

# WE GET BEST-IN-CLASS IT SPARKS LEARNING EXCELLENCE.

To optimize student engagement, collaboration and outcomes, you need IT Orchestration by CDW Education.



Education

## Connecting Students to Interactive Learning

Chromebooks, apps and wireless connectivity have replaced blackboards, chalk and overhead projectors as core tools in today's modern learning environment.

Technology offers powerful potential for creating innovative, interactive learning experiences. Tools from software to virtual reality empower teachers to inspire students, monitor and improve student performance, and keep traditional or digital learning lesson plans on track. Students can take advantage of mobile devices, interactive displays and more to collaborate with peers, access assignments anytime and communicate easily with their teachers.

CDW Education experts have the knowledge and experience to help you capitalize on the right technology to meet your educational goals. We can transform your physical classroom spaces and equip your teachers and students with devices and software, as well as support virtual and hybrid learning instruction.

## The CDW Education Approach

As a leading K-12 technology solutions provider, CDW Education understands the challenges – and opportunities – involved in building a flexible and supportive personalized learning environment for K-12 students. You can count on us to guide you through tight budgets, numerous choices and expertise shortfalls so that you're prepared to meet your IT needs, now and in the future.

- **We put 35+ years of experience** to work serving as a trusted IT partner to more than 15,000 K-12 schools nationwide, including public, private, charter and parochial.
- **Our team of K-12** strategists and classroom modernization specialists comprises former educators, principals, teachers of the year, CTOs, instructional technologists and Google Cloud professionals.
- **Our comprehensive knowledge** in assessment, planning, solution design, deployment and ongoing support ensures we select and implement the right solutions for your specific needs – and support you every step of the way.
- **Our partnerships** with the world's largest leading IT solution providers give you unparalleled access to 1,000+ brands and 100,000+ products so that you optimize your IT investment.

**Our goal is to help schools improve learning outcomes and inspire student engagement by orchestrating personalized learning environment solutions.** From student-facing technologies to backend infrastructure, CDW Education is committed to helping transform educational experiences.

We meet the needs of multiple stakeholders including:

- **Administrators:** District superintendents, curriculum directors, principals and other administrators need to ensure schools meet core performance and student outcome standards. They're also focused on making sure teachers have the necessary skills – digital and otherwise – to deliver high-quality student instruction, and providing a safe and equitable learning environment.
- **IT Leaders:** CIOs, IT directors and other IT leaders collaborate with curriculum leaders, strategic planners and other team leaders to create high-value change and better learning experiences through the innovative use of technology.
- **Teachers:** They're passionate about using digital tools and technology to better engage students, promote collaboration and creative thinking skills, customize student learning experiences and monitor student progress. But to innovatively integrate technology, teachers need proper training as part of ongoing professional development as well as reliable tech support for troubleshooting, questions and guidance.

- **Students:** These digital natives expect their technology to work seamlessly inside and outside the classroom. They're eager to work with digital tools individually or in groups, to participate in esports programs and to communicate electronically with teachers and peers.
- **Parents/Guardians:** Technology offers schools and teachers valuable opportunities to strengthen relationships with parents and guardians. Email, texting and other digital channels enable ongoing communications – often in multiple languages – helping to engage parents in student progress and enable access to information that helps them better support their students.



## CDW Education Services

We understand you need more than technology – you need a partner who can help you accelerate digital transformation initiatives. Your dedicated CDW Education account manager works closely with you to offer services to ensure your technology's performance and investment deliver the resilience and scalability you need to meet your goals now and in the future.

### Core services



#### Design

Based on a breadth of tools and data, and years of experience, we assess your specific needs and make expert recommendations that enable you to capitalize on new digital opportunities.



#### Orchestrate

Our experts configure and deploy solutions to help you implement the right technology and ensure it works from day one.



#### Manage

24/7/365 support and technology management can save you time and money by augmenting the bandwidth of your internal IT team.



### Amplified™ Services

We also provide CDW Amplified™ Services in several key areas:

**Data** – Make more data-driven decisions powered by artificial intelligence (AI) and machine learning (ML) services. CDW Amplified™ Data Services can help you gain actionable insights that give you a competitive advantage. Design, build and deploy modern data analytics and AI/ML solutions for storing, transforming, discovering and operationalizing your data.

**Development** – CDW Amplified™ Development Services can modernize your applications, streamline delivery through DevOps, and write custom, cutting-edge apps that drive your operations forward with greater speed, accuracy and confidence.

**Infrastructure** – Get the expertise, tools and resources to scale and future-proof your data center architecture. Leveraging the experience of 300+ certified engineers, CDW Amplified™ Infrastructure Services helps upgrade your existing architecture and prepare for what's to come, whether you're on-premises, migrating to the cloud or already there.

**Security** – Receive independent evaluations of your security posture to help fortify weaknesses. CDW Amplified™ Security consultants leverage a portfolio of services to identify and assess IT network security risks, increase threat visibility and prepare your organization for an evolving threat and cybersecurity landscape.

**Workspace** – Our design and planning workshops help you create a unified communications and collaboration platform that's scalable, intuitive and embraced by staff. CDW Amplified™ Workspace Services help optimize communication, productivity, responsiveness and workflow efficiencies, and can remotely support and automate your communication platforms to ensure constant connectivity.

**Support** – From service desk to tech support, contract resources to monitoring, CDW Amplified™ Support services deliver custom warranty and maintenance services that augment your IT staff, so they can focus on maximizing business outcomes.



## CDW Amplified™ for Education

As a premier Google for Education partner, CDW Amplified™ for Education empowers you to leverage Google Workspace for Education and get the most out of Google Cloud. We offer a comprehensive catalog of software, services, proprietary tools and events and training to help you increase operational efficiency, improve reliability and strengthen performance.

Here are just a few examples:

- **Audit:** An in-depth review of your Google domain and recommendations for implementing best practices.
- **Google Technical Collaborative:** A community of K-12 Google Admins who work together to navigate changes, updates, challenges and solutions within their Google Workspace for Education environment alongside CDW Education's team of experts.
- **Kickstart:** Guidance on technical deployment, configuration and setup of your domain.
- **Migration:** Our expert team provides a seamless transition from your current digital infrastructure to Google Workspace for Education to ensure email, calendar, contacts and files are ready for users in their new Google Workspace account on day one.
- **Amplified Support:** Make the right decisions for your domain when network errors, misaligned settings, security breaches, app degradations, and other challenges present themselves with Amplified Support for Google for Education or our series of Support Stacks.
- **Gopher Pack:** A suite of Google Sheets add-ons that save Google Admins time and resources by making manual tasks efficient and effective through automations and bulk actions.
- **Little SIS for Classroom:** This web app enables you to delegate class access, gain usage insights, monitor academic performance and complete bulk actions.
- **Technical Summit:** A series of online training sessions that cover the latest in education best practices for the Google Admin console and management of the Google Workspace domain.

No matter where you are in your Google journey, our Google specialists – former technical staff members and educators – are dedicated to helping you optimize your Google Cloud ecosystem with solutions designed to boost flexibility, productivity and security.





#### CDW Education eProcurement by the numbers

**9,000+** integrations performed since 2001

**\$92.50** average savings per purchase order

**100+** e-pro solution providers

## We simplify IT procurement

IT decision-making and time-consuming acquisition procedures can be highly stressful, especially for IT teams already stretched thin. By reducing the complexity of your technology ecosystem through vendor consolidation, eProcurement and a streamlined purchasing process, CDW Education enables you to spend less time and energy navigating the buying maze so you can focus more on strategic projects.

### Consolidate vendors

CDW Education experts can work with you to consolidate multiple vendors, enabling you to take advantage of:

- **Quality and performance.** Multiple new or unknown vendors can create liability. A smaller vendor pool ensures products and services meet the quality and performance standards you establish.
- **Partners vs. suppliers.** Managing fewer vendors allows you to build long-term partnerships rather than transactional supplier relationships.
- **Agility.** If a critical piece of your IT ecosystem fails, you can rely on one of your qualified vendors to step up to keep things running.
- **Cost.** Improve your buying power through increased economies of scale, pricing incentive and rebate programs.

### eProcurement integration

Experienced with all ERP systems and marketplaces, CDW Education offers expert advice and eProcurement integration with third-party partners to help you:

- Consolidate all purchases via a single interface
- Curb human errors and maverick spending with built-in controls
- Reduce order fulfillment and transactional costs
- Plan ahead through reporting and forecasting

### Streamlined purchasing solutions

In addition to vendor consolidation and eProcurement integration, CDW Education streamlines and simplifies your IT purchasing through:

- National GPO contracts that give you access to exclusive pricing
- Volume purchasing agreements with competitive, pre-negotiated pricing
- Business reviews to help you hone your spending analysis and budget forecasting
- A customized e-commerce portal that connects you to contract pricing and shipping, recommended technology and specials, robust research tools and quotes and order history



## Classroom Modernization

Modern classrooms should be student-centered, collaborative environments that support a wide range of student abilities and learning activities, from individual study to large group work to STEM makerspace projects. The right technology is key to creating spaces that are effective for teachers and engaging for students.

Our solutions include:

- **Displays & Projectors:** We can help you choose between interactive and non-interactive displays, including commercial ones that provide a brighter, centrally manageable option with an extended warranty. We also help you match the right projector to your needs. For example, lampless projectors are an ideal option in classrooms with limited space.
- **Wireless Casting:** Increase student engagement and support touchless information sharing in a one-to-one device environment with wireless casting. We offer embedded native wireless solutions, software-based solutions and stand-alone wireless casting solutions.
- **Classroom Audio:** We partner with a number of vendors to provide audio options for teachers that range from wireless wearable or shareable mics and ceiling-mounted systems to portable PA systems and paging system upgrades.

- **Videoconferencing:** We provide USB plug-and-play solutions that work with all videoconferencing software platforms. We also offer solutions with automatic framing or camera tracking that lets teachers freely move around the classroom, as well as all-in-one devices that combine a microphone, speaker and tracking camera.
- **Collaborative Furniture:** We have an entire team dedicated to AV and furniture in education spaces. Whether you're designing or updating classrooms, media centers, makerspaces or common areas, we can support your projects with CDW Blueprint to Design® service and our design expertise.
- **CDW Blueprint to Design® services:** Our turnkey program helps you reimagine and implement modern learning environments, beginning with a consultation process to identify your goals and vision for the space. We work with school designers to complete 3D floor plans that integrate furniture, AV tools, devices and supporting infrastructure. Once the design is approved, CDW Education orders the furniture and technology. We also offer the option of IT installation and orchestration services.

- **STEM Solutions:** Our STEM tools help your students learn problem-solving skills, creativity, critical thinking, teamwork, communication and collaboration. We also offer professional development training to enhance staff skills in this area.

### 1,403

average number of edtech solutions accessed each month per school district

Source: learnplatform.com, The EdTech Top 40 Mid-Year Report, 2021-2022

### Virtual Reality and Augmented Reality: Emerging Opportunities:

Immersive technologies such as virtual reality (VR) and augmented reality (AR) introduce students to new ways of interacting with the world around them, providing exciting opportunities for educators to enhance the "Four C's of learning": critical thinking, collaboration, communication and creativity.

We can help you get creative with this emerging technology, with solutions that include mobile headsets, connected headsets and VR-ready PCs and laptops.



### Esports: Driving Experiences with Impact

Highly popular esports programs have inspired students across the country to become more involved in their school community, stimulated interest in STEM and earned many players college scholarships. Work with our dedicated education esports advisers to launch a program or expand your existing one. We can help you:

- Deploy competition-ready PCs and peripherals
- Provide AV integration for streaming and broadcast programs
- Design and equip arenas or learning spaces to optimize the player and spectator experience
- Consult on program alignment and curriculum development



## Cybersecurity

Balancing on-demand access to information with the need to protect privacy rights and safeguard sensitive data presents an ongoing challenge, especially as mobile devices multiply and cyberthreats continue to get more sophisticated.

CDW Education experts can help you develop and deploy a holistic approach that helps mitigate risk and ensure a secure digital environment. Our solutions include:

- **Security assessments** identify physical and digital vulnerabilities in your system through rapid security assessment, comprehensive security assessment, application security assessment, application security assessment, frame/controls gap analysis and red teaming/capture the flag/tabletop exercises.
- **Incident response (IR) services** develop a strategy process and recommendations, and assist with containment. Proactive and preparedness services also include a readiness assessment, program development, planning and tabletop exercise workshop and compromise assessment.
- **Unified Endpoint Management (UEM)** manages and secures mobile devices, applications and content from a "single pane of glass," whether it's on a desktop, laptop, phone, tablet or other device.
- **Enterprise mobility and security** mitigates risk through network and mobile security, web/email security, data loss prevention and advanced threat protection.
- **Security design and architecture**, including Zero Trust Architecture approaches, encompasses breach containment, identity and access management, next-generation firewalls, multifactor authentication and enterprise device management.
- **Threat hunting** includes passive network monitoring, endpoint monitoring, and detection of infected clients and botnets.
- **Security services** cover network security device firewall and router remote configuration, configuration review of various threat intelligence platforms, cloud-based Security Information and Event Management (SIEM), ransomware preparedness and security remediation planning and roadmap.
- **Cyberinsurance** supports security readiness by covering loss due to data breach, ransomware attacks or other cyberattacks.

### The K-12 Cybersecurity Act,

signed by President Joe Biden in October 2021, is the first cybersecurity-focused law for K-12 institutions.

Source: edtechmagazine.com, "The K-12 Cybersecurity Act Becomes Law," October 2021

### Only 21%

of school districts have a staff member dedicated to cybersecurity.

Source: edweek.org, "Stopping Cyberattacks is Top Priority for Ed-Tech Leaders. But Many Underestimate the Risk," April 2022



## Device Access

Whether students are using a notebook to collaborate with classmates in school or doing homework on a laptop in their living room, they need access to highly portable and durable devices. Teachers also need the right devices to deliver personalized instruction, initiate innovative lesson plans and track student progress.

Our services help your teachers and students get the most out of their devices:

### Discover & Design

- Roadmap planning
- Technical assessment
- Proof of concept
- Device customization

### Deployment – Configuration

- Hardware integration
- Imaging
- Enrollment
- Laser Engraving
- Asset Tagging
- Data Capture
- Casing
- Kitting
- Custom packaging & palletization

### Deployment – Logistics

- Drop ship
- Parcel and LTL shipping
- Delivery coordination
- Last mile delivery
- Onsite deployment or installation
- Unboxing
- Trash removal

### Device Management

- Asset management
- Accidental damage protection
- Extended OEM warranty
- Repair services (break-fix)
- Mail-in/depot repair
- Local/regional repair with onsite pickup & delivery
- Ticketing & reporting

### Refresh & Recover

- IT Asset Disposition (ITAD)
- De-installation
- Data wipe
- Onsite shredding
- Recycling/disposal
- Onsite pickup, packing & palletization assistance



# 85%

of educators say their district has a device for each individual student at all grade levels to use in class.

Source: edweek.org, "Case Study: The Hard Transition to 1-to-1 Computing Continues," May 2022



## Zero-Touch Enrollment

This program allows you to drop ship Chrome OS devices that automatically enroll into enterprise administration as soon as the end user connects to the internet. There's no need for manual device enrollment – and devices are ready to go, right out of the box.





## School Safety

Ensuring the physical safety of students, teachers, staff and visitors is critical. While video surveillance has typically been used as a tool to provide hindsight into events once they've occurred, today's enhanced video surveillance solutions help proactively provide protection through real-time and predictive capabilities.

CDW Education can help you take advantage of enhanced video surveillance to detect and deter potential threats, improve response for emergency management and dramatically reduce the time and labor required to investigate incident video footage.

### Solutions include:

- Video Surveillance
- Access Control
- Environmental Monitoring
- Alerting & Mass Notification Systems

### Services include:

- Assessment
- Design
- Deployment
- Support and Monitoring





### Next-generation data centers deliver valuable outcomes

- Increased performance & efficiency
- Ease of infrastructure management
- Data portability & availability
- Increased data resiliency & security
- Actionable insights & workflows
- Cost management

## Next-Generation Data Center

Effective classroom transformation relies on a secure network, constant connectivity and data center optimization. We can help ensure you have the connectivity, computing capacity and agile infrastructure – on-premises or in the cloud – you need to support your digital needs now and in the future.

We offer a variety of next-gen data center options, including hyperconverged infrastructure (HCI), software-defined data centers (SDDCs) and cloud services from Microsoft Azure or Amazon Web Services. Taking advantage of Infrastructure as a Service (IaaS) can help you reduce costs and stretch available resources.

#### Solutions include:

- Storage, Compute and Virtualization
- Hyperconverged Infrastructure
- Cloud/Hybrid Cloud
- Backup & Recovery
- Analytics & Automation
- Power Management

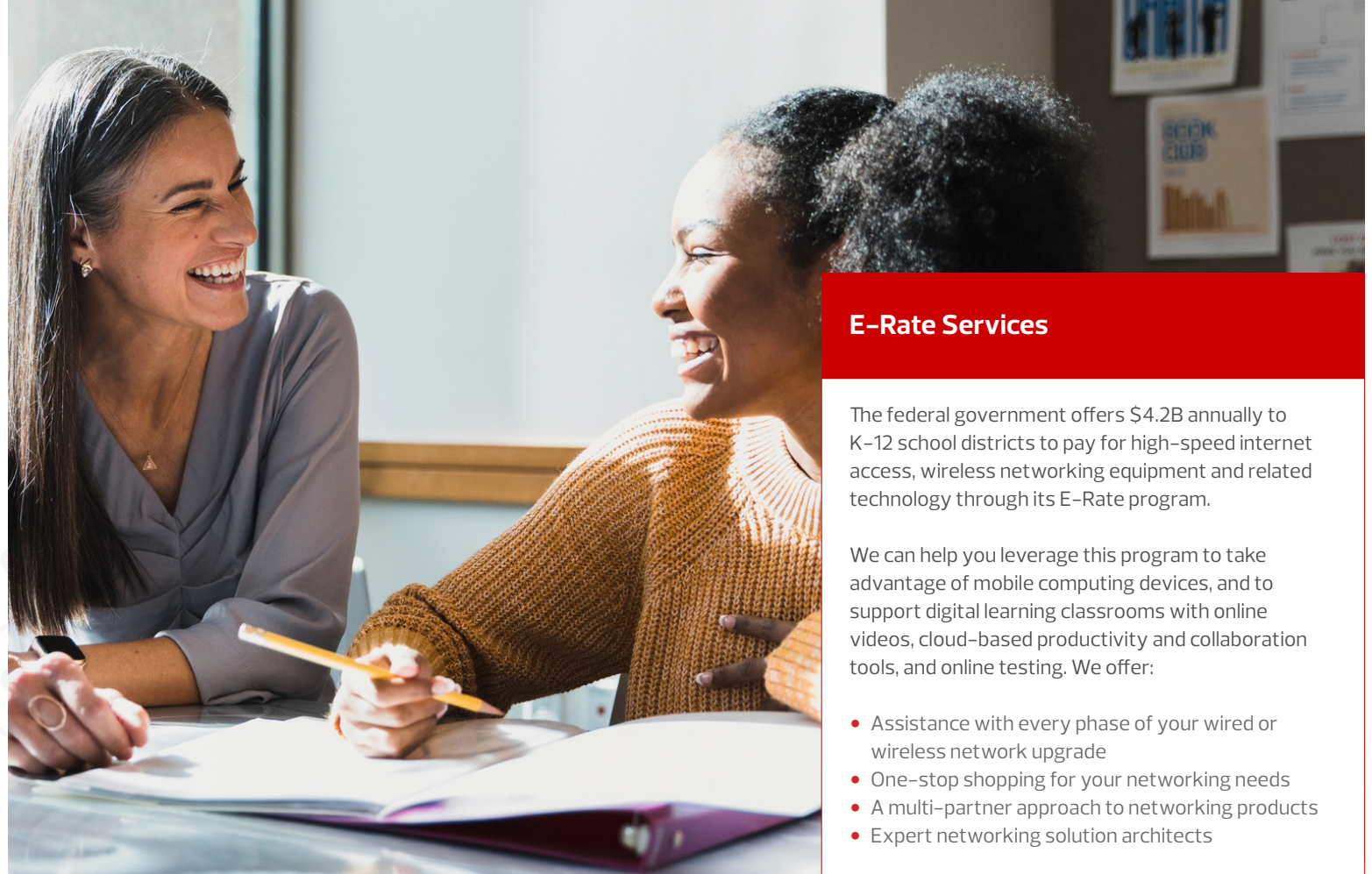
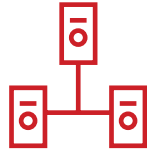


## Networking

Stable secure networking and Wi-Fi provide the foundation for personalized classroom technology. Through our E-rate program and strong partner relationships, CDW Education can help you improve your bandwidth, security and Wi-Fi reach with state-of-the-art 802.11ax/Wi-Fi 6 access points, 5G networks, cloud-managed network solutions and network optimization tools.

### Our solutions help you:

- Close the digital divide
- Future-proof your connectivity
- Ensure a secure, reliable network
- Meet high-density requirements for streaming, IoT and more



### E-Rate Services

The federal government offers \$4.2B annually to K-12 school districts to pay for high-speed internet access, wireless networking equipment and related technology through its E-Rate program.

We can help you leverage this program to take advantage of mobile computing devices, and to support digital learning classrooms with online videos, cloud-based productivity and collaboration tools, and online testing. We offer:

- Assistance with every phase of your wired or wireless network upgrade
- One-stop shopping for your networking needs
- A multi-partner approach to networking products
- Expert networking solution architects

## Expertise & Partners

CDW Education's specialized expertise can help you design and implement digital transformation strategies that take student learning and engagement to new levels. Through our extensive partnerships, we are able to offer the best technology choices and create customized solutions that enable your school system to create the flexible, engaging and innovative learning environment today's students, teachers and parents expect – and value.

Acer	Dell	Lenovo	Palo Alto Networks
Anywhere Cart	Epson	Lexmark	Promethean
Asus	GoGuardian	Lightspeed Systems	Samsung
Cisco	Google	Microsoft	Smart
CrowdStrike	Hewlett Packard Enterprise	Newline Interactive	ViewSonic

### Microsoft for Education

Through a variety of partners, CDW Education offers Microsoft Windows 11 Education devices and Microsoft 365 Education. In addition to all the benefits and features of Office 365, Microsoft 365 Education provides a wide selection of integrated devices, applications and tools, all within a secure IT environment.

### Google for Education

We collaborate with Google to bring the scale and security you need to help your school community work productively and innovatively. Google for Education provides shareable devices, Chromebooks and free collaborative apps built for teachers and students so that you can spark learning anywhere, anytime on any budget.



## Engage and Inspire Students with a Modern Learning Environment

To boost student engagement and outcomes through interactive, flexible and effective learning experiences, contact your CDW Education account manager or visit [CDWG.com/K12](https://www.cdw.com/K12).