

Case Study

Converse County School District #2

Administration

Converse County

School District No. 2

Excellent People Quality Products

How Converse County School District #2 started working with Pine Cove Consulting for IT support and upgrades.

- Pine Cove Consulting partners with the
- district to provide support services and
- implement IT products which have included
- cybersecurity, networking and physical
- security solutions.

The Client

Nestled between Douglas and Casper Wyoming, Converse County School District #2 is located in Glenrock and the staff of 130 serve approximately 750 students in the district. IT Director Cory Yingling individually manages, and is responsible for, the district's IT initiatives.

Cory Yingling took over IT operations for the district 20 years ago. In 2018, Cory was put into an uncomfortable position when the district terminated its contract with the previous IT vendor and started working with Pine Cove Consulting. "With our old vendor, there was a single employee I trusted very much," said Cory. Cory's relationship with Pine Cove has grown and he has become one of its biggest advocates. "There is a solid group of employees at Pine Cove that I trust and provide added expertise on a wide range of IT products/services." Pine Cove services the district with IT support and has helped the district implement networking, cybersecurity, and physical security products.

"I really didn't know how our new relationship with Pine Cove was going to work out. It was a very uncomfortable time for me. It has turned out to be fantastic relationship."

Overview

Challenges

As an IT team of one, Cory's time to work on troubleshooting is scarce and he does not individually have all the expertise needed to manage the complexities of the district's IT needs.

Cory needed a team with both a breadth and depth of knowledge to help with support issues and projects such as networking, cybersecurity, physical security and more. Perhaps most importantly, he needed a team he could trust to get the job done and remove from his workload, not add to it.

Process


Converse County School District #2 had an immediate need for support services. After conducting an IT assessment and working with administration to identify needs and bottlenecks, Pine Cove began supporting the district's IT needs. With this new partnership, the district had improved access to premier products, services and resources. The district and Pine Cove would work together over the following years to implement next-generation cybersecurity protection, networking solutions, and physical security products.

Solutions

Converse County School District #2 partnered with Pine Cove Consulting to install a variety of products/services including:

- Sophos Cybersecurity Protection
- Auvik Network Management Software
- Switches
- Servers
- Verkada Security Cameras
- Verkada Access Control

The Story

Cory Yingling started working with Pine Cove consulting in 2018 beginning with a support services contract. After earning Cory's trust, Pine Cove and the district would go on to implement a variety of IT products and services. Cory's favorite part of working with Pine Cove is the people he interacts with, including the project team, support and sales. Solutions implemented by Pine Cove includes: 



Networking



Cybersecurity



Support Services



Physical Security

"I love working with the people of Pine Cove. They provide an added layer of expertise and support needed to achieve success for our district."

Cory Yingling, IT Director
Converse County School District #2

Q&A with Cory

1 Q: What was your first impression of Pine Cove and how has it changed?

A: Shifting from our previous IT provider to Pine Cove was stressful. I was unsure about how the relationship would work, and how it might affect my employment. Pine Cove came in and told me they were here to support me. That is exactly what they have done. I trust Pine Cove completely and I am happy to recommend them. It has been a very good change for us and I do not feel I have to look over my shoulder at Pine Cove. Pine Cove has provided needed expertise and resources.

2 Q: What has been your experience with the Pine Cove's team?

A: The people at Pine Cove really support me. Pine Cove employees are straight shooters and tell you what you need to hear. They won't fabricate things or tell you it is all sunshine and rainbows. They are authentic and efficient. The team does not shortchange you. I am the guy that complains when necessary, but I am happy to put my name behind the people of Pine Cove Consulting.

3 Q: What would you say to someone thinking about working with Pine Cove?

A: Get your questions and concerns on the table. Whatever you are concerned about, ask them about it. Everybody at Pine Cove has been very honest with me. Talk to the tech team and get a feel of the people that you will be working with. The team is fantastic and are happy to prove themselves on a project before diving into a more serious relationship.

4 Q: What has been your experience with Verkada cameras and access control?

A: Verkada is stupid simple to run. We didn't have a plan to completely remove and replace our security cameras and access control, but when we saw the features of Verkada and the simplicity of it all, we made a plan. We received trial cameras and put them through the ringer testing them. We were happy with their performance and ease of use and made the switch. We have also moved over to Verkada's access control solution which has been just as easy to use as the cameras.

The Final Word from Cory Yingling

Pine Cove has some really good people working for them. I have worked with close to a dozen different Pine Cove employees and been very happy with the quality of work and people coming from Pine Cove. Our working relationship with Pine Cove has been a breath of fresh air. Pine Cove makes a world of difference.



pine:cove

CONSULTING

We are dedicated to providing our clients the very best that technology has to offer. We personalize our services for each individual client by completing a comprehensive assessment.

Our Process

- Complete IT Assessment
- Design Personalized Solution
- Deploy Product/Service
- Support/Help Desk
- Sustain Solution

Technical Background

- 30,056 Cyber-Attacks Stopped Daily
- 25,103 Users Currently Supported
- 3,094 WAPs Installed
- 2,221 Server Installs/Configs
- 35 Technical Certifications
- 28 Years of Experience



Contact

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Our Products

- Cybersecurity
- Network Infrastructure
- Communications
- Physical Security
- Student Safety

Our Services

- Budgeting
- Support Services

Where We Work

We work with businesses, government agencies, and educational institutions across the rocky mountain region. We have employees stationed across the region ready to assess and address your technological needs.

- Client
- ★ Pine Cove Employees/Office locations

