Delivering best-in-class solutions for 10,000 users

Background

For over 10 years, HCGi has delivered technology solutions to Baltimore County. We work with both the Desktop Team and the Data Center Team to provide best-in-class solutions for various technologies. With over 10,000 users, this organization has a wide variety of technology needs. HCGi has delivered a full range of products including HP printers, Epson projectors and Lenovo PC's for the desktop team to HP Synergy and NetApp data storage for the Data Center.

Client Challenge

Baltimore County's Desktop Team required a more effective PC solution than the standard desktop tower they were currently using. Smaller, lighter desktop models were beginning to hit the market. Baltimore County wanted to determine if there was a reliable and cost-effective product available that could potentially become their new desktop standard.

HCGI Solution

HCGI presented models from all the leading PC manufacturers for a full onsite evaluation. The Lenovo Tiny M93P Desktop was chosen for further analysis and testing. The Desktop Team liked the versatility of the Tiny form factor—it was able to be mounted under a desk, behind a monitor or large screen. The model had been tested to be extremely reliable as well.

Baltimore County made an initial purchase of the Lenovo M93P Tiny in 2014, with customized specs to fit the unique needs of their user base. They have continued to employ the Tiny form factor as their desktop of choice through several generations, and are currently standardized on the M920q Tiny. The County has also begun to evaluate an even smaller desktop PC from Lenovo- the Nano. That form factor may take them into the future for desktop PC compute.

Recently, HCGi used this same evaluation process with the County for Lenovo laptops. The County has undergone thorough product evaluation on the Lenovo ThinkPad T-Series models. They have standardized on the T490s and T590 laptops, to give them a complete Lenovo solution for both desktop and mobile users.

Baltimore County Quick Facts

- Founded June 30, 1659
- Population: 800,000
- County is 682 square miles