

Rapid laptop supply keeps Prior Park Schools connected

Prior Park College and The Paragon Junior School, both independent co-educational schools situated in Bath, wanted to equip all of their students and teachers with laptops as part of a drive towards collaborative learning.

The project took on a new urgency when the pandemic hit, and the schools needed to keep students learning during lockdown and into the new academic year.

Insight used its close relationship with Dell to secure delivery of 715 devices at the absolute peak of demand.

The Challenge

Prior Park College and The Paragon Junior School, which make up 'Prior Park Schools' are co-educational independent Junior Schools and Colleges in Bath, committed to providing truly modern, digital learning experiences to its students.

As part of its digital vision, the schools wanted to equip students and their teachers with laptops. However, when schools were closed during the first lockdown, the requirement for remote learning devices became imperative.

Education settings across the country were in the same situation and competing for a limited number of devices, leaving Prior Park Schools needing over 700 laptops when demand was at its highest.

The schools faced a race against time to protect its students from disruption to their learning.

To add to the challenge, the schools wanted devices with a good specification and a wide range of features for its students to use including a second, world-facing camera.

However, the schools needed to keep costs as low as possible for parents.

Prior Park Schools approached Insight to help find a fast, effective and affordable solution to enable students to keep their education on track while learning from home or self-isolating.



Quick Overview

- Prior Park College is an independent school for girls and boys aged from 11 to 18.
- The Paragon School is an outstanding co-educational independent junior school for children aged three to 11 years.
- Combined, the schools have 846 students and offers opportunities to excel in sport, culture and the arts.
- Prior Park Schools needed to urgently equip all students and teachers with a laptop, so that they could continue lessons during lockdown.
- Insight provided over 700 laptops for teachers and students in the schools so they could continue lessons during lockdown.
- A Dell finance package enabled the school to lease the devices, resulting in an affordable outlay for parents.

"Prior Park College and The Paragon Junior School aims to empower students to collaborate and learn interactively through digital technology. Even before lockdown we wanted to give each pupil and member of our teaching staff a laptop. Post lockdown this became No.1 priority.

"Insight helped us to identify the right device for our needs and then procure laptops at a good price incredibly quickly – despite fierce competition at the time."

Mark Minghella, Head of Digital Teaching and Computing, Prior Park College

The Solution

When Prior Park Schools needed to source a large number of laptops in a hurry at a time of peak demand, Insight brought its expertise and bargaining power into the procurement process.

Insight set up a series of online meetings with Prior Park’s IT and finance team to get a deeper understanding of the school’s and college’s needs and priorities.

Having established the exact specification to meet the school’s and college’s needs, there was huge pressure to make sure the laptops were manufactured and shipped before the academic year.

Insight worked closely with the manufacturer to negotiate the best possible lead time and price. Insight was then able to procure and deliver the devices within just a month, enabling the schools to put its remote learning plan into action.

Making the devices accessible to all was a major part of the challenge. Insight negotiated a finance package with Dell, enabling the schools to lease the devices simply and cost-effectively.

This made it affordable for parents to equip their children with an approved laptop, with no initial capital outlay required.

To ensure the laptops complied with the school’s and college’s security and guidance rules, all the devices were configured with Windows Autopilot prior to shipping.

The Benefits

Prior Park Schools students can now continue their studies even when they are unable to attend school and college, avoiding disruption at critical points in their education.

Similarly, teachers can continue to provide lessons and help students when remote learning is required.

Students are able to access online resources, communicate with teachers and keep their studies on track. The devices also allow teachers to use innovative, digital techniques in their lessons, and will be a key enabler in the school’s drive towards digital transformation.

Prior Park Schools were able to provide all students and teachers with laptops without any initial outlay from parents or the school – thanks to the leasing agreement.

The devices were already configured to the agreed specifications when they were delivered, saving, time and providing reassurance for the Prior Park Schools IT team in very challenging times.

All the devices are fully guaranteed against accidental damage – giving both parents and teachers peace of mind.

The Results Highlights

Insight also arranged a three-year warranty and accidental damage insurance package to cover the devices, so there need be no interruption to students’ learning.



Prior Park Schools provided over 700 high-spec laptops, in a time of scarcity, with no initial outlay for parents or teachers.



846 students were able to continue their education during lockdown while learning remotely.



Prior Park Schools were able to identify the best devices for their needs and test it prior to any commitment.



Overlaps were configured to the school’s and college’s specifications and supplied ready to go straight out of the box - saving the school’s IT team many hours of work.