



Case Study

CF Corporate facilitates a successful subscription deal for 1,265 Microsoft Surface devices in partnership with Ballicom to supply the Cornerstone Academy Trust





CF Corporate Finance, in collaboration with Ballicom, secured a prestigious tender bid for Cornerstone Academy Trust. This partnership resulted in the acquisition of 1,265 Microsoft Surface devices (various models), ensuring the academy trust received the best combination of competitive pricing, fairness and transparency of terms, coupled with unparalleled service.

Background

Cornerstone Academy Trust is a leading educational institution committed to providing its students with cutting-edge technology to enhance learning outcomes. In an effort to upgrade their technological infrastructure, the academy trust issued a tender for high-quality, versatile devices capable of supporting both students and staff.

Challenges

Budget Constraints: The academy needed to maximise value within a strict budget.

High-Quality Requirement: Devices had to meet rigorous performance and durability standards.

Timely Delivery and Support: The academy required a reliable delivery schedule and ongoing technical support.

Transparent Operating Lease Terms: Fairness of monthly pricing, coupled with end of term transparency and fairness

Solution

CF Corporate Finance (An Investec Company), a leading provider of tailored financing solutions, partnered with Ballicom, a trusted reseller known for their extensive product range and excellent customer service. Together, they proposed a comprehensive package featuring Microsoft Surface devices.



A Robust Model

Competitive Pricing: CF Corporate Finance leveraged its robust financial models to offer the most competitive pricing in the market.

Quality Equipment: The Microsoft Surface was chosen for its versatility, performance, and durability, perfectly aligning with the academy's requirements.

Exceptional Service: Ballicom's expertise ensured a smooth procurement process, from initial consultation to final delivery and setup.

Financing Flexibility: CF Corporate Finance provided flexible financing options, making it easier for the academy to manage the cost within their budget. CF also catered for the back end requests of the academy who had concerns with return costs on damaged kit which had proved costly with their previous finance partner.

Implementation, Step by Step

Needs Analysis: Detailed consultations to understand the academy's requirements.

Proposal Development: Creation of a competitive, value-driven proposal featuring Microsoft Surface devices.

Approval and Financing: Swift approval of financing terms, ensuring budget compliance.

Procurement and Delivery: Efficient procurement process with Ballicom managing logistics.

Setup and Support: On-site setup assistance and ongoing technical support.



Results

Enhanced Learning Environment: The new Microsoft Surface devices have significantly improved the technological infrastructure, fostering a more interactive and engaging learning experience.

Cost Efficiency: The competitive pricing and flexible financing options provided by CF Corporate Finance allowed the academy to stay within budget while acquiring top-tier technology.

Conclusion

The successful tender bid for Cornerstone Academy Trust underscores CF Corporate Finance's commitment to providing exceptional value through strategic partnerships and innovative finance solutions. The collaboration with Ballicom and the deployment of Microsoft Surface devices exemplify how CF Corporate Finance meets and exceeds client expectations, ensuring educational institutions have the tools they need to succeed.



Customer testimonial



“We are very pleased with the outcome of our partnership with CF Corporate Finance and Ballicom, who helped us upgrade our technology with 1,265 Microsoft Surface devices. The devices are versatile, powerful, and durable, and they have enhanced the learning environment for our students and staff. CF Corporate Finance and Ballicom were professional, responsive, and flexible throughout the process, offering us competitive pricing, fair financing terms, and excellent service. They also addressed our concerns about return costs on the damaged kit, which was a problem with our previous finance partner. We highly recommend CF Corporate Finance and Ballicom to any educational institution looking for a seamless tech upgrade.”

Jonathan Bishop
CEO & Executive Headteacher



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Want to know more?

Do not hesitate to contact the Microsoft Tech Funding Team if you have any questions.

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