

# How a Nonprofit Healthcare System Modernized 642 Endpoints Without a Capital Spike

Phased modernization. Predictable costs. Zero disruption to care.

## Client Overview

A rural nonprofit healthcare system in New England relied on aging endpoints to support clinical and administrative staff across multiple locations. They needed a modernization plan that strengthened security, avoided a large one-time capital purchase, and kept disruption to a minimum – all within the constraints of nonprofit budgeting.

## Challenges

- Aging endpoints couldn't meet Win 11 requirements
- Healthcare security demanded modern, hardware-backed protection
- No budget for a single large capital purchase
- Staged rollout required to avoid disrupting clinical and back-office staff
- Poor licensing visibility created governance and planning gaps

Over a controlled, phased rollout supporting clinical and administrative staff across multiple locations, the client achieved:

# 642

Endpoints Modernized

- **642 endpoints modernized** through a staged, low-disruption rollout
- **CapEx → OpEx shift** via flexible leasing and co-termed renewal dates
- **Windows 11-ready security posture** across the full endpoint fleet
- **Improved Microsoft licensing visibility** for governance and long-term planning
- **Zero mission disruption** – internal teams stayed focused on patient care throughout

## Solutions

Blue Mantis embedded into the customer's procurement and planning process – connecting endpoint modernization to security outcomes, licensing governance, and long-term lifecycle management rather than treating it as a one-time device purchase.

The solution standardized on HP Inc. laptops and desktops with Intel processors, rolled out in quarterly phases to maintain continuity. Blue Mantis coordinated flexible leasing to shift spend from CapEx to OpEx, co-termed to a single renewal date. Microsoft CSP licensing management was layered in to improve visibility and simplify planning going forward.

