

# CASE STUDY

## Trade & Technical College



Acer TravelMate P2



### CHALLENGE AND SOLUTION

- The customer required available, versatile, and high-quality devices to offer to students as part of included tuition.
- Due to the school budget, cost was a key factor of consideration.
- The customer purchases 5,000-10,000 Acer devices (including Acer TravelMate B3 TMB311, Acer TravelMate P2 TMP214, and Acer Aspire 5 A515 laptops) annually for each school term, with a total of approximately 20,000 units purchased over the past few years.
- With Windows 11, students can easily and securely access academic applications on a user-friendly interface.



### WHY ACER

- Acer offers available, high-quality, and secure Windows devices at an affordable price point.
- Acer has a broad product portfolio with versatile solutions. In 2023, Acer presented the customer with 3-4 configurations (Intel® Celeron®, Intel® Core™ i3, AMD Ryzen™ processors, etc.) as suitable solution options.
- Despite competition, Acer's strong and supportive relationship with the customer and consistent availability of quality products at low cost has kept the customer coming back for more.