



SAVAGE
CASE STUDY

Savage
Public Schools
2016



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SUPERINTENDENT MESSAGE



"I first met Matt at a tech meeting in Sidney where they were talking about the SBAC testing and I knew that there was no way my school could support what was being mandated by the state. He saw the look of panic on my face and set up a meeting."

Located in the eastern area of Montana, near the North Dakota border on MT highway 16. Savage is a small, isolated farming community. Savage School District is all too familiar with the technology challenges rural communities face: location, resources, and funding.

Competing for access to resources, funding and the professionals that can implement, support and manage an idea can be much more difficult for rural communities. This is especially true of all things IT related, as the appeal of city living and compensation often pull homegrown talent away from the communities they grew up in. Pine Cove Consulting recognized this trend at its inception and has strived to partner with and support rural communities, bringing top tier technology so that their students have equal access and exposure to learning opportunities.

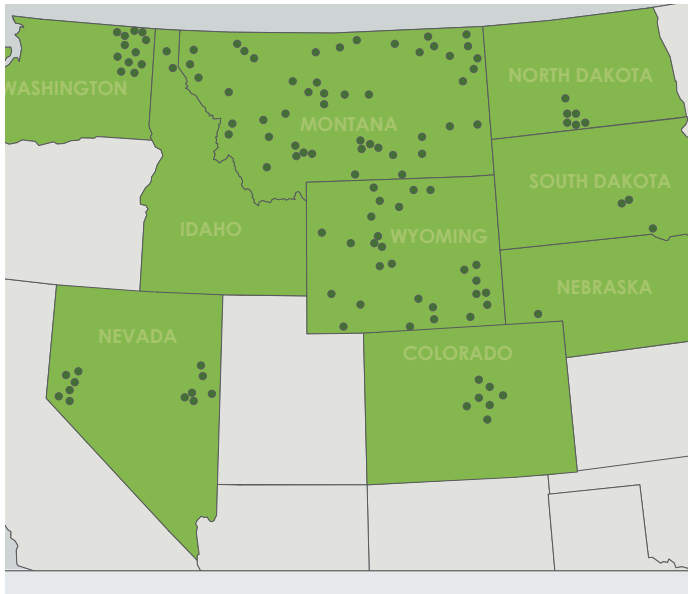
Lynne Peterson took over as the superintendent for Savage School District in 2013, Lynne learned first-hand how far behind her district was. She began looking for solutions and partners to upgrade Savage's teaching and learning experience.



ABOUT US

PINE COVE CONSULTING

WHO WE ARE



WHERE WE WORK



Pine Cove Consulting works with educational institutions to help them maximize the value of their technology investments. Many educational institutions hand over the management of their technology infrastructure to Pine Cove Consulting to help them focus on what they do best, teach. We also work with schools to maximize technology funding. We have assisted over 100 schools in receiving roughly \$5M in Federal education funding for technology improvements.

ASK US ABOUT OUR FREE IT ASSESSMENT
HOW DOES YOUR DISTRICT TECHNOLOGY STACK UP?

WHERE WE WORK



Pine Cove Consulting has been providing turn-key technology solutions to businesses, government agencies, and educational institutions in the Rocky Mountain Region since 1993. Pine Cove Consulting has emerged as a leader in the technology industry and provides their customers with an intelligent balance between innovation, sustainability, and reliability.

VISIT
WWW.PINECC.COM

TECHNICAL BACKGROUND:

- Currently managing over 300 servers
- Currently support over 20,000 users
- Combined 200 Years of Network Management Experience
- Over 500 Server Configuration/Installations
- Over 200 Network Redesign /Reconfigurations

VISIT
WWW.PINECC.COM



THE TEAM ON THE PROJECT

>> Our Team



Brandon Vancleeve



Vice President

Continuing to make effective change in technology integration by bringing enterprise-level technology solutions to organizations throughout the Pacific Northwest.

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David Huebner



Systems Engineer

I am a leader with 10+ years of IT experience. I have a diverse background with an above average level of communication. I come with the understanding of today's varied and rapidly evolving information technology environments.

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Matt Hall



Consultant

Innovative professional with 30+ years of progressive experience within Technology industries. Utilizing skills to drive business growth, capitalize on new revenue potential, and manage all aspects of daily business operations, while thriving in collaborative work environments.

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Brandon Bassett



Account Executive

I am very passionate about the success of teachers and students. Both of my parents are teachers, and the school system has been part of my life since I was born. It is important that we bring the same tools and resources to our rural teachers and students as are made available to those in urban areas.

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"PINE COVE CONSULTING
UNDERSTANDS HOW
OFTEN FUNDING IS
THE LIMITING FACTOR
TO IMPLEMENTING
TECHNOLOGY IN
EDUCATION"

PROFILE

LYNNE PETERSON

Lynne Peterson took over as the superintendent for Savage School District three years ago and learned first-hand how far behind her district was. She began looking for solutions and partners to upgrade Savage's teaching and learning experience.



CLIENT FEEDBACK

"I FELT THAT
THEY LOOKED
AT MY NEEDS,
DID A NEEDS
ASSESSMENT
AND FIT A
SOLUTION
TO ME."

LYNNE PETERSON

Case Study

SAVAGE, MONTANA

WHAT ARE SOME OF CHALLENGES YOU FACE BEING THE SUPERINTENDENT OF A DISTRICT IN A RURAL COMMUNITY?

"Geographically, we're in the Bakken oil field and the oil companies snatched up all the techs. We have not had a technology person for probably six years. Previous superintendents came in and thought they had a little bit of tech knowledge which is always dangerous. Your teachers sit and look at

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you and wish they could will you to be a tech person. As a superintendent and principal at a small school, a lot of times by default they want you to be that tech person. I'm not and I have learned that I'm not going to pretend to be one because it just makes it worse.

HOW DID YOU HEAR ABOUT PCC?

"I first met Matt at a tech meeting in Sidney where they were talking about the SBAC testing and I knew that there was no way my school could support what was being mandated by the state. He saw the look of panic on my face and set up a meeting."

Pine Cove Consulting has grown and adapted with technology trends in education since 1993. They meet you where you are literally and figuratively. Their consultants travel the Rocky Mountain region on a weekly basis and can be found at most education

meetings, conferences and seminars with the sole purpose of meeting you and offering a free technology assessment.





"I NEVER FELT THAT THEY TOOK A PACKAGE AND FORCED IT ON ME. I FELT THAT THEY LOOKED AT MY NEEDS, DID A NEEDS ASSESSMENT AND FIT A SOLUTION TO ME."

BRANDON VANCLEEVE

HOW DID YOU FUND THIS PROJECT?

→ "We got the cabling done with some oil money and Matt helped me organize my thoughts on a Mill Levy for technology. We passed a ten-year mill tech to cover the Hardware as a Service (HaaS) cost of the endpoints and servers. It was a lot of help that Matt was a presence here with my board members; walked around with Char, my board chair and had constant dialogue with them."

Pine Cove understands how often funding is the limiting factor to implementing technology in education, and they will work with you to champion technology in your district. They created a HaaS option which allows you to defray the cost of your tech upgrade over the life of the hardware rather than paying the total

WHAT WAS YOUR FIRST IMPRESSION OF THE PINE COVE APPROACH?

→ "I never felt that they took a package and forced it on me. I felt Pine Cove looked at Savage School's challenges, did a needs assessment, and fit a solution to us." Pine Cove prides itself on meeting you on site, doing a walk through and a complete technology assessment so they understand your network, infrastructure, environment and needs as well as you.

HOW DID YOU START THIS TECH OVERHAUL?

"We basically had to start from ground zero. Cabling first but Matt had to come to a few board meetings to talk them into it. The second phase was the servers. Now we are at stage three, the endpoints, which the students are loving with Google docs. It was a kind of a three phase event that happened in the course of three years."

"BASICALLY, PINE COVE PULLED ME OUT OF THE ABYSS AND WORKED WITH ME HAND IN HAND TO GET ALL THIS ACCOMPLISHED AND HOW WE DID IT IN THREE YEARS IS AMAZING.

LYNNE PETERSON

cost of the upgrade upfront. This HaaS option gives you the ability to create a sustainable budget free of the peaks often associated with ongoing technology upgrades.

Brandon Vancleeve, President of Pine Cove Consulting, says, "It's important to have a vision, get buy-in and be a champion for sustainable technology in your district. It takes time and you have to effectively communicate to the faculty, community and board members the importance of access and exposure to technology as it relates to the students. People often agree that we need to implement technology in schools but they want and need to know the plan behind it. They want to know that it will improve the educational experience and that it will be sustainable. Other rural schools can use this partnership as a blueprint to understand the time frame and education process on technology and sustainable budgeting via the HaaS model."

HOW DO YOU FEEL ABOUT PINE COVE SERVICE SINCE THE INSTALL?

"I love it. I have monthly meetings with Brandon Bassett (Pine Cove's head of account management) where I can discuss what is going on. Brandon is awesome and gets things done. If I have any concerns we sit down and have a real conversation. Having that connection keeps us moving forward, keeps the communication solid and fits Pine Cove to my needs. This gives Pine Cove's service a more personalized feel." Pine Cove's model allows you to bring them on to manage your network. This gives you access to a ticketing system and a team of network engineers who focus on network uptime and troubleshooting.

WHAT WOULD YOU TELL SOMEONE WHO ASKED ABOUT YOUR PINE COVE EXPERIENCE?

"Call Pine Cove and sit down and talk to them. They will take you by the hand and guide you through what you need. They will go through your servers, equipment and walk through your building. They will tailor it to what you need. We are all going to have different needs and Pine Cove adjusts accordingly. Basically, Pine Cove pulled me out of the abyss and worked with me hand in hand to get all this accomplished and how we did it in three years is amazing. I don't know what I would have done without them."

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LYNNE PETERSON

