

Where Tradition Meets Tech

Supporting Technology in
K-12 Education Across the U.S.



INTRODUCTION

Digital learning is now foundational in K-12 education. Students engage with technology from their earliest academic experiences through high school, where computers and devices are core to both curriculum delivery and school operations. Supporting this growing reliance on technology requires not just devices, but a thoughtful infrastructure—and a partner who understands the intricacies of educational environments.

Since 2009, Sehi has supported one of the largest educational management companies in the U.S., helping them scale from approximately 60 to over 100 schools across nine states. Sehi's role has evolved alongside the organization, becoming a trusted technology partner known for consistency, reliability, and an understanding of school-specific needs.

UNDERSTANDING THE EDUCATION IT LANDSCAPE

Sehi stands apart by tailoring technology solutions to each school's context. They recognize the balance schools must strike between longevity, cost-effectiveness, and performance—and help them build sustainable tech plans accordingly.

What began as a straightforward introduction developed into a partnership built on trust and collaboration—**one that has lasted more than 16 years.**

At a time when the company was growing quickly, Sehi demonstrated its value not just as a solution provider, but as a partner who could anticipate needs, deliver consistently, and scale

alongside them. Over the years, Sehi has supported the organization through every stage of its growth, helping them expand to over 100 schools, streamline their refresh processes, and manage technology across multiple states. Trust was further solidified during COVID-19, when Sehi played a pivotal role in helping the schools implement a one-to-one device strategy—ensuring every student had access to learning despite unprecedented challenges. Sehi showed up when it mattered most, and they continue to do so with proactive planning, honest communication, and dependable support.

Digital learning is
now foundational
in K-12 education



THE SEHI SOLUTION

Tailored Technology, Trusted Execution

As the organization scaled its operations and student population, Sehi built a comprehensive technology delivery model that could evolve with them. With HP, Inc. as a long-time strategic partner, Sehi designed a solution stack that could accommodate diverse school needs while maintaining consistency, efficiency, and high performance. From forecasting and procurement to deployment and device lifecycle support, Sehi took ownership of the full end-to-end experience. Their familiarity with education-specific logistics, grant funding compliance, and remote device management allowed them to proactively address challenges that many vendors might overlook.

What makes Sehi different is the level of detail brought to every engagement:

-  **Annual Lifecycle Planning:** Each year, Sehi supports an organization-wide refresh cycle. They maintain asset records, and plan upgrades based on actual device usage and lifespan. By tagging and cataloging devices, they simplify tracking and accountability.
-  **On-Demand Access to Devices:** Sehi keeps dedicated inventory on hand in their warehouse, ensuring immediate fulfillment of small-scale orders or emergency replacements. This allows Sehi to meet strict customer SLAs—with most orders fulfilled in under 14 days.
-  **Mass Deployments at Scale:** In one recent refresh, Sehi deployed over 35,000 devices across 100+ schools in under two months. Their streamlined approach includes device etching, enrollment into management consoles (like Microsoft Intune and Google Admin Console), and optimized packaging to reduce waste and shipping costs.
-  **Grant-Ready Labeling:** For schools relying on federal or state technology grants, labeling compliance is a must. Sehi invested in two laser etchers to meet these requirements at scale—a move that reflects their long-term commitment to school success.

HP: Technology That Just Works

Sehi has been an HP partner for over 40 years, and that relationship directly benefits their education customers. From Chromebooks to teacher workstations, Sehi delivers devices that are built to handle real-world classroom use.

Over the years, this customer has transitioned from HP thin clients to more rugged, high-performance laptops and Chromebooks. Today, they're standardizing on models like the **HP Fortis Chromebook 11**, chosen for its:

- 1 Rugged design (spill-resistant, shock-absorbent)
- 2 Extended battery life
- 3 Strong performance for multitasking and app usage

Faculty and staff devices recently transitioned to AMD-based HP laptops, enabling better cost-efficiency without sacrificing performance. The ability to demo products, secure better pricing, and receive elevated support from HP is part of what makes Sehi such a powerful technology advisor.





Why It Works

Supporting 100+ schools across multiple states isn't easy. But Sehi has developed repeatable playbooks, reliable shipping networks, and strong collaboration with both internal IT teams and third-party distributors. Their non-commission sales approach builds trust, and their honesty in solution design sets them apart.

This partnership proves that deep domain knowledge, consistent service, and true customer-first values matter—especially in education, where every dollar counts, and every device can shape a student's ability to grow and succeed.

CONCLUSION

For over four decades, Sehi has combined technology expertise with an educator's mindset. With HP at their side, they continue to bring thoughtful innovation, seamless logistics, and unwavering customer service to K-12 schools across the country. Because when it comes to technology in the classroom, reliability isn't optional—it's essential.

Results at a Glance

16+

year relationship with the organization

Scaled from **60**
to **105** schools

60,000+

students supported

35,000+

devices deployed in under 2 months

< 14

day order fulfillment enabled by inventory stocked in-house and ready to deploy

Interested in learning more about how Sehi and HP can support your education organization?

Contact us today:

800.233.7344 | buysehi.com/sales

