

# TFG PARTNER SOLUTIONS SHOUT OUT

<b>Vertical:</b> Public Sector/Department of Veterans Affairs <b>Date Won:</b> 12/27/2022	<b>Partner:</b> Premier Wireless <b>GAM:</b> Matt Tighe <b>NAM:</b> <b>CAM:</b>
<b>Products/Solutions:</b> CPR <sup>3</sup> <b>Number of Units:</b> 1250 <b>Region/Area:</b> Washington State	<b>Gov Sr. Manager:</b> Ryan Shepherd <b>Gov Director:</b> <b>Partner Manager:</b> <b>Partner Director:</b>



## About the WIN:

The Washington State Department of Veterans Affairs (WDVA) identified approximately 80,000 Veterans living at 200% or less below the State poverty line. It determined that these individuals are significantly less likely to have internet access, a computer, or digital literacy skills. Therefore, to help these Veterans, thus, the WDVA put together a digital literacy program to provide skills training, a computer, and connectivity. Initially, they had envisioned purchasing a hotspot with six months of service. However, after seeing the benefits of CPR<sup>3</sup>'s customizable apps, it surpassed their expectations, and they are providing it along with two years of service.

**Partner Value:** The Premier Wireless CPR<sup>3</sup> solution was the differentiator in extending WDVA's plan of providing just six months of service to two years of service. The WDVA saw value in that Veterans could access tailored resources and Google Workspace productivity tools on customizable devices. Premier Wireless is providing a Chromebook-based turn-key solution from inception to project management to deployment, setting up the MDM and curating the content for the custom design. Each device comes ready with a rugged case and screen protector in a box so the distribution team can simply hand a package to a Veteran. Premier is also providing two years of ongoing customer support. The CPR<sup>3</sup> device includes a Chrome browser, a Wi-Fi hotspot, and a how-to video showing users how to connect easily to a secondary device. The CPR<sup>3</sup> device is fully customized with the Washington State Department of Veterans Affairs logo and the department's selected apps and web links.

**GAM Value:** Matt Tighe uncovered the opportunity and worked with the client to understand their needs. He partnered with Google and Premier Wireless to come up with a solution far surpassing WDVA's vision. The WDVA used some of its remaining ESSER funding to pay for this total solution to secure a long-term, sustainable solution for socially and economically challenged Veterans. Veterans needed a way to communicate, connect and access resources to return to a stable and productive life. Matt worked with Premier to deliver a presentation to help win the deal.

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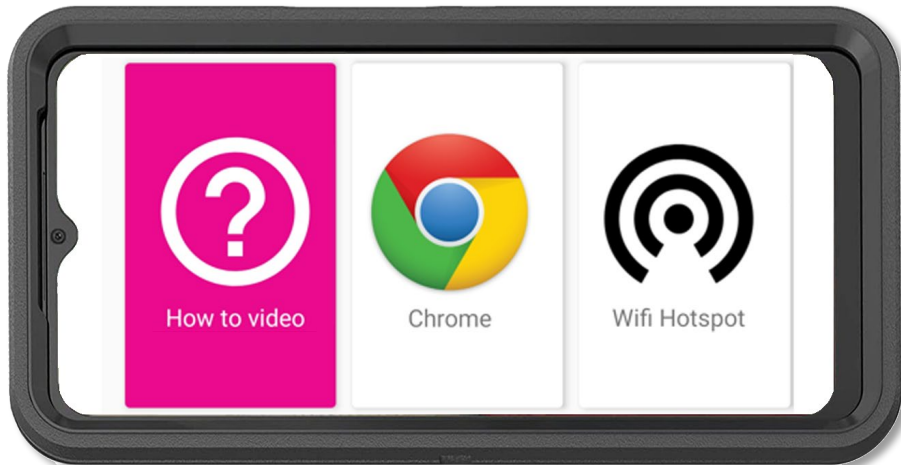
Home Screen



Workforce Development Folder



Google Workspace



How to Video, Hotspot & Browser