on the project. Basic training was provided during the loan period. Since the installation and initial training, Clevertouch are still continuing with Free of Charge training as part of the whole 5 year project offered to the School.



The installation was completed and signed off in time for the new term. Roche are proud to have delivered a high quality learning solution that will benefit the experience of children in our local area for years to come.

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