

PRO DVX



Win your next tender

Three tips to improve your chances of winning in 2022



The role of the right hardware in your education tender

Education market tenders and projects are renowned for their multiple stakeholders, lengthy decision process and, of course, focus on quality and reliability (source: SEO economic research, 2016). Because quality denotes certainty and consistency.

Which is why you should be super prepared when approaching your next tender, armed with the three tips from this white paper.

Obviously, it doesn't stop at just tips. In the final section of this white paper, you'll learn more about the three certainties of ProDVX hardware to improve your chances of winning a tender.

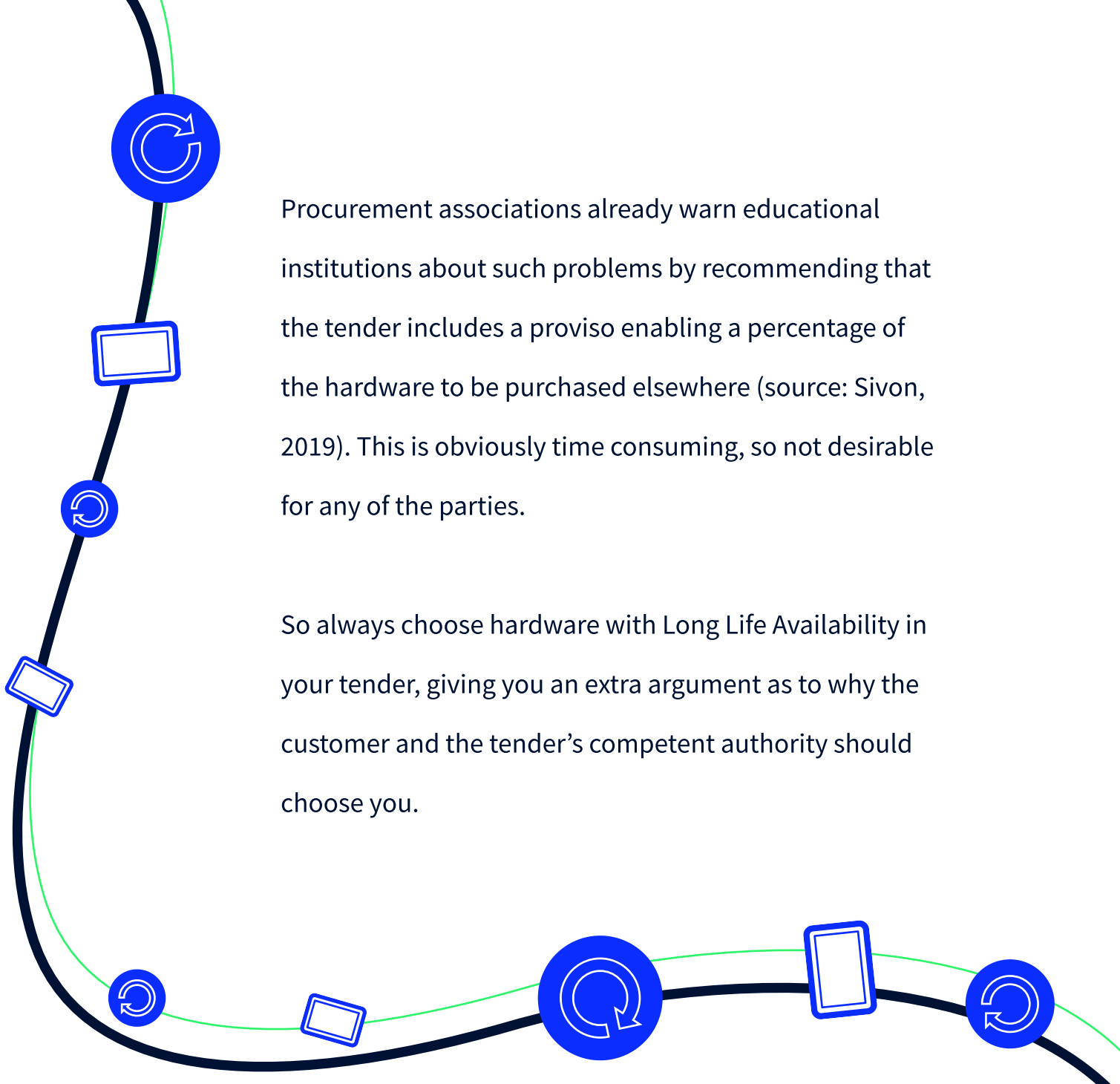
The certainty of long-term availability: from Proof of Concept to large-scale rollout

Choose long life availability of your hardware

Every project goes through a range of phases which are often hugely time consuming. Not least because of the multiple stakeholders involved (SEO economic research, 2016):

- The educational institution
- Foundations
- Procurement associations
- Municipalities

So, you must be sure that you can meet your customer's needs at every stage of the project. From Proof of Concept to small-scale and then large-scale rollout (in the case of procurement associations (source: Sivon, 2019)): it's unacceptable if the chosen hardware changes or is no longer available, creating unnecessary problems.



Procurement associations already warn educational institutions about such problems by recommending that the tender includes a proviso enabling a percentage of the hardware to be purchased elsewhere (source: Sivon, 2019). This is obviously time consuming, so not desirable for any of the parties.

So always choose hardware with Long Life Availability in your tender, giving you an extra argument as to why the customer and the tender's competent authority should choose you.

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Always choose long life availability, because it's unacceptable if the chosen hardware is no longer available during the project's rollout.

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The certainty that the product's lifespan equals the installation's entire lifespan

Hardware with a long product lifespan

The average lifespan of a complete installation in education is four to five years (Piano, 2022). Five years is also the depreciation period for most finance departments. To avoid problems and unnecessary costs for this installation, you therefore want the hardware to last the full duration. You want to minimise the failure rate. You also want the LCD panel to have a minimum brightness so that the screen will still be clearly legible in five years' time.

Obviously, another tender will follow this first installation. And you want to be selected for that tender too. Which is more likely if no hardware problems arise during the current installation's lifespan. You should therefore always choose hardware with a long lifespan of at least five years.

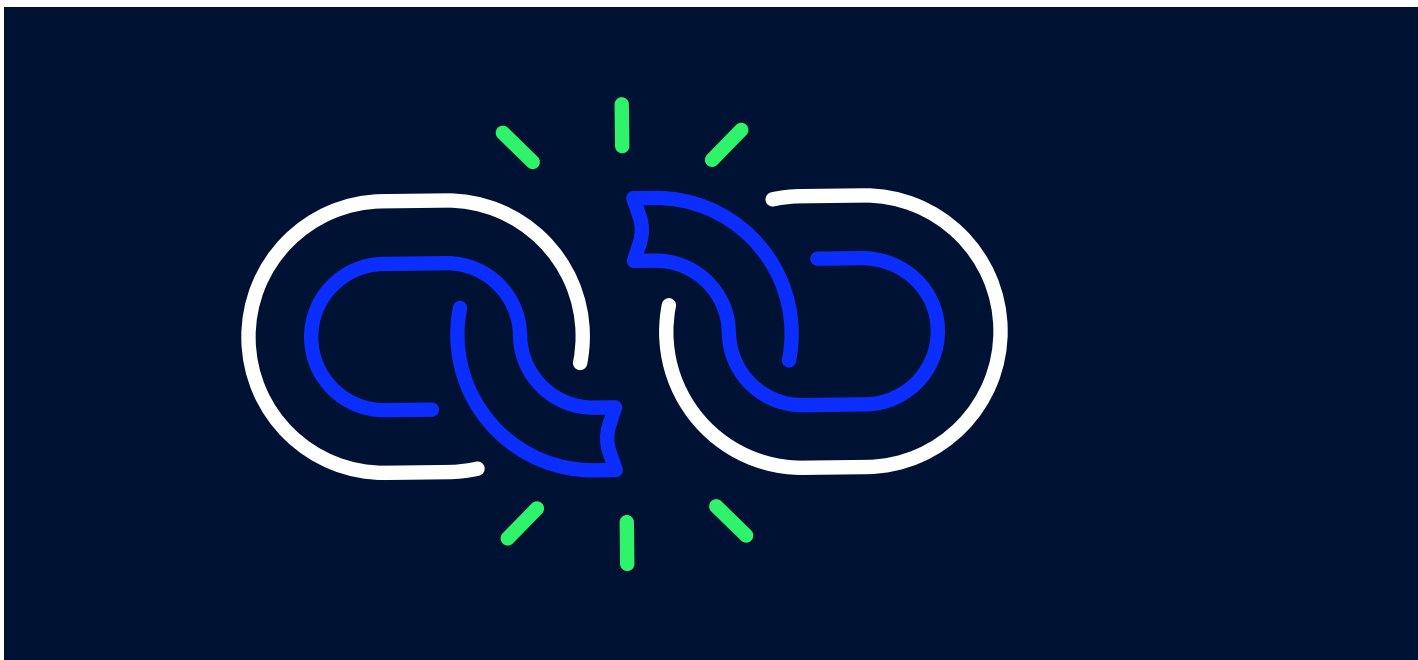
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Choose hardware with a long product lifespan of at least five years, so that it will last for the full lifespan of the installation.

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The certainty of reliable deliveries

Minimise the impact of supply chain disruptions.



The moment has finally arrived: the project rollout is about to start. Everyone has been looking forward to this moment for ages, including the procurement and planning departments. Plans have been coordinated with all involved, areas in the educational institution have been cleared, and staff have been briefed to install the hardware as part of the total solution. But then: one key part of the total solution, the hardware, suffers a delivery problem.

Supply chain disruptions like these are the order of the day in our current world. Uncertainties and unexpected events occur time and again, giving rise to a growing recurrence of delivery problems.

You must therefore minimise the impact of supply chain disruptions by choosing manufacturers or suppliers who guarantee reliable deliveries. For example, because the manufacturer produces the hardware itself and has a warehouse, so it always has stock and can deliver.

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Choose a brand of hardware where the manufacturer guarantees reliable delivery thanks to its own production, with its own warehouse and stock.

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The three certainties of ProDVX

Certainties that help you win your education tender.

ProDVX supplies hardware for digital communication solutions in the education sector. Hardware you can rely on. Not just the five days a week that the hardware is used in education, but 24/7 and 365 days a year.

ProDVX commercial-grade hardware has been developed for years, resulting in a product that meets all the requirements of an educational tender. Here's why ProDVX hardware is always the right choice:

1

ProDVX guarantees long life availability. That ensures problem-free installation at every stage of the education project.

2

ProDVX guarantees a long product lifespan of at least five years.

There are three ways we guarantee this:

- Low failure rate: under 0.5%.
- High brightness in our Panel PCs: LCD IPS panels of up to 500 cd/m². Want to know why high brightness is so important? Find out in the next section.
- Three-year warranty (with the option to extend to five years).

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ProDVX delivers from its own warehouse in the Netherlands, where we maintain our stock.

Interested to know about the ways to use ProDVX hardware for submitting your tender in the education sector? Contact us now!

[Contact](#)

ProTip 1

Seamless interaction between systems

ProDVX helps you with this

In educational institutions, a whole range of systems, products and services must always be able to work together seamlessly (source: SEO economic research, 2016). To take just one example: single sign-on. This can be quite a challenge in today's increasingly complex IT environments.

ProDVX's experts will guide you through every project and support every possible question you might have during the process. To us, it's entirely natural that we have an accessible support department and account managers who work and plan right alongside you.

In fact, we would even prefer to go to the customer or the installation site with you, to make a difference together.

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Experts who really are available, and who steer things in the right direction in each project.

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ProTip 2

Brightness & product lifespan



The importance of a bright LCD panel for the product lifespan

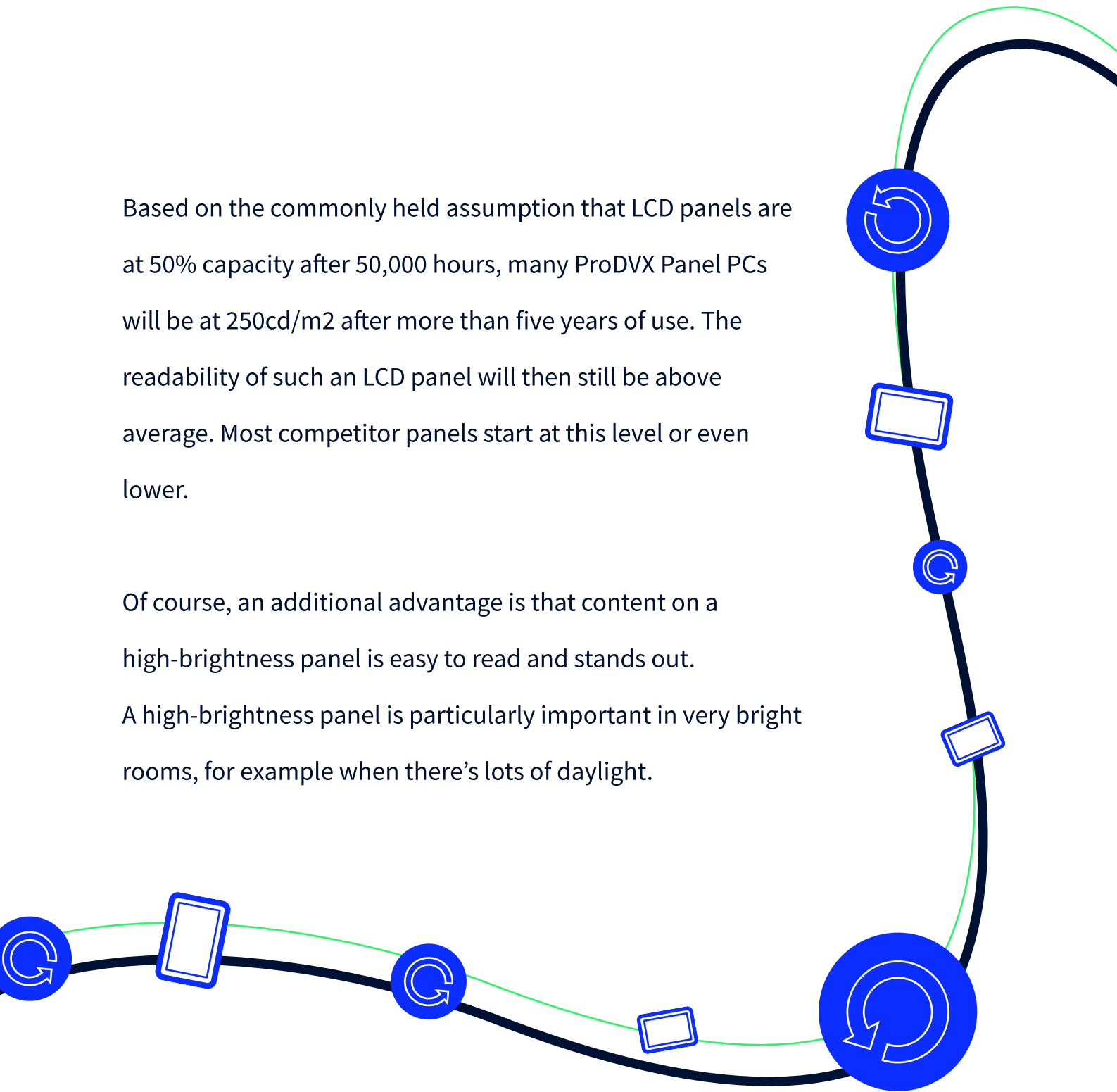
Why is high brightness so important for the product's lifespan? An LCD panel's brightness decreases over time. When you unpack a new ProDVX LCD panel, you start the product lifespan with a high brightness of up to 500 cd/m².

So, this panel will last longer than a new panel from another brand with an average and/or lower brightness.

Based on the commonly held assumption that LCD panels are at 50% capacity after 50,000 hours, many ProDVX Panel PCs will be at 250cd/m2 after more than five years of use. The readability of such an LCD panel will then still be above average. Most competitor panels start at this level or even lower.

Of course, an additional advantage is that content on a high-brightness panel is easy to read and stands out.

A high-brightness panel is particularly important in very bright rooms, for example when there's lots of daylight.



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A higher LCD panel brightness means a longer lifespan.

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**Digital communication
with hardware you can
always depend on.**

PRO DVX | ALWAYS **ON** 

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