



news & updates April 2026 | Issue 14

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CEO's Corner

As K-12 school districts prepare for another demanding summer deployment season, the pressure on IT teams continues to grow. Larger 1:1 device programs, mixed-device environments, tighter timelines, and limited staffing are forcing schools to rethink how they provision, restore, charge, and manage student technology at scale. What once worked for smaller deployments is no longer enough—and districts that fail to modernize their workflows risk costly delays and unnecessary strain before the school year even begins.

That's why forward-thinking schools are turning to [Cambrionix](#), available in the U.S. through Saelig Company, for faster, more efficient device deployment solutions. Designed to help IT teams automate workflows, reduce manual handling, and dramatically increase throughput, Cambrionix solutions are helping schools deploy more devices in less time with the same staff resources. In the article below, Matthew Cooper of Cambrionix outlines the key trends shaping K-12 device deployment in 2026—and why this summer may be the most important one yet.

Alan Lowne
CEO, Saelig Company Inc.

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Alan Lowne, CEO

*Founded Saelig in 1988 to serve the world for unique electronic control and instrumentation equipment including: economical oscilloscopes, PC and RF spectrum analyzers, USB and logic analyzers, electric pulse RF sources, DMMs, data loggers, DC and AC converters, PCB test, high-res industrial panel PCs, EM enclosures, USB serial converter cables, etc.
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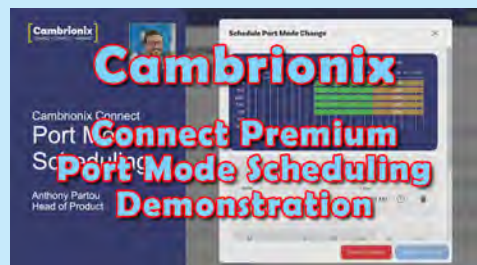


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Reshaping K–12 Device Deployment in 2026 – Why This Summer Matters More Than Ever

By Matthew Cooper, EdTech Business Development Director, Cambrionix



SQA

We helped **Uber** optimise their SQA automated test labs for the charging and syncing of devices



Circular Tech

We're critical to **CTDI's** infrastructure, enabling the processing over 30 million devices a year



EdTech

At a Seattle education district, we reduced provision time from 1.5 hours to 12 minutes with our solutions

For K–12 IT teams, summer has always been the make-or-break season for device deployment. But in 2026, the stakes are higher than ever.

With larger 1:1 programs, growing mixed-device environments, tighter staffing, and increasing expectations from administrators and teachers, schools can no longer afford slow, manual deployment workflows. Districts that fail to modernize this summer risk falling behind before the school year even begins.

That's why more education IT teams are rethinking how they deploy, restore, charge, and configure student devices — and why [Cambrionix](#) is becoming an essential part of that strategy.

“The schools that succeed this summer won't be the ones working harder — they'll be the ones with workflows designed to scale.”

— Matt Cooper

The Old Deployment Model Is Breaking Down

Many schools are still relying on outdated methods that simply can't keep up with modern deployment demands. If your team is still:

- Processing only a few devices at a time
- Using low-throughput USB hubs, carts, or docking stations
- Separating charging, restoration, and configuration into multiple steps
- Relying heavily on manual handling and repetitive staff time

...then your deployment process is likely costing your district far more than it should.

What worked for hundreds of devices no longer works for thousands. At today's scale, deployment is no longer just an IT task — it's an operational challenge that directly affects readiness, staffing efficiency, and student access on day one.

Time Is Now Your Most Valuable IT Resource

Budgets matter — but when summer deployment windows are short and device counts are rising, time becomes the most expensive resource of all.

Every hour spent manually handling devices is an hour not spent on:

- Supporting teachers and classrooms
- Solving higher-level technical issues

- Preparing for the school year
- Improving the student technology experience

Apple tools such as [Apple School Manager, Apple Configurator, and Shortcuts](#) have made major improvements possible — but those tools still need the right hardware infrastructure behind them to perform efficiently at scale.

That's where Cambrionix changes the game.



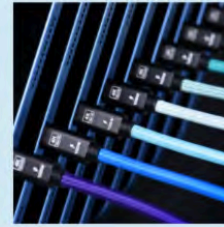
Charge and sync in parallel



High-speed data transfer



Intelligent charging system



Device-agnostic compatibility



Custom LED Indicators

Why More Schools Are Turning to Cambrionix

Cambrionix high-performance USB provisioning solutions are built specifically for organizations that need to deploy, charge, restore, and manage large numbers of devices — quickly, reliably, and with less hands-on labor.

Instead of tying up your staff with slow, fragmented workflows, Cambrionix helps schools:

- **Provision more devices in less time**
- **Run automated workflows more efficiently**
- **Reduce manual handling and setup errors**
- **Improve consistency across every deployment station**
- **Maximize output without increasing headcount**

For IT teams under pressure to do more with the same resources, that can be the difference between a smooth rollout and a summer bottleneck.

Up to 16 Devices at Once. Up to 7x Faster.

The performance gains are substantial.

[Cambrionix USB provisioning](#) solutions can enable schools and districts to prepare **up to 16 devices simultaneously from a single workstation in under 13 minutes** — allowing teams to complete deployments **up to 7x faster using the same staff resources**.

That means:

- **More devices processed per hour**
- **Fewer delays and less rework**
- **Better use of limited summer labor**
- **Faster turnaround for updates, restoration, and redeployment**

In short, Cambrionix helps schools move from reactive, labor-heavy deployment to a workflow built for scale.

“What we’re seeing across school districts is a clear shift. Deployment is no longer about configuring devices one by one; it’s about how many devices you can process per hour. The teams that understand this are the ones that stay ahead.”

— *Matt Cooper*



Don't Let Summer Deployment Become a Bottleneck

This summer is your opportunity to eliminate outdated processes and equip your IT team with a faster, smarter, and more scalable way to prepare devices for the school year ahead.

If your district is looking to improve deployment speed, reduce labor demands, and build a workflow that can keep pace with today's K-12 technology demands, **Cambrionix offers a clear operational advantage.**

Talk to Saelig About Cambrionix Solutions Today

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Cambrionix's expertise in fast, reliable, and intelligent device connectivity solutions plays a critical role in supporting our uniquely complex testing and automation needs across a diverse range of mobile products - including phones, watches and earbuds.

As Cambrionix's USA technical distributor, [Saelig](#) can help your team identify the right provisioning solution for your deployment needs.

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