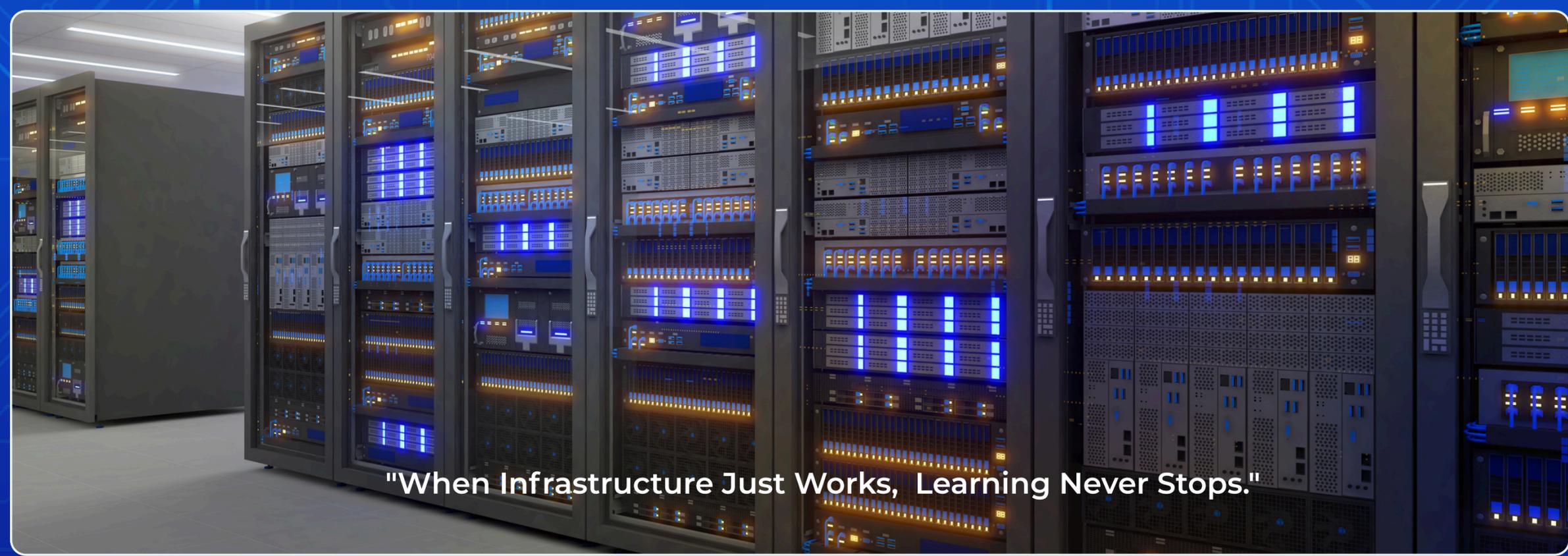




Modernizing School District Data Centers Without Capital Budgets

How K-12 IT Leaders Eliminate Hardware Refresh Costs Through Region 10 ESC Cooperative Purchasing



"When Infrastructure Just Works, Learning Never Stops."

Illustrative scenario for discussion purposes. Metrics and pricing are examples; actual results vary by district.



Executive Summary: At a Glance

Client Profile: Mid-sized School District, North Texas

Profile: 6,000 students, 10 campuses, 900 staff, 5-person IT team

Challenge: 30 servers (purchased 2021) reaching end-of-life, \$450K capital refresh needed, competing with teacher salary priorities

The Challenge

Aging infrastructure threatened mission-critical systems and compliance requirements.

Critical Threats:

- Tyler SIS (40,000 daily logins)
- Tyler Munis (Payroll for 900 staff)
- Canvas LMS (6,000 students)
- Safety: 100+ cameras

Budget Reality:

- \$450K Cost = 7 teacher positions
- Deferred maint = Security risk
- No Disaster Recovery plan

The Solution

Secure Logic Alliance Data Center-as-a-Service via Region 10 ESC Contract

- **CapEx to OpEx Expense:** Modernize with predictable monthly operating spend, no bond referendum
- **Continuous Refresh:** Rolling upgrades throughout contract term (hardware never ages)
- **Tier III Reliability:** 99.99% uptime (2N power, N+1 cooling, SOC 2 Type II)
- **Geographic DR:** Primary (Santa Clara, CA) + Secondary (Dallas, TX) - 500+ mile separation
- **Predictable OpEx:** \$16,500/month locked for 5 years = \$990K total

The Key Results:



\$530K Saved

Over 5 years vs. traditional capital model



4 Hour Replacement

Hardware SLA vs. 8-12 week procurement



99.99 % Uptime

Exceeded SLA targets for critical systems



Zero Days

No instructional time lost to failures



Quarterly
DR Testing

Documented compliance for auditors



Staff Refocused

IT team shifted to instructional support

The Challenge: When Infrastructure Fails, Learning Stops

Challenge #1: Aging Hardware, Growing Demands

The district was operating on 30 Dell R640 servers purchased in 2021. These servers were now 5+ years old, out of warranty, and creating significant risk.

- **Performance Lag:** Intel Xeon CPUs were 60% slower than current-generation processors, impacting SIS and LMS speed.
- **Storage Crisis:** SAN arrays were at 87% capacity, limiting video surveillance retention.
- **Security Risk:** No manufacturer support meant questionable security patch availability.

Challenge #2: Capital Budget Paralysis

The IT Director requested \$450,000 for a server refresh. The Board faced a difficult choice, as this capital request competed directly with:

- Funding for 7 full-time teacher positions
- Critical campus security upgrades
- Emergency HVAC repairs
- New math curriculum adoption

The Result: The Board deferred the technology refresh "indefinitely," leaving the district vulnerable

Challenge #3: No Disaster Recovery

All critical systems resided in a single server room with inadequate cooling and single-path power. Given Texas weather risks: tornadoes, flooding, and grid instability, this was a single point of failure.

SOC reports available under NDA where applicable.

The Solution: Data Center-as-a-Service for Education

Secure Logic provided a "Continuous Hardware Refresh" model that transformed the district's approach to infrastructure.

Data Center-as-a-Service for Education

Traditional Model

- Year 0:** Purchase 30 servers (\$450K bond)
- Year 1-3:** Aging begins, performance degrades
- Year 4-5:** Support expires, patches questionable
- Year 5:** **CRISIS:** Need \$450K refresh
- Year 6-8:** Deferred... failing hardware



Secure Logic Model

- Year 0:** Deploy optimized infra (\$0 capital)
- Year 1:** Monitor performance
- Year 2:** Swap 8 servers (included)
- Year 3:** Swap 10 servers (included)
- Year 4:** Swap 12 servers (included)
- Year 5:** Modern, renew contract

What Gets Refreshed (Included):

STORAGE ARRAYS

NETWORK SWITCHES

FIRMWARE/BIOS UPDATES

SERVERS (3-4 YEAR CYCLE)

What You NEVER Pay:

NO HARDWARE REFRESH FEES

NO SURPRISE CAPITAL REQUESTS

NO AGING HARDWARE RISK

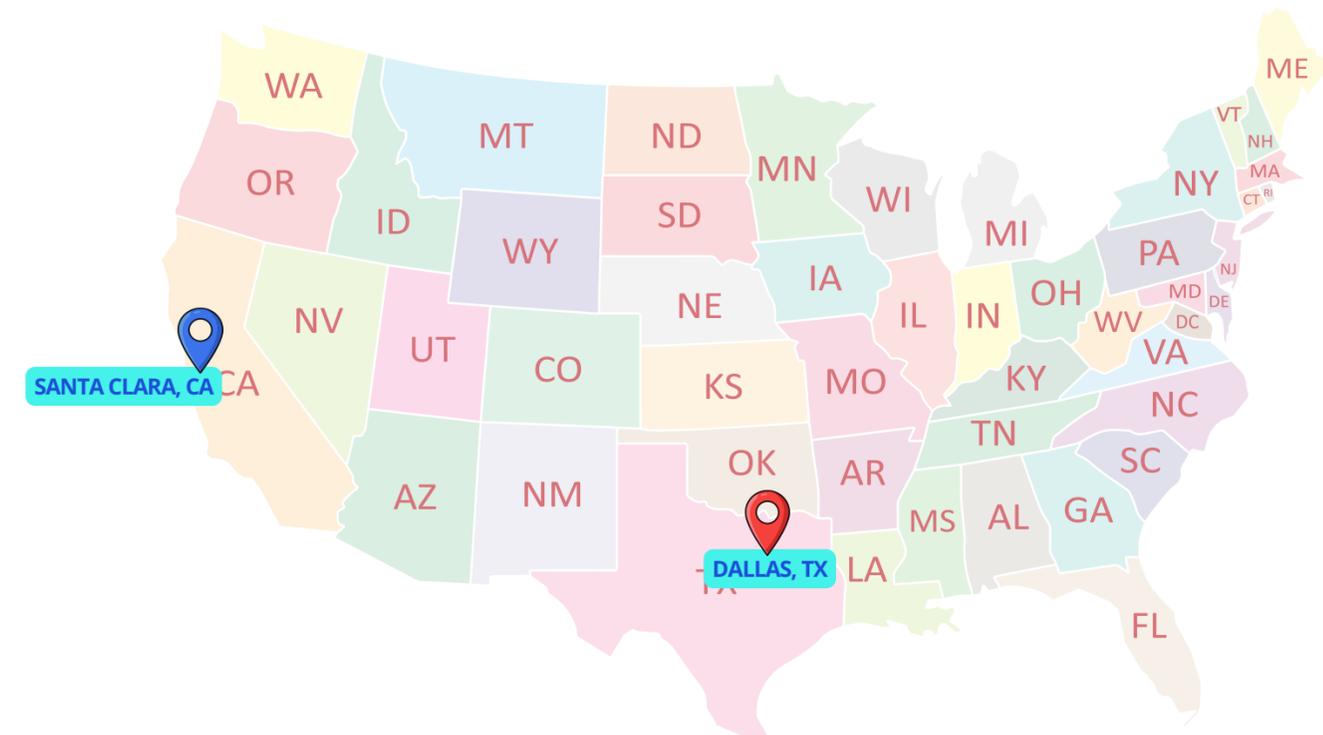
The Alliance Model

Feature	Traditional Multi-Vendor Chaos	Secure Logic Alliance
Contract	Multiple vendors (HW, Facilities, Security)	One Prime Contractor
Support	Finger-pointing during outages	Single Point of Accountability
Integration	IT Director acts as Project Manager	Integrated Partners (OpenColo, Salem CSO, Unix Surplus)

Geographic Disaster Recovery

The solution included a Primary Site in Santa Clara, CA and a Secondary Site in Dallas, TX—over 1,400 miles apart.

- **Scenario:** Tornado warning in Texas.
- **Response:** Automated failover initiates.
- **Recovery:** Critical systems online at secondary site in 3.5 hours.
- **Impact:** 3.5-hour disruption, zero data loss.



Outcomes That Matter for K-12



Financial Impact: \$530K Savings

Traditional CapEx Model	Secure Logic OpEx Model
Hardware (Year 0): \$450K	Monthly Service: \$16.5K (x 60 months) Includes: <ul style="list-style-type: none"> • 30 servers, • 18TB storage, • DR, Support
Facilities Upgrades: \$75K	
Power/Cooling (5yr): \$90K	
Staff Time (HW Mgmt): \$200K	
Refresh Year 5: \$550K	
5-Year Total: \$1.43M	5-Year Total: \$990K

What Saving \$530K Could Fund:

- 8 Teacher Positions
- 1:1 Chromebook Refresh (600 devices)
- STEM Professional Dev



Operational Excellence

Uptime Achievement:

- SLA Target: 99.99%
- Year 1 Actual: 99.996%
- Only 1.2 hrs unplanned downtime

Rapid Response:

- P1 Response: 8 min (SLA 15)
- 2 HW Replacements : 1 day (SLA 4hr crit)
- Example: Fri 3PM fail → Sat 2PM online

We have on-site sparing for all of our customers and smart hands, so we will always replace hardware in less than one day.



Compliance & Audit

| SOC reports available under NDA where applicable.

TEA Compliance: Annual self-assessment, Incident response tested, vCISO quarterly reviews.

Why This Matters for Region 10 ESC

Region 10 ESC serves 80+ districts and 810,000+ students across 8 counties. This contract is designed to scale from small rural districts to large suburban systems.

Student & Instructional Impact

Zero Learning Disruption: STAAR Testing (Spring 2026) completed without issues. 42,000+ enrollment logins processed smoothly.

IT Team Transformation: Shifted from 60% hardware firefighting to 85% teacher training & classroom tech support.

Beyond K-12: Public Sector Flexibility

 County Governments

 Libraries & Colleges

 Municipal Governments

 Federal Governments

Secondary Audience: This contract is also utilized by Counties, Municipalities, and State Agencies for CJIS-compliant infrastructure.

Contract Benefits for K-12

- ✓ **Education-Vetted Solution**
Evaluated for FERPA, budget predictability, and support for Tyler/Skyward/PowerSchool.
- ✓ **Peer-Tested & Referenced**
Multiple Texas districts active. References available. Region 10 coordinator connects prospects.
- ✓ **Simplified Procurement**
Interlocal template provided. Board packet support. 4-6 weeks vs. 6-12 months.
- ✓ **Nationwide Availability via Equalis Group**
Contract extended nationally. CA, FL, NY - any state, any public agency.

Your Roadmap to Infrastructure Modernization

For Region 10 ESC Members

- 1 Contact Region 10 ESC (Week 1)**
Call Purchasing,
Request Secure Logic docs.
Timeline: 1-2 days
- 2 Review with Team (Week 1-2)**
Tech Director/CFO review.
Optional Q&A.
Timeline: 1-2 weeks
- 3 Board Approval (Week 3-4)**
Present Interlocal.
Region 10 template.
Timeline: 1 meeting
- 4 Execute SOW (Week 4-6)**
Define requirements. Sign SOW.
Timeline: 1-2 weeks
- 5 Begin Deployment (Week 6+)**
Assessment & Migration planning.
Timeline: 6-8 weeks total

For Districts Nationwide

- 1 Join Equalis Group (5 min)**
www.equalisgroup.org.
Free, instant.
Timeline: Immediate
- 2 Access Contract (Same Day)**
Search "Secure Logic",
download docs.
Timeline: Immediate
- 3 Board Approval (Week 1-3)**
Present as cooperative purchasing
Timeline: 1-3 weeks
- 4 Execute SOW (Week 4-6)**
Same process as Region 10 members.
Timeline: 1-2 weeks
- 5 Begin Deployment (Week 6+)**
Implementation phase.
Timeline: 4-6 weeks total

Ready to Modernize?

One SLA, One Invoice, One Portal

Contact: Salma

Secure Logic: R10@securelogic.us | www.securelogic.us

Region 10 ESC Purchasing: #R10-1183D

Equalis Group: www.equalisgroup.org