

IBM Global Financing Gives Degree of PC Ease to University of Santo Tomas

Overview

■ **The Challenge**

Asia's oldest university, University of Santo Tomas in the Philippines, needed to replace an ageing fleet of breakdown-prone personal computers with reliable low-maintenance PCs to assist its visionary e-Learning initiatives.

■ **The Solution**

University of Santo Tomas chose an IBM Global Financing lease that gives it the latest desktops and notebooks, backed by a three-year warranty, without hurting its cashflow.

■ **The Benefits**

University of Santo Tomas' lease from IBM Global Financing enables it to acquire more computers with its budget. The university has had 40 per cent fewer breakdowns since deploying IBM PCs, despite increasing total computer numbers.



The Challenge

University of Santo Tomas in The Philippines, the oldest university in Asia, has a student population of 30,000, making it the world's largest single-campus Catholic university.

Sprawling over 22.5 hectares in Manila, the university offers a rich curriculum ranging from Theology and Philosophy – taught since 1611 – to Medicine & Surgery, Engineering, Architecture and Legal Management.

Celebrating its 400th anniversary in 2011, University of Santo Tomas also actively engages with the latest advances in education. As well as planning to create a Cyber University and two remote campuses in coming years, it has embraced technology to deliver e-Learning programs to its students.

However, until September 2005,

the university's ability to deliver e-Learning programs was inhibited by a fleet of ageing personal computers from diverse manufacturers that were breaking down with increasing frequency.

University of Santo Tomas Vice Rector for Finance and Computer Center Director Father Melchor Saria said the old computers were not meeting student needs. "The old equipment could not run some advanced programs, especially for CAD and graphic design, which students have to learn," he said.

"We had numerous computers that were breaking down or encountering a lot of technical problems. Our team of less than 10 technical people assigned to maintain the university's 3000 computers was often overloaded."

"By assisting us to stretch out our budget without straining cashflow, IBM Global Financing has enabled us to buy, on a regular basis, the additional equipment we need."

*Father Melchor Saria
Vice Rector for Finance & Computer Center Director
University of Santo Tomas*

The Solution

In August 2005, University of Santo Tomas accepted an attractive lease-to-own proposal from IBM Global Financing. Within a month, the university took delivery of its first consignment of IBM computers.

The ThinkCenter E51 desktops are configured with 17 inch CRT monitors, 512 megabytes of memory and 80 gigabyte SATA hard disk drives. They run the Microsoft Windows XP operating system. This first delivery of IBM systems was installed at computer labs in the Engineering, Graduate School, Commerce, Education and Pharmacy faculties. The university has already ordered two more consignments from IBM.

Father Saria said IBM Global Financing had assisted the university's regular schedule to replace obsolete equipment. "We chose to replace unbranded clones with IBM PCs because acquiring branded equipment for the students adds prestige to the university," he said.

"IBM's pricing, with its three-year warranty, is very competitive when compared to clones-type PCs that have a one-year warranty period.

"Also, we would like to have these computers assigned to our labs for two or three years and then cascaded to offices used for faculty Internet access or for terminal Internet access for the students. The flexibility of the IBM lease-to-own facility allows us to achieve this goal."

The Benefits

University of Santo Tomas is extracting more value from its technology budget, both in procurement and operational terms, through its lease with IBM Global Financing.

Father Saria said IBM's financing was a significant factor in the university's decision process. "IBM provided us with an offer that enabled us to acquire more computers by stretching out our budget to replace old units," he said.

"This meant we are able to replace old machines and assign computers to people who had previously not had access to one. In the ordinary situation,

this would have taken us three years, but the IBM lease-to-own offer meant that we were able to immediately acquire the number we would like to have."

Father Saria said the greater reliability and three-year warranty of the IBM equipment had enabled the same number of technicians to support more computers. "We have received 40 per cent fewer calls as a result of breakdowns," he said. "With fewer breakdowns, even with more computers, we don't have to hire new technicians."

The increased reliability and end-of-lease flexibility of personal computers leased from IBM Global Financing also provides a stable technology foundation the university's future plans.

Father Saria said the university was moving fast into the area of e-Learning. "We would like in the coming years to establish a Cyber University," he said

"We foresee that e-Learning is fast becoming an acceptable way to supplement the learning experiences of students. It will help cut our costs because fewer classrooms will be needed if effective e-Learning is provided for students."

IBM Global Financing

Father Saria said IBM Global Financing had enabled University of Santo Tomas to obtain more computers without putting pressure on cashflow. "We expected that after the first order, we would have to wait for one or two years before ordering additional equipment," he said.

"By assisting us to stretch out our budget without straining cashflow, IBM Global Financing has enabled us to buy, on a regular basis, the additional equipment we need."



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