Making a Lifelong Connection

How Calvary Chapel Leveraged a Lasting Relationship to Implement New Technology

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» Calvary Chapel is a multi-campus church located in Florida. It operates a school and presents itself as a "fellowship of churches" with over 1,000 congregations worldwide. From offering HD video, audio feeds, and podcasts to providing ministry teams with tablet computers, Calvary Chapel takes advantage of all the technology tools available to a modern ministry.

When Calvary Chapel needed to refresh their PC fleet, they turned to the experts at GovConnection for help selecting and deploying the right blend of devices to support a wide range of users and roles.

The Power of Technology

Chris Kehayias is in charge of technical operations at Calvary Chapel. He worked closely with the PC Connection family of companies and Lenovo to select notebooks, tablets, and other technology to support the mission of the church and its educational programs. When asked to elaborate about their current inventory and how they use technology, Kehayias said, "I would draw the parallel to any type of corporate organization, with the added pressure of operating a school. We have approximately 200 employees and use a wide-array of notebooks, tablets, phones, and Lenovo notebooks and All-In-Ones (AIOs) in the church and school. These are utilized by teachers and students in our computer labs, and the staff uses them for developing web content, email, and more."

Calvary Chapel recently went through a redeployment of computers and chose many Lenovo products. Kehayias attributes their choice of Lenovo to their strong relationship with GovConnection. "It was our Account Manager that turned me on to trying the Lenovo product line. The first device we tried was a Lenovo ThinkPad W510 notebook. Today we use ThinkCentre Edge 91z desktops, T-Series notebooks,

and ThinkPad W520s and W530s. I really enjoy that they are built well and come from a stable product line. Lenovo seemed to us to lead the market in terms of integrated things like cameras, biometric sensors, and more. Their docking stations and ability to expand are fantastic. And, so far, we have had the lowest support requirement of any device we have deployed with Lenovo."

Rugged Tools for the Classroom

The task of choosing the right device for an education setting is not easy. Kehayias selected Lenovo AIOs for their computer labs. He said, "The desire was not to have a computer tower on the floor anymore. First, it was cleaner, neater, and tidier, and it looks more impressive. Second, when we need to work on a machine it is a lot easier to unplug the keyboard, mouse, power cord, and Ethernet cable and just take it to go. We can't be in our school lab while the students are in there; it is much easier to grab an AIO, repair it, and get it redeployed."

Calvary Chapel utilizes more than AIOs. Kehayias elaborates, "We also use ThinkCentre Edge 91z desktops in our children's ministry building for touchscreen based check-in on the weekend. So, it's not just our staff and school needs, we are using Lenovo for our ministry too, which is really exciting." Kehayias continues, "We also use Lenovo ThinkPad W510 notebooks for our engineering staff; they build software, websites, and work with graphics. I use a ThinkPad W530 notebook today and have used a W510 and W520 previously. Most of our staff runs T4 Series notebooks."

Brand Loyalty at Its Finest

Kehayias' enthusiasm for Lenovo does not go unnoticed at Calvary Chapel. When asked to explain why, he recalls a day when he accidentally spilled water onto the keyboard of his beloved Lenovo notebook. "My heart sank because I thought that I had lost everything I had worked on. I watched the water drain right out of the notebook and the machine kept running. It was at that moment that I was really glad that I bought Lenovo—we have had other notebooks that did not survive water in the keyboard." This durability makes the product line perfect for the rigorous classroom environment at Calvary Chapel. In addition, Kehayias attributes his brand loyalty to other technical benefits, "It's a lot of simple things: docking stations that support (2) 24" monitors, the ability to survive a fall, and that these machines are super-expandable. I can't say enough good things about them."

A Relationship That's Built to Last

In addition to the benefits of a rugged computer product, Kehayias compliments GovConnection for the ease of deployment. "This wasn't my first time deploying systems. One of the perks of leveraging our strong relationship was instead of having to wait for "build-to-order" systems, they have our standard lineup available within 48 hours—that has been one best things. GovConnection has been great; they are always super helpful and very knowledgeable."

Calvary Chapel is fortunate to have a large volunteer base that is ready to help with any technology deployment, Kehayias enjoys that the team at GovConnection respects this. "I know there are many tools and ways of deploying equipment that Lenovo and GovConnection have to offer, but we have a tried and true method. For us, it's better to allow our volunteers to continue to help and be part of the deployment process."

"We have also been working with the same Account Manager at GovConnection for the last 5 years, and that is something that I can't say about any other vendor. It's good not to have to re-explain my business, why we do what we do, and how we make decisions every 6 months. It allows us to foster a great long-term relationship. That's what we are after, that relationship."

Call today to learn more about the hardware, software, and services available to support your next computer deployment.