

## SUNY Oswego Selects Hitachi Projectors, OneVision Program for Best in Product and Business Performance

When Tyrone Johnson-Neuland was approached by SUNY Oswego's Graphic Arts Department to find a new projector that had more lumens and better color quality, he began a detailed search to find the best fit. After meeting with Hitachi representative Beth Scoville and seeing a few projector demonstrations, he was sold. In the end Johnson-Neuland went with Hitachi because of the image quality, affordability and the company's unique OneVision program.

SUNY Oswego is one of 64, four-year undergraduate schools within the State University of New York system. It is home to roughly 8,000 students and offers a range of Liberal Arts and Sciences, Business, and Communication courses; the Arts being the largest school of study.

Tyrone Johnson-Neuland is the Assistant Director of Campus Technology Services at SUNY Oswego, and is responsible for supporting the school's more than 200 smart classrooms, several major events and the Advanced Tech Classrooms (ATCs). Each smart classroom is equipped with a projector and interface at the podium and ATCs are equipped with components such as lecture capture, document cameras and Blu-ray disk players. This year, Johnson-Neuland was faced with the specific task of upgrading equipment for a new arts building on campus.

"We were reopening the art building and the Graphic Arts Department made a request for more lumens and better color quality projectors," said Johnson-Neuland. "We were able to bring in our Hitachi representative and demonstrate a few different projectors to the Art Department. They were immediately impressed. We ended up also showing the projectors to the School of Business as well, and have already installed nine additional projectors in those classrooms in addition to the two projectors in the new art building."

After Scoville's visit to SUNY Oswego, Johnson-Neuland signed the school up to be a member of Hitachi's OneVision program for higher education customers. The program has perks for colleges and universities that allow them direct access to Hitachi sales and service specialists, specialized pricing, extended warranties on projectors and lamps, advanced replacement and program rewards.

As a new member of the OneVision program, SUNY Oswego is already seeing the purchase rewards come through with a free projector from the Buy 10 Get One Free program perk. At the start of this school year, SUNY Oswego had 11 new Hitachi projectors set-up and in use throughout the campus.

As the campus continues to expand, and older equipment is replaced through attrition, students and staff can look forward to more Hitachi projector upgrades at SUNY Oswego over the coming years.



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