

K-12 Device Purchasing & Trade-in Guide



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Work with us

Creating Value through K-12 Partnerships



// **If we're going on a long voyage, I want to work with someone who will be in the boat, not on the dock...Tech to School was a true partner in that sense. //**

– Jay McPhail, CTO Fullerton School District

Tech to School has been partnering with K-12 schools across the U.S. for over 20 years. Our goal is to help schools get the best devices into the hands of as many students and educators as possible. We do this by offering new and refurbished devices to fit all budgets along with providing deployment and total lifecycle services that unlock the most value out of your devices.

We begin by acknowledging that each school or district is unique. K-12 budget and time resources are often in short supply so we look at how we can best match the products and services we offer to meet the needs of our customers. We are platform agnostic, offering Apple, Chrome and Windows devices. We can help with enrollment and implementation of MDM solutions from a wide range of vendors.

[We'd love to work with your school or district >](#)

Part 1:

Purchasing Devices for K-12 Schools



There are many considerations when deciding on what type of device is the right fit when purchasing new equipment for your school or district. Many of these (budget, timeline, testing requirements, etc.) will be known or fixed before you begin the selection process. The following are some additional considerations that can be helpful for selecting the right [devices for your school or district](#).

Platform Considerations



Apple iPads and Macs are well known throughout the consumer space and most IT administrators will be very familiar with the models and capabilities. The ability to go to an Apple Store and check out new models before purchasing is a plus. Apple has been a part of the K-12 ecosystem from the very start and while they have ebbed and flowed in popularity, the amount of Edu apps available is a key reason that Apple has remained popular in K-12.

In addition to a robust app ecosystem, Apple devices are just built well and provide a longer usable lifecycle when compared to Chrome and Windows devices. Apple devices hold their value over time and their resale value at trade-in can significantly lower the cost of ownership over the lifecycle.



Apple (continued)

The single biggest objection to purchasing Apple devices is cost. That's where Tech to School comes in. The long usable lifecycle and solid build quality of Apple devices makes them an ideal candidate for refurbishment. You can get Apple devices that run the latest OS and apps and will last for years to come at a fraction of the price of new when [purchasing refurbished](#) from Tech to School.



Chrome

By far the most popular platform in K-12 today is Chrome. Chromebooks have come a long way in a short time to deliver usable learning devices at aggressive price points. Google provides a lot of free tools for Educators and has been invested in growing their footprint within K-12.

While the initial price of a new Chromebook (vs. Apple or Windows) is generally less, these devices will often need to be purchased with Google management. A build quality often geared to lowering the starting price means that most Chromebooks hold less value at the end of their initial lifecycle. The AUE (Automatic Update Expiration) date is set from Google in effect defining the lifespan of the device which is often less than what we see from Apple or Windows.

Chromebooks are available in different configurations such as 2-in-1s. Tech to School offers a wide range of [new Chromebooks](#) from Lenovo, HP, Dell, Acer, ASUS, Samsung that give IT directors a large selection of capabilities and price points to meet their needs.



Windows

Windows is the dominant platform for desktop devices used in K-12. The Windows platform is the most popular for gaming/education apps and offers a growing number of hybrid (tablet/notebook) devices such as the Microsoft Surface. Windows Notebooks often provide expanded hardware capabilities compared to Chrome devices while offering lower price points compared to new Apple products.

Windows software support and device lifespan slots between Chrome and Apple devices. While Windows devices don't maintain their value as well as Apple devices do, they can provide some residual value at trade-in lowering their total cost of ownership. Tech to School offers a wide range of [Windows notebooks, tablets and desktops](#) from HP, Dell and others to meet the needs of K-12.

Conclusion

Many of our K-12 customers use a mix of different platforms in their fleets. We often see orders for Windows desktops, iPads and Chromebooks all on the same PO. We believe that this is a great approach and can unlock the best of each platform. Tech to School can deliver the right devices that match the needs for your budget, students and educators. We love partnering with schools and are here to help from the funding phase, through procurement, deployment, management and end of life.

[Shop Apple, Chrome and Windows devices for K-12 >](#)

New vs. Refurbished

For Chrome and Windows devices we recommend purchasing new based on initial cost, build quality and total lifespan. For Apple devices we recommend purchasing refurbished from Tech to School for the exact same reasons.

Tech to School has been **repairing and refurbishing Apple devices for over 20 years**. All of our refurbished devices are backed with a comprehensive warranty (including the battery.) We offer two different cosmetic quality distinctions, First Stock and Second Stock. The majority of our devices are considered First Stock. This is our highest cosmetic grade. There will be only minor signs of use and no engravings or other major blemishes.

On some devices, we offer a Second Stock option at a discounted price. These devices are 100% functional, yet may have cosmetic issues such as bent corners, surface case scratches or engravings. We include a free shell case on these devices to present a clean look. We consider these devices a great value for any classroom.



Mobile Device Management

Managing a large fleet of devices provides many challenges for the K-12 IT director and staff. Choosing the right MDM solution can help make deployment and management much easier.



Tech to School can help make deployments easier by providing **White Glove enrollment** services. We can assist with enrollment, asset tagging, casing, cart purchases and more. We offer Apple School Manager enrollment for iPads and Macs and Google Management enrollment for Chrome devices. We can help with MDM selection and setup from solutions such as JAMF and Mosyle. We have custom built hardware and software that allow us to enroll and update 100's of devices at a time helping you to make deploying new devices easy.



Warranty +

Warranty and After Purchase Support

Devices in K-12 experience a lot of wear and tear. Tech to School provides comprehensive warranty and repair services to help IT Directors manage their fleets. **Warranty+** provides coverage throughout the lifecycle and protects against drops and spills.

Part 2:

Device Trade-in & Selling Old Devices



// The process of selling our equipment was simple and straightforward. Having a single vendor to work with saved us time and made us more money. //

– Chet Bembenek, Technology Manager, Columbus School District

Tech to School helps K-12 schools unlock the most value out of their devices at trade-in by having a thorough and transparent processes. Your devices are audited, wiped and either put back into the hands of students or recycled responsibly.

Unlocking the Highest Value for Your Devices

The cosmetic condition of the device will be the greatest variable in determining the value at trade-in time. We highly recommend purchasing protective cases for new devices. The added cost for the case can easily be made up for when it comes to trade-in the devices. Permanent markings such as engravings can significantly lower device value. We recommend using asset tags that can be removed at a later date. Removing devices from your MDM will unlock their full value (locked devices have almost zero value.) Accessories such as power adapters can add up to thousands of extra dollars at trade-in time so make sure these are accounted for.

How the Trade-In Process Works



Step 1: Get an Accurate Quote

Providing an accurate and easy to understand quote is the first step in the Trade-In process. Our quotes are designed around the needs of your school or district. We offer fixed bids, graded audits, pay on pickup, etc. You can choose to receive a check to spend as you wish or a trade-up credit towards newer devices.



Step 2: White Glove Pickup

We take care of the logistics of packing, pickup, and shipping of devices. All shipments to our facility are insured by us to ensure safe transit. Upon arrival, data on the devices is destroyed and you're provided with a detailed audit report.



Step 3: Transparency & Quick Payment

We've found the greatest way to build trust with our K-12 customers is to be transparent with our process. Most of our trade-in business comes from our repeat customers. Expect fast and accurate payment. Our goal is to make sure you're happy with the result of your trade-in.

[Get a trade-in quote for your devices >](#)

A Detailed Audit Process

We know Apple. We've audited, repaired and refurbished 100's of thousands of Apple devices. Our custom audit and imaging software was developed in-house with the goal of providing our customers fast and accurate audit data. All devices are fully tested, cosmetically graded, wiped and imaged. We provide a detailed report on specs and audit findings for each device.

Data Destruction & Responsible Recycling

We take data security and erasure seriously. All devices, regardless of working condition, have their data removed as part of our audit process. Data erasure and chain of custody reports are available to help ensure compliance standards. When it comes time to dispose of equipment, we want to do so as environmentally friendly as possible. Any e-waste materials are recycled in compliance with R2 standards.



Next Steps

Learn more

To learn more about the devices we offer, visit our [webstore](#) or [contact us](#) for a stock list.

To learn how schools across the U.S. have saved money working with us, see our [case studies](#).

To learn more about our MDM and White Glove solutions, visit [our site](#) or [contact your rep.](#)

To learn about our device trade-in offerings, visit [our site](#) or [contact your rep.](#)

Work with us

We'd love to work with your school or district!



Looking for devices or services?

[Access our quote form here >](#)



Looking to get a trade-in quote?

[Access our trade-in form here >](#)