

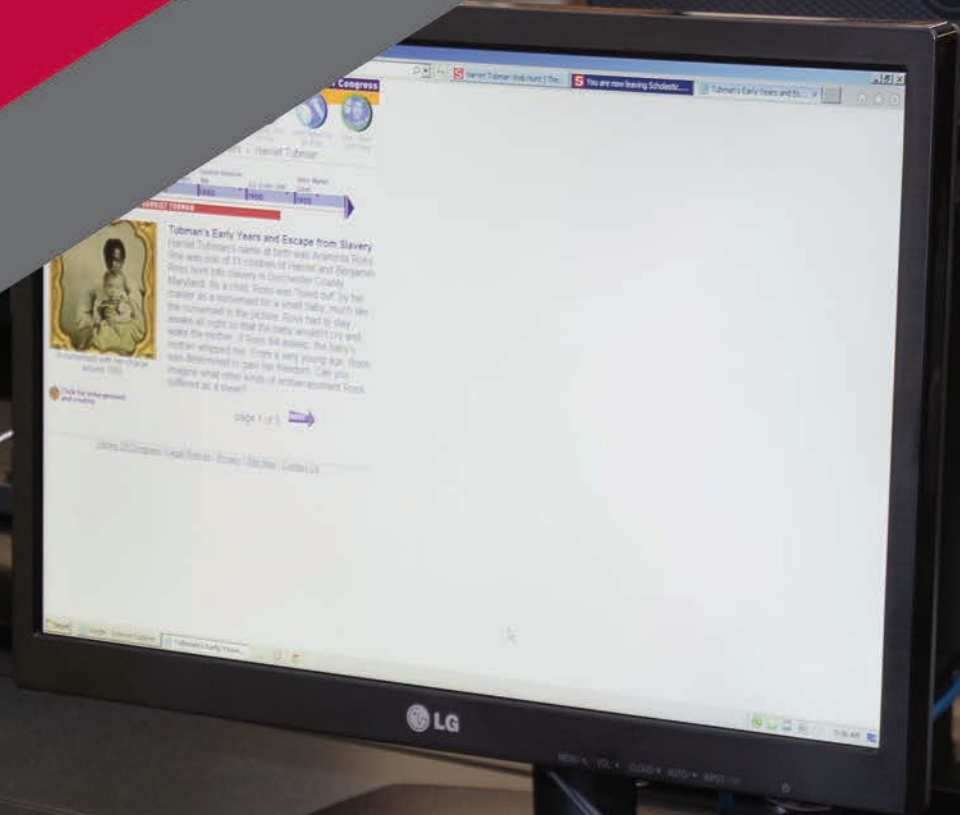


LG

**Business
Solutions**

CASE STUDY

ZERO CLIENTS AND CORONA NORCO UNIFIED SCHOOL DISTRICT



LG Zero Clients Met The Budget Requirements And Also The Extra Tech Support Needed.

GOAL

Replace existing line of displays in 48 schools' computer labs and to partner with a provider of quality products that met its budget and supply technology support

SOLUTION

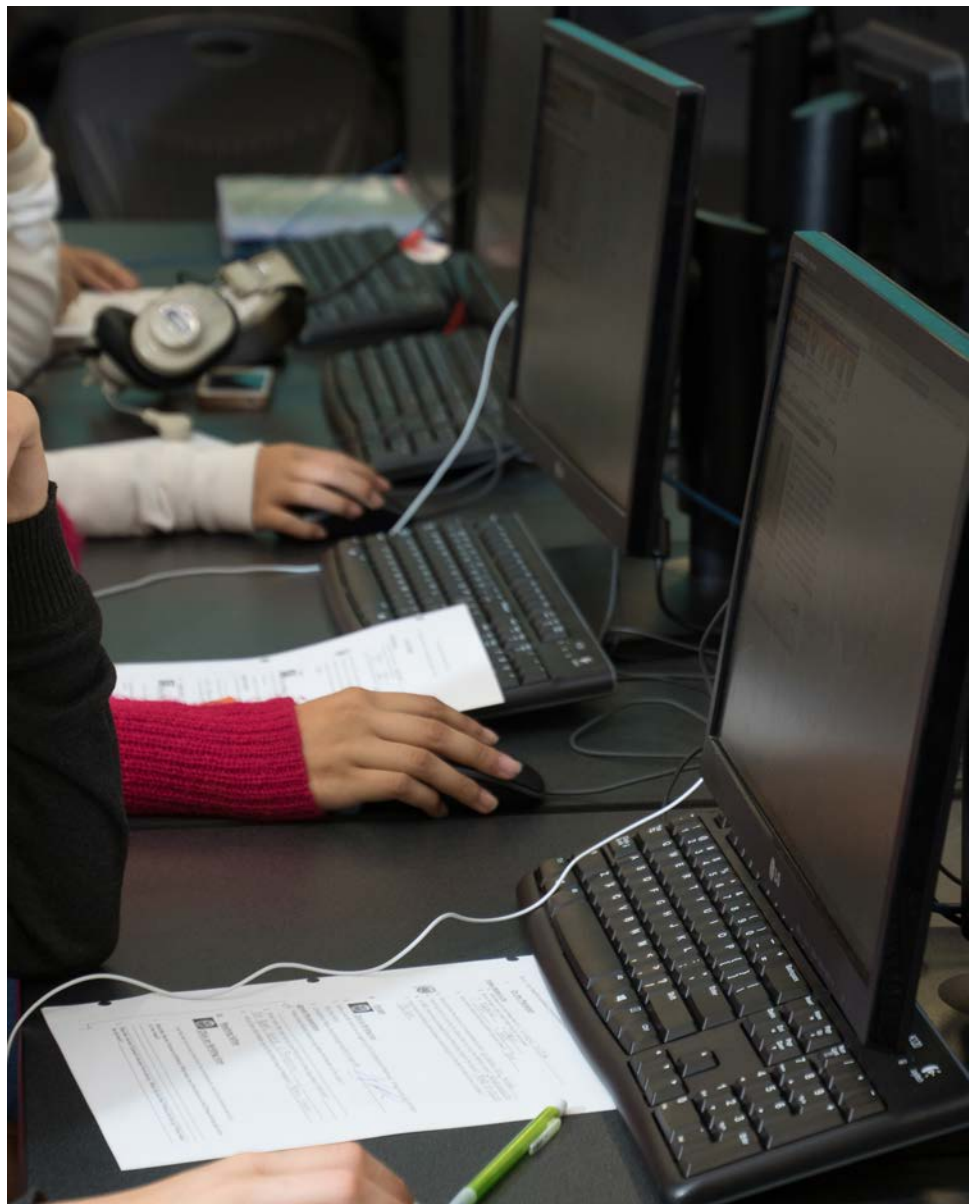
LG's 19-inch Cloud V Series Zero Client displays (model 19CNV42K).

RESULTS

Easy maintenance and efficient operations with uncompromised display quality and up to five times faster performance than their labs' old displays.

"We realize that computer skills are an essential element for students today, so we wanted make sure each student had access to superior quality technology,"

Brian Troud
Director of Networking
and Infrastructure at
Corona Norco.





THE CHALLENGE

The Corona Norco Unified School District in California, is comprised of schools that support students in grades K-12. Six schools within the district have received gold, silver or bronze medals in the U.S. News Best High Schools rankings. Additionally, it is one of the largest school districts in the nation and holds 49 schools in Riverside County, mainly serving the cities of Corona, Norco, and Eastvale. As part of its ongoing commitment to provide its schoolchildren with the best tools, Corona Norco recently sought to replace its existing line of displays in 48 of its schools' computer labs and needed a partner that could not only provide quality products that met its budget requirements, but also provide additional technology support and contribute to overall energy savings across the district.

TRANSITION TO ZERO CLIENT TECHNOLOGY

"We realize that computer skills are an essential element for students today, so we wanted make sure each student had access to superior quality technology," said Brian Troudy, Director of Networking and Infrastructure at Corona Norco. "We needed a partner who could provide the right technology and support for our schools."

Corona Norco selected the 19-inch LG Cloud V Series zero client displays (model 19CNV42K). The zero client technology provides a centralized network management system that enables easy maintenance and efficient operations. Additionally, the units provide uncompromised display quality and up to five times faster performance than their labs' old models. "We looked at alternatives to the average PC, but selected the LG V-Series displays because it met all of our needs and more," says Troudy.

PHASED ROLL OUT

For Corona Norco, price was the most important deciding factor. "Across the board, LG was able to offer us better prices for better quality," says Troudy. "We did the math and estimated that the other product offers would have cost 20 percent more, and the other technology solutions would have cost more than two and a half of what we spent with LG." Additionally, LG helped Corona Norco cut its

"We looked at alternatives to the average PC, but selected the LG V-Series displays because it met all of our needs and more,"

Brian Troudy
Director of Networking
and Infrastructure at
Corona Norco.

Across
The Board
LG Was Able
To Offer Better
Prices For Better
Quality.

energy consumption from 300 watts per computer down to 28 watts, adding to the long-term cost savings.

The school district not only needed quality products at an affordable price, but also a partner that could quickly install the products in a phased rollout that matched the district's budget allocation. The district allocates budget to individual schools throughout the year so Corona Norco deployed the products in phases, two of which are complete, and the last phase is scheduled for 2014 through 2015. The first phase included installation of approximately 700 monitors in three weeks and the second phase included installation of approximately 1,000 units during the 2013 winter break from December through January. Additional installations occurred based on shipping and fund availability. To date, the Corona Norco school district has installed more than 2,300 units of the 19-inch 19CNV42K displays.

SUPPORT IS THE KEY TO SUCCESS

The school district has eight IT staff who can travel to the 49 schools to solve any technology issues. Due to this small number of dedicated service employees, their response time to service the products was historically fairly slow.

"One of the biggest deciding factors for us came down to the support staff and experience that LG was able to provide that other companies weren't able to match," said Troudy. "My team oversees 49 schools and thousands of technology products so we were looking for a partner that would be able to quickly turnaround help required for the displays."

Additionally, the 19CNV42K models integrate the Teradici TERA2 Chipset that offers a management suite that allows the user to control the devices. Through the Teradici technology, the Corona Norco staff was able to register the units to the school district's server, and most importantly, set up the technology so the device is ready for students to use. The remote desktop technology ensures that students are able to use a product that offers consistent high quality performance while reducing security threats and IT costs. With Teradici, the monitors have centralized computing that makes the routine management of student labs and courseware easier to maintain. Now that the LG products are installed throughout the district, response time has dramatically decreased.

PLANNING FOR THE FUTURE

The Corona Norco Unified School District has already installed thousands of displays and is scheduled to roll out another 2,000 to 3,500 units over the course of the next 18 months. "We have had a very smooth transition and relationship with LG, and look forward to completing our installations throughout our schools," says Troudy.

Innovation for a Better Life.

No Other Company Had
LG's Experience And
Support Staff
Available.



LG Electronics U.S.A., Inc. | HE B2B Division | 2000 Millbrook Drive | Lincolnshire, IL 60069

Dimensions and weights are approximate. Design, features and specifications subject to change without notice.
©Copyright 2016 LG Electronics U.S.A., Inc. All Rights Reserved. "LG Life's Good" is a registered trademark of LG Corp.

Printed in the USA. September 2016 | CS_CoronaNorco_081617_PR