

TFG PARTNER SOLUTIONS SHOUT OUT

Vertical: Public Sector Date Won: 12/15/2021	Partner: Premier Wireless GAM: Robert Hahn NAM: Brandie Boaz CAM: Bobby Hampton
Products/Solutions: CPR ³ Number of Units: 318 Region/Area: McAllen, TX	Gov Sr. Manager: Lorenzo Villarreal Gov Director: Peter Vargas Partner Manager: Jason Lecorchick Partner Director: Paul Spencer



**SOUTH TEXAS
COLLEGE**

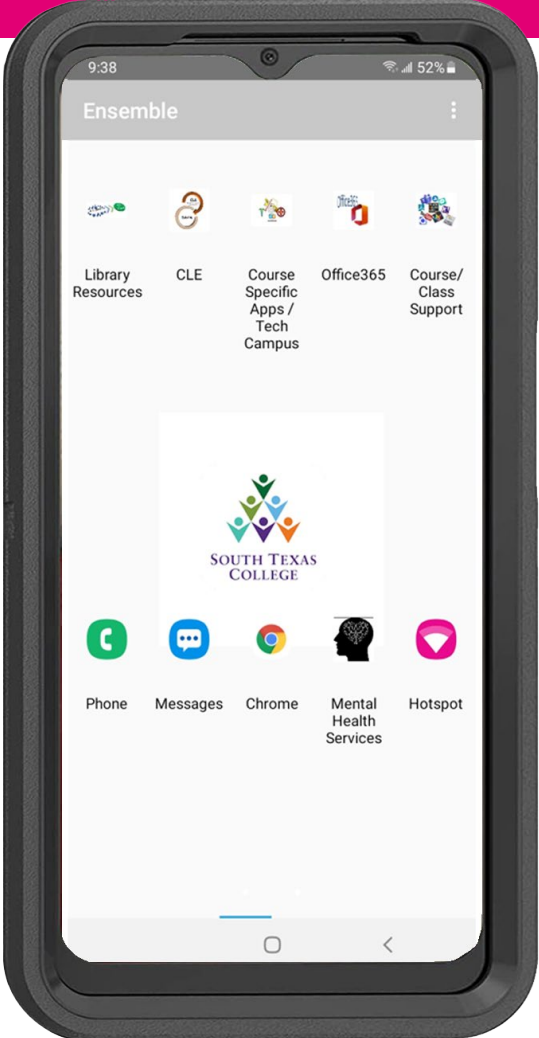
About the WIN:

South Texas College did an initial pilot with 8 devices, found additional funding for 62 more devices and secured a third funding source for 248 more devices for a total of 318 CPR³ devices to replace AT&T hotspots. The CPR³ provides each student with a micro-handheld computer, unlimited talk & text and unlimited data with an unlimited hotspot. This solution allows South Texas College to connect students so much more than the internet; it also connects them to the critical academic and local community resources they need to improve student success and increase overall completion rates.

Partner Value: The Premier Wireless CPR³ solution was the differentiator to take the college's hotspot business away from AT&T. Premier Wireless provided a turn-key solution from inception to project management to deployment; setting up the MDM, curating the content for the custom design, including a rugged case & screen protector, and providing 2 years of ongoing customer support. The CPR³ device includes Premier's custom app providing a Chrome browser, wi-fi hotspot, and how-to video showing users how to easily connect a secondary device. The CPR³ device is fully customized with the South Texas College logo as well as the college's selected apps and web links.

GAM Value: Robert Hahn uncovered the opportunity and worked with the client to get an understanding of their needs, initiate a small pilot and identify multiple funding buckets to secure a long-term, sustainable solution for economically and academically challenged students. South Texas College needed a way to be able to communicate directly with these students and deploy applications to help further their academic success and resources they need for daily living. Robert worked with Premier to get a custom flyer and demo device to help win the deal.

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Home Screen



Screen 2



Library Resources Folder