

Education | Hong Kong

# Inspiring students to reach their full potential

CTF Education Group

To help plan and deliver engaging, stimulating lessons, CTF Education Group equips teachers with Lenovo ThinkPad laptops delivered through Lenovo TruScale Device as a Service.



Lenovo

Lenovo  
TruScale

# 1

## Customer background

# Who is CTF Education Group?

CTF Education Group (CTFEG) aims to help students to develop the skills and mindset to become the innovators and leaders of tomorrow. Based in Hong Kong, CTFEG provides K-12 education through a network of learning institutions, including Victoria Educational Organisation, Victoria Playpark, DSC International School, ARCH Education, and the Kinderversity Hub at Panyu, Guangzhou, China.

Tony Mok, Chief Technology Officer at CTFEG, explains: “Technology plays an integral role in our classrooms, helping us to create an engaging and stimulating learning environment. For example, around 300 teachers at Victoria Educational Organisation use laptops to prepare educational content, manage student assessments, and communicate with parents.”

## 2 The challenge

CTFEG has launched a five-year strategic IT plan focused on adopting innovative, next-generation technologies, building partnerships with IT industry leaders, and improving operational efficiency and data security. When the time came to modernize the laptops used by teachers at Victoria Education Organization, the education group looked to put the new strategy into practice.

Previously, CTFEG acquired new devices via CapEx purchase from a local reseller once every financial year. The five-person IT team at CTFEG would then perform device configuration tasks, install learning management tools and other key applications, before dispatching the laptops to campuses. However, this traditional procurement model carried significant drawbacks.

## 2 The challenge

Tony Mok adds: “Purchasing new devices meant that we incurred high upfront costs. Due to budgetary constraints, we could only acquire a limited number of laptops each year, and often ended up running short in classrooms. Also, setting up the new laptops took huge amounts of time for our IT team. On some occasions, this led to delays that disrupted our preparation for the next academic year.”

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“We also ran into challenges at the **end of the device lifecycle**. Disposing of the laptops and removing sensitive data involved **complex administration and additional costs.**”

Tony Mok

**Chief Technology Officer, CTF Education Group**

# 3 The solution

## Selecting a more flexible model

To streamline procurement of new devices, CTFEG decided to use Lenovo TruScale Device as a Service (DaaS). The TruScale DaaS model enables CTFEG to spread the cost of its devices over a five-year agreement, with Lenovo handling all device configuration, software installation, and disposal tasks.

### **Services**

Lenovo TruScale Device as a Service  
Lenovo CO<sub>2</sub> Offset Services

### **Hardware**

Lenovo ThinkPad E16  
Lenovo ThinkPad X13

### **Software**

Lenovo ThinkShield Asset Intelligence,  
powered by Ivanti  
SentinelOne

# 3 The solution

So far, CTFEG has used the TruScale DaaS model to acquire 180 laptops for teachers and leaders at Victoria Education Organisation, including Lenovo ThinkPad E16 and ThinkPad X13 devices.

Teachers are using the new laptops to access pre-configured learning management and document storage systems to help plan lessons, prepare and share learning materials, and much more.

# 3 The solution

## **Enhancing security and sustainability**

To manage the laptops and protect sensitive data, CTFEG uses Lenovo ThinkShield Asset Intelligence, powered by Ivanti, and SentinelOne software. The solutions enable CTFEG to roll out remote upgrades and patching updates, detect and counter cyberthreats, and track and monitor devices in real time.

CTFEG also uses Lenovo CO<sub>2</sub> Offset Services to minimize the environmental impact of the production, procurement, and usage of the laptops. “Sustainability forms a central objective in everything we do at CTFEG,” explains Tony Mok. “Using Lenovo CO<sub>2</sub> Offset Services helps us to proactively manage our carbon footprint and contribute to global efforts to combat climate change and build a more sustainable future.”



# 3

The  
solution

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Embracing Lenovo's sustainability services has also enabled CTFEG to enhance its brand image, as Tony Mok notes: "Offsetting our carbon emissions with Lenovo clearly demonstrates our commitment to environmental causes and sets us apart in the education sector. Our more sustainable operating practices will help us to appeal to potential parents, investors, and employees that share our focus on sustainability."

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“Being able to manage and update the laptops through **one central point** has streamlined our IT operations and saved valuable time for our team. The combination of SentinelOne and ThinkShield Asset Intelligence will help to **minimize risk and strengthen our cybersecurity posture.**”

Tony Mok

**Chief Technology Officer, CTF Education Group**

# 4 The results

The move to TruScale DaaS has generated huge benefits for the CTFEG IT team. Handing over responsibility to Lenovo for device setup and disposal tasks reduces administrative workloads, freeing the IT team to focus more time and energy on value-add work.

Furthermore, devices are ready for teachers to use sooner, avoiding delays in planning for the new school year.

-  Lower TCO compared to CapEx purchasing
-  Eliminates months of complex IT admin
-  Provides more resources for innovation
-  Improves environmental sustainability

# 4 The results

“With our old process, delivering 180 devices to nine campuses would have taken two to three months, and perhaps even longer,” explains Tony Mok. “With TruScale DaaS, we completed the deployment process in around half that time. We simply check and finalize the network settings, before sending laptops to teachers. TruScale DaaS has been a real gamechanger for our IT team.”

# 4 The results

## **Improving the student experience**

Adopting the TruScale DaaS model has also enabled teachers at Victoria Education Organisation to access powerful devices that help them to plan and deliver engaging, interactive lessons that improve the learning experience for students.

Tony Mok continues: “The performance, robustness, and reliability of the Lenovo ThinkPad devices has been remarkably good, and the feedback from teachers and students has been very positive. The Lenovo laptops are helping us to achieve our primary goal of delivering a first-class education, inspiring and empowering our students to reach their full academic potential.”

# 4 The results

## **Redirecting budget towards innovation**

On the financial side, the TruScale DaaS solution enables CTFEG to keep more budget available to further enhance the student experience. “With TruScale DaaS, we can avoid upfront costs and invest more financial resources in our educational programs,” adds Tony Mok. “When we combine the savings across IT administration and device disposal, TruScale DaaS gives us a significantly lower total cost of ownership than capital procurement.”

Looking ahead, CTFEG is considering using TruScale DaaS to acquire laptops for its back-office teams and other schools within the group. Tony Mok says: “The whole experience with Lenovo has been great. Their team provided real insights to shape an order cycle and service model tailored to our needs, and that has exceeded our expectations. We’re looking forward to continuing the partnership.”

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“We would recommend TruScale DaaS to anyone looking for a **smarter way to manage their IT procurement**. TruScale DaaS offers **financial flexibility, simplifies budgeting, eliminates the hassle** of device management and disposal, and **ensures timely delivery of high-performance equipment**. It’s a **forward-thinking** solution that delivers real value.”

Tony Mok

**Chief Technology Officer, CTF Education Group**

# Why Lenovo?

From the start, CTFEG looked for a trusted, innovative partner, rather than another reseller. During initial conversations, the Lenovo Sales and Product Teams unveiled a proposal that quickly inspired confidence, and demonstrated a deep understanding of CTFEG's requirements.

“TruScale DaaS offered clear advantages over traditional purchasing, such as speed of delivery, lower administrative costs, and improved cashflow,” explains Tony Mok. “With Lenovo, we could acquire the right number of devices in a cost-efficient, eco-friendly way. Sustainability isn't just a checkbox for us, but an integral part of the selection process, and TruScale DaaS aligns perfectly with this.”



# How can schools acquire quality devices without high upfront costs?

CTFEG equipped teachers with Lenovo ThinkPad laptops, delivered cost-effectively by Lenovo TruScale Device as a Service.

[Explore Lenovo TruScale DaaS](#)