



Smarter Approach to New School Builds

With contracts awarded via the ESFA school framework for the latest builds, construction firms will be wanting to break ground as soon as they can. There is a huge pressure that comes with delivering a vital community asset within a fixed budget and timescale.

The way in which schools teach and manage operations has changed over the past decade. Students and staff use mobile devices and everything from the boiler to the lunch payment system will be internet enabled. With IoT providing valuable returns¹ and an emphasis on 'smart schools', new education environments must provide seamless connectivity from the moment the doors open.

For construction firms and their M&E partners to meet ambitious Government targets² on completion of new schools whilst delivering an environment that supports policies including pupil Bring Your Own Device (BYOD) programmes³, it is vital to have a networking partner with an appropriate emphasis on education.

Medhurst - An Emphasis on Education

By working with over 500 existing schools and on 20 new school builds, we've identified the following priorities:

Project



Network design, delivery and installation must be viewed in the context of the overall project and must be aligned to ESFA timescales and T&Cs to avoid LADs.

People



New school builds require all members of the build crew to be SC/DV cleared to access site. Delays in documentation due to lack of appropriate recruitment jeopardises project success.

Price



Firms must get value for money. This means engaging a networking partner with significant purchasing power, stock holding and delivery capability.

1. <http://uk.businessinsider.com/internet-of-things-education-2016-9>
2. <http://www.constructionenquirer.com/2016/10/07/more-than-2000-new-schools-must-be-built-by-2020/>
3. <https://www.ft.com/content/c51f9ee0-f744-11e5-96db-fc683b5e52db>

5 Star Accountability and Project Perfection

From the outset, all elements of a new school build should be geared towards the agreed completion date. At Medhurst this means creating a network project plan that is aligned to the critical milestones of the build, and communicating with the relevant members of the project team – from the site manager to the CCTV provider. It also means holding ourselves accountable to the following



Removing Ambiguity, Mitigating Risk

We directly employ the right people for the right part of the project – from our Aruba accredited network design engineers, to our SC/DV cleared installation experts. With more than 500 school network projects delivered, we speak the language of education as well as possessing the right technology credentials. This removes ambiguity and mitigates risk for each project.

The Right Pricing, First Time, Every Time

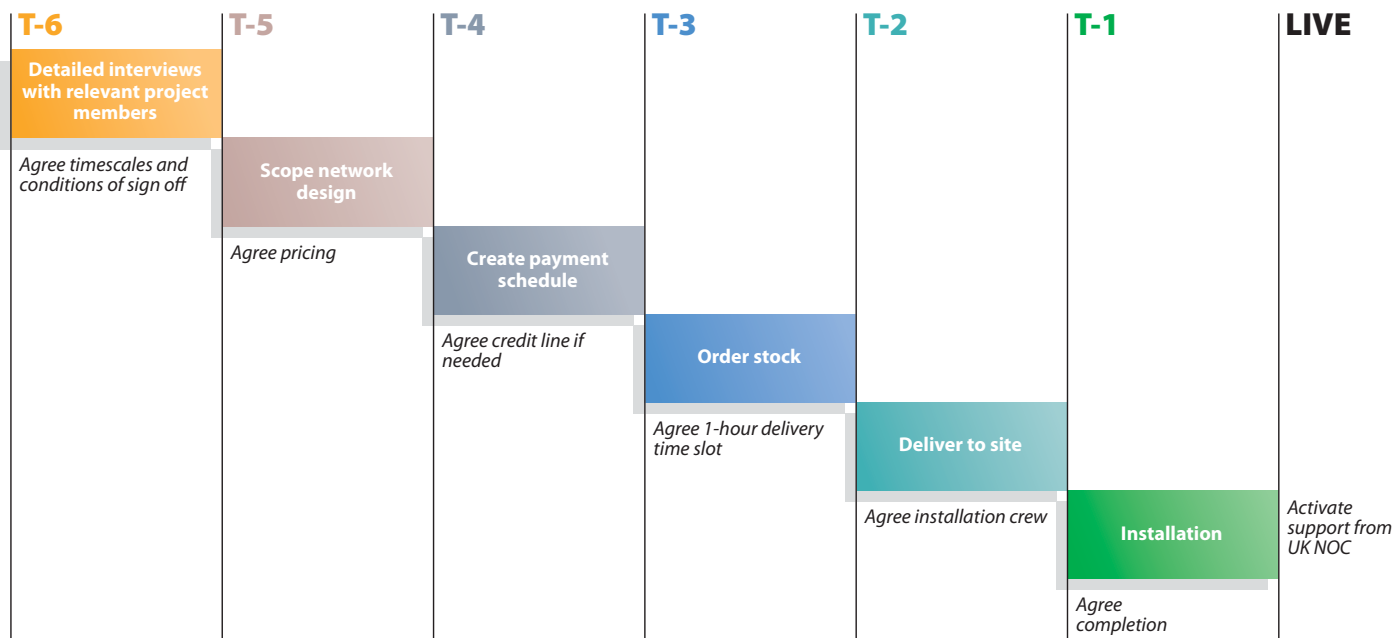
Our emphasis on Aruba technology and the scale of our education business means that our buying power and credit line facility is second to none. For construction firms and their M&E departments, this means that they can demonstrate value for money as well as following 'good, better, best' pricing policies.

Network design in new schools must be highly scalable to meet the growing demand for mobile device use - the number of UK secondary schools considering adopting BYOD rose to 26% in 2016.*

Source: Financial Times

Spec-IT - The Medhurst Methodology

Using the Medhurst **Spec-IT** 7 Step Methodology, we provide construction firms with a guaranteed network specification delivered to site on-time and installed by people with the correct accreditations.



Benefits of Medhurst and Aruba – Fast Facts

- Guaranteed specifications for a 'right first time' implementation
- Smart network infrastructure delivery within fixed timeframes and budgets
- Alignment to all ESFA requirements – from accreditation to security clearance to pricing

Completely in Scope – Your Deliverables

Our capabilities in the education sector mean that we give our new school build construction partners confidence that they'll meet their project deliverables. But it's more than a feeling – we document our commitments:

1. High level scoping document incorporating strategic and tactical inputs
2. Guaranteeing our designed specification
3. Detailed pricing framework
4. Working project plan with clear alignment to construction milestones

What do our customers say?

"Medhurst was brilliant. There was no disruption to the school during the implementation. All the cabling work was planned in detail, work on the switches and access points was done out of hours. We had enough time to test the upgrades. Everyone's been very happy. Users have connected to the network with very little involvement from us"

Edward Gillies,
Head of ICT Services,
Godolphin School

Why Medhurst?

Every day construction managers working on new schools, colleges and further education facilities are faced with numerous challenges and pressures.

Our highly skilled, Aruba accredited IT education professionals take responsibility for the design, deployment and management of school IT networks, working in tandem with construction partners to deliver on budget and on schedule.

Why Aruba?

High network performance in media rich, densely populated areas like classrooms is a must-have. Aruba's robust 802.11ac Wi-Fi network and HPE Smart Rate Gigabit switching supports network demands in the highest density environments.

Want to find out more?

To see if this approach might be a good fit for you, we'd like to invite you to speak to Managing Director Charlie Baynes about your next project.

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