

# Sehi Case Study

## Objectives

Mancelona Public Schools is a small yet thriving district in northern Michigan, serving over 850 students across three campuses. With limited staff and a tight fiscal timeline, they needed a trusted partner to help complete a major security infrastructure upgrade—fast.

## The Challenge

As the end of the fiscal year approached, Mancelona Public Schools needed to spend bond funds on critical security improvements. The district's goal was to install 138 network security cameras across three buildings—with only weeks left before the funding deadline. The project also included installing over 100 new network drops, pulling cable, and ensuring each drop was tested and ready to go.

## The Sehi Solution

Sehi answered the call without hesitation. Sehi completed the entire installation in less than two weeks—working through weekends to ensure the project was finished ahead of schedule.

Mancelona Technology Support Specialist Tony Tipton praised the work, noting, *“Sehi did a beautiful job with this installation. Their communication with me and the quality of their work is great.”*

## At A Glance

### Challenges

- 138 security cameras
- Three buildings
- Fast deadline
- 100 network drops, pulling cable, and test



## Why Mancelona Chose Sehi

The district's relationship with Sehi stretches back years, built on a foundation of trust and performance. Here are some key reasons why Sehi continues to be their go-to vendor:

- **Reliable and Responsive:** Fast response times and excellent communication throughout the project.
- **Honest and Transparent:** Sehi provides a range of vendor and pricing options and is upfront even when others may offer better pricing—a rare and appreciated quality.
- **Great Value:** Competitive pricing, solid relationships, and outstanding customer service.
- **Proven Partnership:** A long-standing track record of delivering quality solutions.

## Results

- ✓ 138 network cameras installed
- ✓ 100+ new drops installed and tested
- ✓ Project completed in less than 2 weeks
- ✓ Delivered before deadline—with time to spare

Sehi continues to support Mancelona Public Schools with technology solutions that meet their needs, timeline, and budget—always with integrity and professionalism at the core.

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