

Technology | United States

Preparing for rapid growth

Staples Technology Solutions

To support its business growth strategy, Staples Technology Solutions is partnering with Lenovo TruScale—enabling it to offer clients cost-effective financing and rapid scalability for infrastructure and digital workplace solutions.



Lenovo

Lenovo
TruScale

1

Customer background

Who is Staples Technology Solutions?

Headquartered in Deerfield Beach, Florida, Staples Technology Solutions has over 40 years of expertise in helping businesses manage their data. The company provides a full range of IT services and support, including solution architecting, project management, and on-site installation services to deliver projects of any size.

2 The challenge

Staples Technology Solutions is positioning itself for fast-paced growth. Over the next four years, the company aims to double its revenues through a combination of organic and acquisitive expansion—and as-a-service solutions will be an important pillar of the strategy.

Nick Courtney, Regional Sales Director at Staples Technology Solutions, says: “We work with organizations of all sizes across a wide range of industries—from Fortune 200 enterprises to small- and medium-sized businesses. We support all our clients’ IT needs, including endpoint devices and data center infrastructure.”

2 The challenge

Michael O'Toole, Account Manager at Staples Technology Solutions, continues: "When it comes to technology refreshes, many businesses now prefer financing over traditional capital procurement models. However, not all financing deals are created equal, both in terms of the competitiveness of the rates and the flexibility of the contract terms."

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“We have been a Lenovo partner for many years, and in that time our relationship has **only grown stronger**. With Lenovo TruScale, we can bring our clients the benefits of **flexible, scalable** endpoint and infrastructure solutions—all without the need for large up-front capital outlay.”

Nick Courtney

Regional Sales Director, Staples Technology Solutions

Identifying the opportunity

Staples Technology Solutions identified its first opportunity to leverage Lenovo TruScale in an engagement with Campos EPC, a leader in engineering, procurement, and construction services for the energy and utilities industry. Committed to elevating underrepresented communities across the United States, Campos has donated over \$7 million to initiatives including STEM labs, community outreach programs, scholarships, and more—positively impacting more than 7,000 kids every year.

Services

Lenovo Asset Recovery Services
Lenovo TruScale Device as a Service

Hardware

Lenovo ThinkPad P1 Gen 2
Lenovo ThinkPad P1 Gen 4
Lenovo ThinkPad T14s
Lenovo ThinkPad T16
Lenovo ThinkPad X1 Carbon

Software

Autodesk

3

The
solution

“Campos EPC employs around 750 people, and many of its teams make heavy use of demanding computer-aided design tools such as Autodesk,” says O’Toole. “With the company’s endpoint devices approaching end-of-life and its business growing steadily, there was an opportunity for Campos EPC and Staples Technology Solutions to work together to improve cost-efficiency and flexibility with Lenovo TruScale Device as a Service [DaaS].”

3 The solution

Delivering a successful deployment

Staples Technology Solutions collaborated with Campos EPC on a successful proof-of-concept (POC) exercise involving 75 Lenovo ThinkPad T14s devices. Based on the results of the POC, Campos EPC decided to move forward with a full-scale technology refresh via TruScale DaaS.

To date, Campos EPC has rolled out Lenovo ThinkPad T14s, Lenovo ThinkPad T16, Lenovo ThinkPad X1 Carbon, Lenovo ThinkPad P1 Gen 2, and Lenovo ThinkPad P1 Gen 4 laptops to its employees. With Lenovo Asset Recovery Services, the company can support the circular economy through the reuse, refurbishment, and recycling of devices at the end of the lifecycle.

3 The solution

The deployment process brought exciting challenges for Campos EPC, including building new models for its high-performance users. Campos EPC valued the expertise of the joint Lenovo and Staples Technology Solutions team, which helped guide its decision-making during the project. The company collaborated closely with Lenovo and Staples to streamline the rollout process, ensuring a smooth workflow with a strategy that addressed its specific needs. Campos EPC achieved a tight turnaround for distributing the new devices, laying the foundation for future AI innovation.

“During the POC and beyond, the Lenovo TruScale team was brilliant,” recalls O’Toole. “Although there were some teething problems with Campos EPC’s device image during the POC, Lenovo pulled out all the stops to help us resolve them. As a result, the company is getting outstanding performance for demanding CAD workloads with a far more competitive financing package.”

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“Lenovo connected us with all the resources we needed to deliver a performant and cost-effective solution for Campos EPC, and we were very impressed with their responsiveness.”

Nick Courtney

Regional Sales Director, Staples Technology Solutions



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The results

With Lenovo TruScale DaaS, Staples Technology Solutions is helping Campos EPC modernize its fleet of devices.

“By engaging TruScale DaaS, we helped Campos EPC save \$40,000 on the first phase of their refresh project,” says O’Toole. “The company is growing rapidly, and with Lenovo TruScale DaaS we’re well placed to help them refresh their existing devices as well as provision endpoints for new employees.”



Delivers \$40,000 cost-saving



Ensures high performance for end users



Enables rapid scalability

4

The
results

Ready for the future

Campos plans to deploy Lenovo devices to other parts of its business with TruScale DaaS. Looking further ahead, the company is interested in exploring TruScale Infrastructure as a Service to refresh its data center hardware.

“To realize our growth goals, we need to be agile and responsive to our clients’ needs,” says Courtney. “Our partnerships with enterprise IT leaders like Lenovo are crucial to enable us to do that, and we look forward to building on our success with the Lenovo TruScale team.”

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“Many large companies have a burn-and-churn mentality, but Lenovo shares our **customer-centric philosophy**. That’s something we **greatly value** about our partnership.”

Nick Courtney

Regional Sales Director, Staples Technology Solutions

Why Lenovo?

For Staples Technology Solutions, one of the most important factors behind the longevity of its partnership is Lenovo's strong commitment to fast, effective services. "Working with Lenovo is awesome; they are probably the easiest original equipment manufacturer I've ever dealt with," says O'Toole. "With Lenovo, there's always someone ready to help—whether it's an engineer to assist us with application performance issues or a financial specialist to answer contract-related questions."

Courtney adds: "At the end of the first stage of our project with Campos EPC, we took their team out to an NBA game to show our appreciation. A full team from Lenovo flew out to join us for the event, which is a testament to their commitment to building and maintaining strong relationships."

How can solution providers increase the agility of tech deployments?

Staples Technology Solutions partners with Lenovo TruScale DaaS to deliver cost-effective, high-performance devices.

[Explore Lenovo TruScale DaaS Solutions](#)