Connected learning for schools

Transforming education for the digital age

Learn how you can help improve education in the 21st century classroom
The advantages of Dell connected learning

Dell connected learning for schools is a strategy that brings together every member of the education system so each is empowered to play a key role in its success. For more than 25 years, our dedicated education specialists have listened to our customers to learn about the unique set of challenges and opportunities they face in their local communities. As a result of our dialogues, we’ve specially designed a broad portfolio of customised products and services for education that easily integrate into existing environments, including the classroom, the data centre, and the home. Our ultimate goal is to help school systems create teaching and learning environments in which students have access to the technologies and tools fundamental to fulfilling their potential, feeding their desire to learn and fueling their ambition to succeed.

Connected learning for schools - two key areas of focus:
• **The Connected Classroom** addresses the various environments in which teaching and learning take place.
• **The Connected Infrastructure** addresses the IT infrastructure and strategy for the education system as a whole.

The Connected Classroom

By infusing technology into the classroom environment, teachers have an opportunity to engage students in new ways and enhance the learning process. The Dell™ Connected Classroom empowers teachers with the latest tools like 2nd generation Intel® Core™ based Dell OptiPlex™ and Dell Latitude™ systems, and professional skills necessary to create a rich, interactive learning environment in which students can more effectively prepare for success in the digital age.

### Enhance traditional teaching practices

• Engage students with robust digital content
• Assess student progress in real time
• Further teaching skills through professional learning

### Facilitate student centered learning

• Inspire creativity and critical thinking
• Interact and promote collaboration
• Enable individualised and differentiated learning

### Establish anytime, anywhere learning

• Extend learning beyond the classroom walls
• Make the home a learning environment
• Provide access to content, curriculum, and collaboration tools

The Connected Infrastructure

To educate students with the skills needed to succeed in the 21st century, school leaders must steer an appropriate level of the technology budget toward the classroom where it significantly impacts student achievement. Yet, a significant proportion of a school’s IT budget is spent on day-to-day maintenance of outdated computers, servers, and storage systems that perform slowly and consume excessive amounts of energy. That leaves only a small budget allocation to spend on new, innovative classroom technologies. The Connected Infrastructure offers a pragmatic approach to drive greater operational and cost efficiencies through standardisation, simplification and automation. By transforming the data centre, partly through the deployment of 2nd generation Intel® Xeon® based servers, school leaders can reduce maintenance costs and free up resources for classroom technology that positively impacts teaching and learning.

### Simplify infrastructure management

• Steer a greater portion of the IT budget to the classroom
• Get needed technology into the classroom faster
• Empower school success through IT simplification

### Design an intelligent infrastructure

• Gain greater efficiency using the latest enterprise systems
• Support a growing number of devices easily
• Effectively support classrooms with minimal IT impact

### Deploy intelligent data management

• Prepare for storage as student portfolios grow
• Keep critical education information available 24/7
• Maximise cost efficiency of stored data

Learn more about Dell connected learning for schools at [dell.co.uk/schools](http://dell.co.uk/schools)

Protect and manage teaching and learning better while reducing costs with Dell Latitude laptops — powered by Intel® Core™ i5 with vPro™ technology. Hardware-assisted, diagnostics and repair let you manage your mobile teaching staff and learners remotely, even if the system’s OS is unresponsive.
Harness the ability to learn

Take your classroom anywhere with mobile education solutions from Dell. We’ve listened to educators in order to offer the technology that best suits your needs. Like our Latitude™ laptops with the 2nd generation Intel® Core™ i5 vPro™ processors. They’re built to hold up to the demands of mobile computing while providing the performance that educators require. And since we offer managed product transitions, you can be sure you’re getting the most out of your technology.

**Dell Latitude 2120 netbook**
*Achieve teaching goals*

The Dell Latitude 2120 can help users get more done every day, in virtually any setting. Advanced, flexible connectivity means staying in touch with teachers or classmates is easy, and the rugged design adds extra protection against drops. Customise the Latitude 2120 to meet precise educational needs with a wealth of performance-enhancing options like webcam, multi-touch HD panel, solid-state drive, and Intel® Atom™ N550 dual-core processors.

**Dell Vostro laptops**
*The budget-friendly school workhorse*

Vostro laptops and desktops are designed for the demands of today’s busy schools. They’re easy to configure, simple to run and very reasonably priced. It’s easy to customise Vostro products to meet precise educational requirements, so your school gets exactly the right PC but without unnecessary costs.

**Dell Latitude E-Family laptops**
*Learn anywhere, anytime*

Transform your school with the anytime, anywhere performance of Dell Latitude E-Family of laptops. Now you can give your faculty and staff greater flexibility so they can work almost anywhere - in class, at home or anywhere in between. Stability, inter-compatibility, global support and excellent control – Latitude E-family laptops deliver across the board.

**Dell Latitude XT3 tablet**
*“Flexible” doesn’t begin to cover it*

The Dell Latitude XT3 is the first tablet PC with multi-touch screen technology. Swap between tablet mode and laptop PC mode, where you have the comfort of a full-sized keyboard. It’s even possible to use the tablet like a sheet of paper, which is both useful and fun in an educational environment. A battery- free pen lets you draw and write directly into the machine. And all this is from a light, go-anywhere laptop that’s just an inch thick.

**Dell Inspiron**
*Connectivity on the go - light and fun!*

Schools that want to provide everyday performance capabilities without neglecting style and customisation. Get easy access to music, photos and videos, the look you want and the performance you need with the new Inspiron series.

Ideal for both teachers and students, the Dell Inspiron Duo can convert from keyboard to touchpad in seconds. Just flip over the screen and choose the most useful mode.

**Dell Latitude ST tablet**
*The Latitude ST can be tailored to your specific educational institution with certified education software and professional services that help you do more – ideal for mobile professionals and the IT professionals supporting them– allowing you to do more while carrying less, in a secure and manageable environment you know and trust.*
Technology to enhance education

Keep your classroom connected with tools that facilitate learning

From interactive whiteboards to student response systems, there are a lot of tools that can help improve your classroom experience. Contact Dell’s dedicated education team to help find the right solutions for your school.

SMART Board™ 800 series
Experience an extra-ordinarily natural way to interact with lessons with the SMART Board 800 series interactive whiteboard. It enables two users to start working on lesson activities simultaneously, using their fingers or a pen.

eInstruction DualBoard™ Whiteboard
An interactive whiteboard that allows two people or teams to simultaneously work with, manipulate, and annotate over lesson content.

eInstruction Mobi™ view
These rugged, hand-held devices make it possible for multiple students or small groups of students to provide direct input into a learning activity without having to leave their seats.

eInstruction CPS Pulse™
Students who normally remain silent in class can now answer every question with confidence with the CPS Pulse™ - an affordable Classroom Performance System used in more than 500,000 classrooms.

Logitech® Webcam Pro 9000
Maximise interactive learning and broaden students’ horizons by connecting with classrooms around the world.

Dell Mobile Computing Cart
Storing and charging up to 24 netbooks, Dell’s Mobile Computing Cart with Access Point. Allows teachers or students to transport shared Latitude 2120/2110 or 2100 netbooks from classroom to classroom.

Dell AX510 SoundBar¹
This stereo soundbar is a good choice for improving the quality of multimedia presentations, online training / Web casts, music listening, gaming, and DVD playback on your system.

Dell S500wi Ultra Short Throw Projector
The Dell S500wi Interactive Ultra Short Throw Projector turns your classroom into a captivating place to relay important lessons.

Netop Vision Classroom management Software
Designed for educators who teach in networked classrooms or computer labs, Netop Vision Classroom incorporates powerful tools for preparation, instruction and evaluation in one complete solution.

Logitech®
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¹ The Dell AX510 SoundBar is only powered from a Dell UltraSharp or Professional series monitor and does not come with a separate power adapter.

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Power up your classroom experience with a Dell Connected Classroom solution

Enhance learning at your school with a Dell™ Connected Classroom solution. Consider one of three solutions to instantly improve your classroom experience. Each recommended solution offers custom options to fit with and all of the solutions gives you the possibility to upgrade to CC prosupport and service.

1 Traditional connected classroom

When your classroom is a connected classroom, teachers have the opportunity to transform the way they teach, engaging students in the way they like to learn - interactively. Dell can help to deliver rich lesson plans and videos that enhance the learning experience for all grade levels. This solution includes everything you need to initiate a more interactive learning environment in your school.

- Interactive whiteboard
- Interactive projector
- Projector arm
- Teacher laptop
- Printer
- Speakers

2 Collaborative connected classroom

Rich digital content and tools like video editing and web publishing software can enable students to improve creativity, critical thinking and other 21st century skills. And these tools can be used in a way that improves collaboration, turning any computer-enabled classroom into a collaborative, interactive and highly efficient learning environment. Our recommended solution enables both students and teachers to interact with all PCs to create, deliver and manage interactive assignments.

This solution would include everything in the traditional connected classroom, as well as:

- Student netbooks
- Dell Mobile Computing Cart
- School classroom management software
- Mobi Screens and Student response system

3 Virtual learning within the connected classroom

You can extend learning beyond the classroom walls and school hours by giving students, teachers and parents access to secure school information on a variety of computing devices. Using mobile devices with networking capabilities, students can also access rich content from home whenever they’re most engaged and ready to learn. Plus Web 2.0 tools including streaming video, IP telephony and video conferencing make it possible for students to share their work and get feedback with others in their classroom, community and even around the world.

In the home, parents can also get involved with their children’s education with round-the-clock access to school-based portals, tools and information. Parents can actively communicate with teachers, stay informed of class projects and monitor their children’s progress to instill good learning ethics and the importance of academic excellence.

This solution would include everything in the collaborative connected classroom, as well as cameras.

A Dell consultant will listen to your school’s exact requirements and will help customise the perfect solution that meets the needs of teachers and students alike. We supply all the hardware, software, devices and tools for virtual learning, from laptops and servers to cameras, conferencing devices and wireless networks.
Recommended options

- Student response systems are ideal for students to actively answer questions and participate in class and for teachers to capture real-time assessment data to gauge student comprehension as they teach.

- Additional eInstruction Mobi™ screens are ideal for team activities, learning simulations, student exploration, and more! They enable students and teachers to concurrently interact and contribute to the same digital content.

Dell Financial Services

Dell Financial Services offers tailored financial solutions to many challenges faced by educational institutions. By understanding your specific needs, DFS work together with Dell to propose the most suitable solution, from flexible payment profiles to mirror budgets and cashflow, to end of lease options designed to suit the unique and evolving needs of educational institutions.

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1 To use wireless connectivity, it is necessary to obtain a wireless router and broadband service at the access point, or avail yourself of this service in public places. The software offered is subject to the terms and conditions of manufacturer’s license. For more information, see the manufacturer’s website. Intel, Intel Logo, Intel Core, Intel Core i5, Intel vPro, Intel Inside Logo are trademarks or registered trademarks of Intel Corporation or its its subsidiaries in the United States and other countries.
Maximise classroom functionality with services tailored to your school

With Dell’s Connected Classroom tailored services and support, we can assess your needs and help you develop and implement the right technology for your school. And we offer support for the future with a suite of services that simplify management and offer rapid problem resolution and IT expertise.

The experience of Dell’s Infrastructure Consulting Services team allows them to develop the right architecture and implementation time line that helps align technology with your school’s strategy and goals. Dell™ services can provide:

**Educational technology consulting**

Prepare your school for the future with custom infrastructure consulting designed to focus on the long-term success of your programme.

**Simplification consulting**

Get more out of your school’s technology programme with an end-to-end assessment that addresses the current state of your IT systems and processes.

**Installation services**

Leave it to the experts to install the technology to help you build a connected classroom. Our technicians have the proficiency to speed up deployment by setting up your system correctly to minimise classroom disruption.

**Accidental Damage for laptops**

Get CompleteCare™ Accidental Damage Service to cover repair and replacement of accidental damage not covered under limited warranty including spills, drops, surges and breakage to select systems or peripherals.

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1. Complete Care™ Accidental Damage Protection: optional assistance service, which covers maintenance and replacement in case of accidental damage not covered by the limited warranty, including: stroke, falls, rupture with the exception of damage caused by intentional acts, such as fire, theft and loss. The software offered is subject to terms and conditions of use of manufacturer’s license. For more information, see the manufacturer’s website. 2. Limited warranty covering parts and labour work, which is limited to Dell products. Other brands products are subject to the terms of the warranty of their manufacturers. Technicians will be displaced and/or parties if necessary after phone diagnosis. The response time depends on your geographic region and availability of resources. See dell.com/servicedescriptions for details. For more information see the manufacturer’s website. Services for post-warranty support and other services are billed to the delivery of specific service billing software.

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Simplify the management of your computers

Hundreds of schools, colleges and universities have deployed Dell KACE appliances to save their IT staff time and to save them money through simplifying their systems management processes.

The Dell KACE Family of Systems Management Appliances is easy-to-use and affordable - and because their comprehensive functionality is delivered using an appliance, they are simple to install, have a short learning curve and are virtually maintenance-free.

The KACE Systems Management Appliances perform:

- Computer Imaging and Deployment
- Asset Management
- Software Distribution
- Service Desk
- Compliance
- Security and Patching
- Configuration Management
- Power Management

Eliminate desk-side installation and maintenance

Software distribution helps save you time with remote administration, installation and distribution of applications, service packs, updates or hotfixes to Windows, Mac and Linux desktops and servers. More flexible distribution takes the place of time-consuming manual tasks, even across large distributed networks.

In addition, by using Dell KACE with Intel vPro enabled computers, you can remotely deploy, configure, diagnose, isolate, and repair all your computers from a central site irrespective of their operating state.

Maintain network security and integrity

With the multitude of personal devices entering the classroom, it is critical to have visibility of everything that is connected to your network. Dell KACE features auto-discovery capabilities that allow IT administrators to create a real-time inventory of network-wide hardware and software configurations. Equally, IT departments must strike a balance between allowing access to online educational resources and shielding school networks from security threats such as viruses and malware. Dell KACE Secure Browser separates the web browser from the operating system, thus containing all potential security threats.

Reduce your energy consumption

Dell KACE Appliances are designed to save you time and your company money by easily and efficiently providing comprehensive Green IT management capabilities, these will ensure that PCs are always optimized for power savings, and resources are consumed only when necessary. They help eliminate travel to remote sites through their remote management capabilities, reducing overall energy consumption, and both appliances are additionally available in virtual form factors to further lower data center power and cooling requirements.
Introducing Dell Professional Learning

When you partner with Dell™, you can engage today’s digital learners and teach them valuable 21st century skills. Dell’s Professional Learning Service uses real classroom experience to develop a system that can help you best define technology goals and achieve them. By starting with a comprehensive needs assessment and defined outcomes, we can create a distinct professional learning programme for your school based on current skill sets, usage, subject area, and grade level.

Your professional learning plan will be a unique combination of professional development, training, and experiences that help your teachers, support staff, and administrators to confidently integrate technology into teaching and learning.

Integrating technology into the classroom is an ongoing process that grows and develops with changing needs and innovation. With Dell Professional Learning, schools receive instructional strategies that help teachers continue to learn new technologies, with continuing support and mentoring to prepare them for today’s digital learners. Together, we can play a positive role supporting instruction.

For more information please contact your Dell Account Manager.
Educate, enrich and engage with digital content

Teachers and administrators can greatly enhance education with digital content. In order to help educators make the most of it, Dell™ has built relationships with content providers to offer you content that is locally applicable in order to improve and positively impact learning in the connected classroom.

Our digital content offer is built on a combination of research and classroom experience that can help you integrate digital content and to expand collaboration and interactivity between students and teachers.

Take advantage of Dell services to:

• Design and implement infrastructure solutions to ensure uptime, performance and greater reliability. Infrastructure reliability is critical when digital content becomes part of daily teaching and learning activities.

• Train teachers to utilise the technology-rich classroom, while effectively leveraging the digital content to impact daily teaching practices and improve student performance.

• Enable teachers to customise or develop their own digital content such as classroom materials, projects or tests. Our easy to use tools were developed specifically for education professionals and include features like multiple choice exercises, puzzles, games, and other templates with automatic correction capabilities.

Working together, we can collaborate to create the best possible learning environment for your school. Our dedicated education team is ready to help you implement, integrate and support digital content.

eInstruction® for student centered learning

Get real results with eInstruction technology and resources that foster collaboration inside and outside the classroom. These award-winning products help educators and administrators seamlessly integrate instruction, content and formative assessment.

**Contact your Dell Account Manager today to learn more about the digital content available to your school.**

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Connecting the entire school system

**Students are more engaged**

By integrating technology into the classroom and curriculum, educators give students a more constructive way to collaborate on key projects, explore the world around them, and learn in a way that best suits their needs.

**The connected student:**
- Is better prepared for college and career
- Accesses learning resources anytime, anywhere
- Receives customised and personalised instruction
- Collaborates with students inside the classroom – and from around the world
- Leverages community and global instructional resources

**Teachers are more interactive**

Teachers are the driving force in making positive changes in the teaching and learning environment, and technology can play a critical role in helping educators improve their own effectiveness.

**The connected teacher:**
- Uses all resources to prepare students for 21st century challenges
- Accesses and shares teaching resources anytime, anywhere
- Easily provides customised and personalised instruction
- Uses formative and summative data to adjust and improve instruction
- Leverages teaching communities to strengthen daily practices
- Brings local and worldwide resources into the classroom experience
- Takes advantage of professional development opportunities
- Communicates easily with students, parents, administrators and the community

**Administrators are more successful**

School leaders are pioneering change, inspiring greater education outcomes through technology that successfully prepares our teachers and students for the skills needed in the digital age.

**The connected administrator:**
- Oversees the education system’s preparation of students for college and career
- Empowers communication and decision-making across the school
- Manages instructional and personnel resources anytime, anywhere
- Uses real-time data to improve teaching and learning outcomes
- Facilitates community engagement
- Prioritises ongoing professional learning for teachers
- Effectively allocates IT budgets for maximum impact on student learning

**Technologists are more efficient**

IT leaders play a critical role in equipping schools with technologies that not only positively impact the teaching and learning environment but also drive operational and cost efficiencies as a whole.

**The connected technologist:**
- Ensures student learning can happen anytime, anywhere, and on any device
- Uses automated management tools and specialised equipment for IT efficiency
- Assists teachers with IT adoption
- Enables robust data collection and user-friendly teacher dashboards to support customised instruction
- Facilitates the use of technology-enhanced assessments
- Guarantees deep level of IT security throughout the educational system

**Parents are more informed**

Technology opens the door for parents to become a more integral part of their child’s education, particularly when the home increasingly becomes a virtual extension of the classroom.

**The connected parent:**
- Communicates and engages easily to support teachers and administrators
- Accesses their child’s academic record anytime, anywhere
- Understands their child’s customised and personalised learning path
- Serves as a resource to students, teachers and the community
- Feels confident that their child’s online learning environment is safe and secure

**Communities are more aware**

Information and communication technology encourages ongoing support, keeping communities well-informed of school programmes and student achievement.

**The connected community:**
- Engages with every level of the education system to support continuous improvement
- Accesses information about school programmes and student achievement
- Brings an outside perspective into the classroom to share expertise upon request
- Integrates community resources into education
Dell connected learning is a strategy to help schools transform education by addressing needs across the entire school system - from the classroom to the data centre and into the home. Our approach provides the right technology needed to connect every member of the education system so that each can play a vital role in reshaping the teaching and learning environment.
Their future starts here

Learn more at dell.co.uk/schools or call your account manager on 01344 373047