FUJITSU

Case Study
College of Physicians and Surgeons Pakistan

"The Fujitsu device has better performance, durability and lifespan than its competitors. What convinced us was that Fujitsu is made in Japan and Germany; that gives us confidence in a superior build."

Shahzad Abid, General Manager IT, College of Physicians and Surgeons Pakistan

The customer

Country: Pakistan
Industry: Post Graduate Medical Education
Founded: 1962
Employees: 500+
Website: www.cpsp.edu.pk

The challenge

CPSP had developed an in-house examination application to streamline the exam process. It needed to find the right device to run this application in remote locations around the country.

The solution

Following a comprehensive evaluation, the organization decided that the FUJIITSU Notebook LIFEBOOK E752 and E754 provided the ideal combination of build quality, durability and performance. CPSP has so far purchased 720 Fujitsu devices.

The customer

The College of Physicians and Surgeons Pakistan (CPSP) was established in 1962 in order to maintain excellent medical professional training, as well as to ensure the promotion of specialist medical practice and postgraduate medical training in hospitals. It is the only postgraduate medical institution in the country to have established a system of effective and consistent medical education and training. Currently, around 22,000 candidates are at various stages of training under the watchful eyes of 3,500 supervisors and 500 permanent staff.

The challenge

Following the global political turbulence in the early part of this century, the opportunity for Pakistani medical students to study abroad declined dramatically. This in turn boosted the demand for specialization at the CPSP – between 2008 and 2015, the number of candidates almost trebled. This put severe strain on the organization, particularly its conventional examinations process.

"We've seen numbers rise from 8,000 to 22,000 in a matter of years, which makes handling examinations much more time-consuming," explains Shahzad Abid, General Manager IT, College of Physicians and Surgeons Pakistan. "Every year, 4,000 new trainee doctors are inducted to the college so finding a more efficient way of measuring their performance was a prime objective."

The organization had relied on traditional pen and paper examinations, during which candidates would complete two three-hour papers, however, it knew that eliminating manual techniques would enable it to process more students more effectively.

"Our examination department conduct exams in hotels, lobbies and ballrooms across the country so the idea was to promote a paperless environment that would make this a less onerous task," adds Abid. "We developed our own exam application based on Linux Ubuntu and Firefox but we needed the right device to use in tandem."

CPSP issued a tender to find a business / professional series rugged, high-performing and cost-effective laptop and, after trialling 100 units of the FUJITSU Notebook LIFEBOOK E752, it decided that Fujitsu provided the best build quality and support.

The benefit

- Now able to process twice as many exams per day, helping to ease the burden on its administrative staff
- Devices can withstand being regularly deployed in examination halls within CPSP premises or then six times in a year for continuous multiple days
- Availability of a local tier-one Fujitsu partner provides peace of mind although there has yet to be any major issue with the hardware

Products and services

- FUJITSU Notebook LIFEBOOK E754 and E752

The solution

Following the successful evaluation period at Karachi and Lahore, CPSP went on to purchase a total of 720 devices. Powered by Intel® Core™ Technology, the notebooks help CPSP cut costs and increase efficiency by taking advantage of intelligent performance, unique hardware-assisted security, and manageability features.

"The Fujitsu device has better performance, durability and lifespan than its competitors," says Abid. "What convinced us was that Fujitsu is made in Japan and Germany; that gives us confidence in a superior build."

Now, rather than using bulky paper-based entry, students simply answer a series of multiple choice questions on screen. The responses – and results – are saved to a secure server in real-time, removing the need for examiners to individually mark each paper. And, because the devices are portable, it is easy to ship them around the country to far-flung exam locations.

The benefit

One key advantage was the availability of local tier-one partner support, which provides peace of mind to Abid and his team: "We're looking for a long-term relationship and not a simple box-seller so having a nearby tier-one Fujitsu partner to work with really put us at ease. Having said that, we have had no major issues since we started using the Fujitsu laptops."

More importantly, using the Fujitsu devices has enabled CPSP to radically streamline the examination process, reducing exam times from three hours to two and a half. This means it can run two batches of students each day instead of one, doubling its capacity and from three times to six times in a year.

"My management is always pushing me to shrink the time it takes to get our students through the procedure so being able to bring through 1,400 candidates a day really helps," continues Abid. "And from the students' perspective, this is so much more user-friendly than traditional pen and paper based exam. In fact, I often have students ask where they can get a Fujitsu laptop for themselves."

It's not just students that are interested in investing in Fujitsu technology, other institutions regularly visit CPSP and are impressed by how it has modernized its approach to exams.

"We've had a number of other educational organizations come to see how the system works and they like what they see," comments Abid. "We've also had other vendors come to try and pitch their products but they simply cannot compete with Fujitsu."

Conclusion

CPSP now has a flexible, robust user device that can withstand the rigors of being transported around the country while delivering an intuitive user experience. With this in place, Abid is exploring other areas of the organization where Fujitsu might play a role.

"I recently purchase two Fujitsu PRIMERGY servers to host the examination application and data and we're also looking at providing disaster recovery for our data center with Fujitsu," concludes Abid. "It has proven that it can deliver high-quality, durable and cost-effective technology.

"By using Fujitsu LIFEBOOK devices in combination with our own bespoke examination application, we have been able to double the number of students we process during exam time."

Shahzad Abid, General Manager IT, College of Physicians and Surgeons Pakistan

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