

## Insight Helps London South Bank University Equip its Students With the Tools for Career Focused Learning

London South Bank University (LSBU) has been preparing students for their working lives for over 125 years with its professionally recognised, accredited courses.

To help its students get started with their studies from day one, LSBU wanted to provide new starters with a Samsung tablet.

### The Challenge

Located in the heart of the UK's capital, LSBU's strong links with employers, specialist teaching and wealth of opportunities for practical experience, make it the ideal destination for the ambitious student.

The university's career-oriented approach to learning was recognised when LSBU was named University of the Year for Graduate Employment by the The Sunday Times Good University Guide. A title it held in both 2018 and 2019.

Many of LSBU's students get a taste of the workplace early on in their course, with placements in healthcare settings, schools and legal advice clinics.

As part of its commitment to preparing students for employment, LSBU wanted to equip first years in three departments with a mobile device they could use for lectures, work experience and self-study.

This presented LSBU with the challenge of taking delivery of 1,650 32GB Samsung Galaxy Tab A tablets in a short timeframe. Not only did the devices need to be ready to use when the students arrived, they had to be on-site by the end of the final term for the university to meet its budget conditions.



### Quick Overview

LSBU wanted to provide new students in three of its departments with Samsung tablets – a total of 1650 devices.

The project had to be completed within tight timescales to ensure the tablets were ready for the students' arrival and to align with LSBU's financial year end.

The Samsung Galaxy Tab A tablets were delivered to LSBU in time for the start of the university's academic year.

"We were very impressed with the solution, pricing and turnaround Insight achieved for us. Insight are easy to work with and the account team are always very responsive.

Thanks to their astute commercial outlook, our contacts at Insight were able to transact the order swiftly and effectively. Our new intake of students can now start their courses equipped with a Samsung tablet."

James King at London South bank University

## The Solution

LSBU's students need to use a wide range of software during their courses of study, to complete their curriculum modules and to fully participate in practical placements.

Insight recommended Samsung once Android was understood to be the platform London South Bank wanted to utilise for these devices, as this would allow students to access all the applications they needed for their studies.

The next step was to source the tablets – a 32GB Samsung Galaxy Tab A – and ensure they were delivered to the university before LSBU's financial year end.

LSBU turned to Insight to manage the deployment of the student tablets as Insight was able to adopt a more flexible approach than its competitors, and put together a solution and route to market quickly.

This flexibility was key to the success of the project. Due to the tight timescales, it was not possible to purchase such a large quantity of tablets from a UK supplier.

LSBU was able to set up all the devices ready for the students' arrival. On the first day of their course, students had a secure tablet loaded with applications for their curriculum, and instant access to the university intranet.

## The Benefits

LSBU was able to provide its new students with a Samsung Galaxy Tab A tablet, complete with applications and intranet access, ready for the start of term.

By providing devices to its students, LSBU is able to manage the maintenance, security and support of the devices more easily.

Giving all students the same Samsung tablet device means the university knows each student can access the software required for their course.

The Samsung Galaxy Tab A tablet roll-out means that LSBU can mitigate the security risks inherent in a bring your own device (BYOD) scheme, such as virus attacks and malware.

Insight delivered the tablets to the university in time for its financial year end, saving LSBU £250,000 excluding VAT.

## The Results Highlights



Insight sourced the required quantities of Samsung Galaxy Tab A tablets eliminating delivery delays.



Insight managed the route to market so LSBU took delivery of the tablets before the end of its financial year, saving the university £250,000.



New LSBU students received Samsung tablets, along with the applications they need for their studies on the first day of term.



LSBU is able to manage the security, support and maintenance of the devices, avoiding the difficulties of a BYOD scheme.