

Maximising the power of classroom tech

The Rent Company helps teachers and students in the Netherlands stay focused on academic excellence through Dell Technologies devices with Intel®-based Dell Technologies processors



Education | The Netherlands

Business needs

The Rent Company (TRC) wanted to help drive more successful educational outcomes in schools and colleges by delivering high-performance devices to teachers and students as part of a comprehensive service package.

Solutions at a glance

- [Dell laptops](#)
- [Dell ProSupport Flex for PCs](#)
- [Dell EMC TechDirect](#)
- [Dell Technology Service Manager](#)

Business results

- Students' parents and carers have flexible payment options
- Students can choose from a large range of laptops to meet their needs
- TRC delivers high-quality support services through Dell Technologies
- Laptops are rugged and compact, and have excellent battery life

Teachers and students focus on academic excellence through Intel-based device performance



Educators save time and money with TRC handling hardware, software, service, damage and theft cover



In 2012, The Rent Company (TRC) began selling Dell Technologies devices running Intel® processors to schools and colleges. The company soon identified the challenges that educators had in managing the devices day in and day out. Ronald van den Boogaard, who founded TRC, says, “Educators were surprised at how intensively the devices were used and the effort needed to maintain them.”

Smart subscription service

To help customers overcome these challenges, TRC launched its Easy4U subscription service, which includes hardware, software, services and insurance against damage or theft. TRC next turned to Dell Technologies and Intel to provide the devices and processor technology to support the service. Comments Van den Boogaard, “We wanted to work with Dell Technologies and Intel because Dell Technologies offers a comprehensive portfolio of Intel-based devices for the education sector. The devices were rugged and compact, had good battery life, and featured the right wireless cards, making them highly reliable.”

Students and teachers stay focused on classes

The launch of Easy4U was a success, and educators across the Netherlands are adopting the subscription service. One customer is Maaswaal College in Wijchen. Willem Booij Liewers, ICT policy officer at Maaswaal College, says, “We wanted teachers and pupils to be able to concentrate on educational content and not have to worry about the performance of their laptops, but we didn’t have the IT resources to manage hundreds of school devices.”

Educators save time and money

“By using Easy4U,” says Booij Liewers, “teachers and students stay focused on their studies, and we save time and money because TRC handles everything. Easy4U is great for parents and carers, too. They can choose to pay monthly or annually

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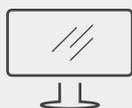
Willem Booij Liewers, ICT Policy Officer,
Maaswaal College

and have complete clarity as to what services their payments cover.”

Werner Peters, director of operations at Carmel College Salland in Raalte, says, “TRC has become one of the college’s key partners, ensuring a better level of education for our students. TRC thinks along, are pragmatic and have short lines of communication.”

A wide range of devices with high-quality support

Teachers and students choose from a complete range of Dell Technologies devices to meet their educational needs. They also have peace of mind that the devices will be well supported by TRC. Van den Boogaard says, “We have Dell ProSupport Flex for PCs, so we get 24x7x365 phone access to experts, and we use a Dell Technology Service Manager along with Dell EMC TechDirect to manage support. We find that the services and training from Dell Technologies, combined with the performance of Intel processors, allow us to deliver a great level of stability to our customers.”



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