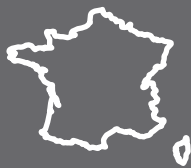




# More for less and a sustainable edge for education provider



Education



France



1500+

**A large French National organization with education bodies throughout France, ranging from vocational education institutes to high schools (public and private) and universities.**

**Annually, they provide education to 35.000 students across the country.**

### The challenge

All educational institutes that are governed by the national organization provide annual IT network education to over 35.000 students across the country.

In order to apply for a Cisco Certified Network Associate certificate (CCNA), students need to do hands-on practice. To do so, all education institutes need to provide their students with networking equipment stations, called 'CCNA bundles'.

Even though these education centers may apply for academy pricing at new network equipment vendors, which gives them high discounts on new IT network products, the school budgets are not sufficient to cover the cost required for all the necessary equipment.

### The solution

Aliter provided the organization with refurbished networking equipment, allowing them to stay within their allocated annual budget, and meet sustainability objectives.

A solution combining the right price, high product quality and a sustainability focus.

“For us, using refurbished network products is the best possible solution. The price is at least 50% lower than the academy program prices, so we can do a lot more with less money. In addition, sustainability is high on our agenda and we strongly feel we have to lead by example. Buying refurbished network products allows us to do that.”

-Purchasing Manager-

### The difference we made

- Helped the organization meet their sustainability goals and stay within their annual budget
- Saved the organization 50% on other programs
- Prevented 750kg e-waste by using refurbished equipment.

### The refurbished products

Routers - Switches - Firewalls - Access Points - IP Phones

## make a difference with IT

*“Our mission is to make a difference with IT.  
For Profit, People and the Planet.  
It is our goal to have half a million IT products reused by 2025.  
Better for your business, better for our planet. Are you with us?”*

Certified



Corporation