

“Fujitsu won the tender for the new PCs because it offered us the best price for the performance we wanted. Thanks to our previous experiences, we were already convinced of the quality of the systems, and the test phase only confirmed this.”

Gordian Gossen  
BW-PC Project Coordinator  
University of Freiburg

University of Freiburg coordinates PC purchases for universities. Fujitsu impressed the team with its attractive prices and low energy consumption statistics.

### At a glance

Country: Germany  
Sector: Public services  
Founded: 1457  
Website: [uni-freiburg.de](http://uni-freiburg.de)

### Challenge

The universities of Baden-Württemberg coordinate their purchases of standard workplace PCs, with the University of Freiburg issuing Europe-wide tenders for the devices. The individual institutions can then order them via the “BW-PC” online platform.

### Benefit

- Cost-effective solution
- Short delivery times as the devices are assembled in Germany
- Fujitsu guarantees consistency within a system for a certain time period



### Solution

Orders made through the shared platform can total up to one million Euros. The company that offers the best price for the specifications required wins the bid. Alongside the price, Fujitsu was also able to impress the group with both the energy efficiency of its FUJITSU ESPRIMO Q956 mini PC and fast service provision from inside Germany.

## Customer

The "Green City" of Freiburg in south west Germany is known for both its high environmental standards and the Albert Ludwigs University. Founded in 1457, the university is right in the heart of the city. As one of the top institutions in the country, it covers the entire spectrum of subjects across its eleven faculties and has won multiple national awards for its excellent research and teaching quality.

## Products and services

- FUJITSU ESPRIMO Q956 mini PC with 6th generation "Skylake" Intel vPro system, Intel Q170 chipset, Core i5-6500T 2.5 GHz, 35W TDP, 4-core CPU, 6MB cache and Intel HD Graphics 530
- FUJITSU Desktop ESPRIMO P956 E90 with 6th generation "Skylake" Intel vPro system, Intel Q170 chipset, Core i5-6500 3.2 GHz, 4-core CPU, 6MB cache and Intel HD Graphics 530
- FUJITSU Display B24-8-TE LED (24")
- FUJITSU Display B27T-7 LED (27")
- FUJITSU Display P27-8 TS Pro (27")
- FUJITSU Display P27T-7 UHD (27")



## Challenge

Universities in the state of Baden-Württemberg can order PCs via the "BW-PC" platform. Tenders are issued at regular intervals to determine which manufacturer can offer its devices on the system. The crucial factor is that they must be able to deliver a million Euros' worth of products. The manufacturer that can offer the most devices at the required specifications for the price wins the bid. The University of Freiburg is responsible for managing and awarding the tenders.

## Solution

"In each tender period, we will order some 15,000 PCs over the course of around four to five years," explains Gordian Gossen, Project Coordinator for "BW-PC". Once the first million Euros have been used up, more devices can be ordered. The universities only purchase business level devices from professional suppliers such as Fujitsu as the quality is higher than that of the home user devices you can buy in stores. Support is another reason the universities only order professional devices. "One of the requirements we have of the manufacturers is that they must be able to deliver and configure a large volume of systems over a certain period of time." Fujitsu also guarantees consistency within a system over a certain timeframe. "This makes administration much easier," says Gossen.

The critical factor in his decision is price: "Fujitsu won the tender for the new PCs because it offered us the best price for the performance we wanted. Due to the experiences we had had previously, we were already convinced of the quality of the systems," he adds. But price was not the only area in which Fujitsu impressed – the FUJITSU ESPRIMO Q956 mini PC with Intel® Q170 chipset and Core™ i5-6500T 2.5 GHz CPU also boasts very low energy consumption figures. This was the first time these criteria had been factored into a tender for "BW-PC". "It turned out the FUJITSU ESPRIMO Q956 mini PC was by far the most energy-efficient device," says Gossen. The tender was completely open, but the fact that Fujitsu had also won the previous round was an additional benefit for the administrators. If a new manufacturer had entered the game, it may have had to change its service and ordering routines. "But we made the decision completely independently," stresses Gossen.

## Benefit

By purchasing larger volumes as a group, the Baden-Württemberg universities can save up to 50 percent on the cost of ordering devices individually. The devices are delivered for one million Euros; they then have the option to purchase a further one million Euros' worth if the prices have not changed significantly. From Gossen's point of view as project coordinator, the fact that Fujitsu has a German contact on site is a great advantage. He also appreciates that the company manufactures the devices in Augsburg: "As the PCs are assembled in Germany, production times are shorter than if they were produced in Asia and shipped over. Our order times are around three weeks." This is even though the devices are still built to order. Fujitsu configures them to meet the users' needs precisely. Around half select the preconfigured system stored on the "BW-PC" platform. The remainder adapt it by ordering things like special graphics cards or more RAM. "It's not a problem for us as long as we can use the same system backup solution on all of the PCs," concludes Gossen.

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Email: [cic@ts.fujitsu.com](mailto:cic@ts.fujitsu.com)

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