



Why DIY When You Can White Glove?

The IKEA philosophy works well in a variety of industries: in exchange for lower prices, buyers are willing to spend more time putting together IKEA furniture, which is sold unassembled. However, it is not the best approach for certain industries in which the assembly or installation of a product requires expertise or in which the incorrect installation could be devastating in the long run.

One industry that sees schools and districts adopting a fatal DIY attitude is education technology. In order to stay within a tight budget and still deliver the necessary technology to students, leaders of schools or districts will opt to divert in-house IT personnel to the task or even appoint tech-savvy teachers to install and manage massive technology systems. This approach is fraught with problems. Before you opt out of an installation service for your education technology buy, read the following four reasons to choose Troxell's White Glove service.

1. Less Costly

In the decades Troxell has been supplying schools with educational technology, our Account Executives have seen more than a few situations in which school or district leaders have chosen products that logistically don't work in their classrooms. After the fact, there is often little to be done other than trade in the devices or try to restructure classrooms to work with the ill-fitting devices - both adding painful and unnecessary cost.

Instead, opt into a white glove service like Troxell's, which offers complimentary site visits to evaluate the existing systems and spaces. Whether it's for a single piece of equipment or a large-scale integration, our national network of experienced installers will advise you on how to best capitalize on your budget and space. And we do it right the first time, ensuring you don't waste money re-installing or reconfiguring your ed tech investment.

2. More Efficient

While some education software is prized for its ease of install, most products require serious knowledge to set up or to integrate with existing systems. Often, education technology has many layers of usefulness.

For example, an [asset management system](#) might effectively track and account for technology location, but it may also track asset depreciation and outline which devices are used frequently and which untouched devices should be upgraded. Without using a product expert, your IT person or whomever you appoint to install the system may not be aware of all intricacies of it and thus, you may not use the product for its full functionality. This disables your school or district from getting their money's worth and may cause problems down the road when you seek more budget for tech buys.

3. Faster

While our third-party partners are configuring your tech deployments, your IT resources can stay focused on their top priority: keeping classrooms running smoothly. From opening the boxes to configuration to getting systems and hardware fully installed and functioning, our white glove services can be customized to serve you. While your IT team has other objectives and duties, our install teams are 100% dedicated to one purpose: giving your school or district immediate and comprehensive access to the educational technology you purchased.

4. Safer

White glove installation services aren't just software oriented. Troxell's white glove service includes projector/flat panel display mounting, classroom amplification system installation, interactive whiteboard installation, signage mounting, and much more. If you buy the educational technology, chances are a white glove service can expertly install it for you so that your students and educators may safely use it. The last thing school leaders want is for educational technology to be improperly hung or installed, such that the product is at risk for breaking or students are at risk for being hurt by it.

Many education technology suppliers seem to be less expensive, because their involvement in your purchase ends when the boxes are delivered. Troxell believes in partnering with schools, not just selling to them. That's why we developed our customizable White Glove Services to help you install and configure your ed tech purchases for maximum efficiency and usability. [Contact one of our experts](#) today to learn more.