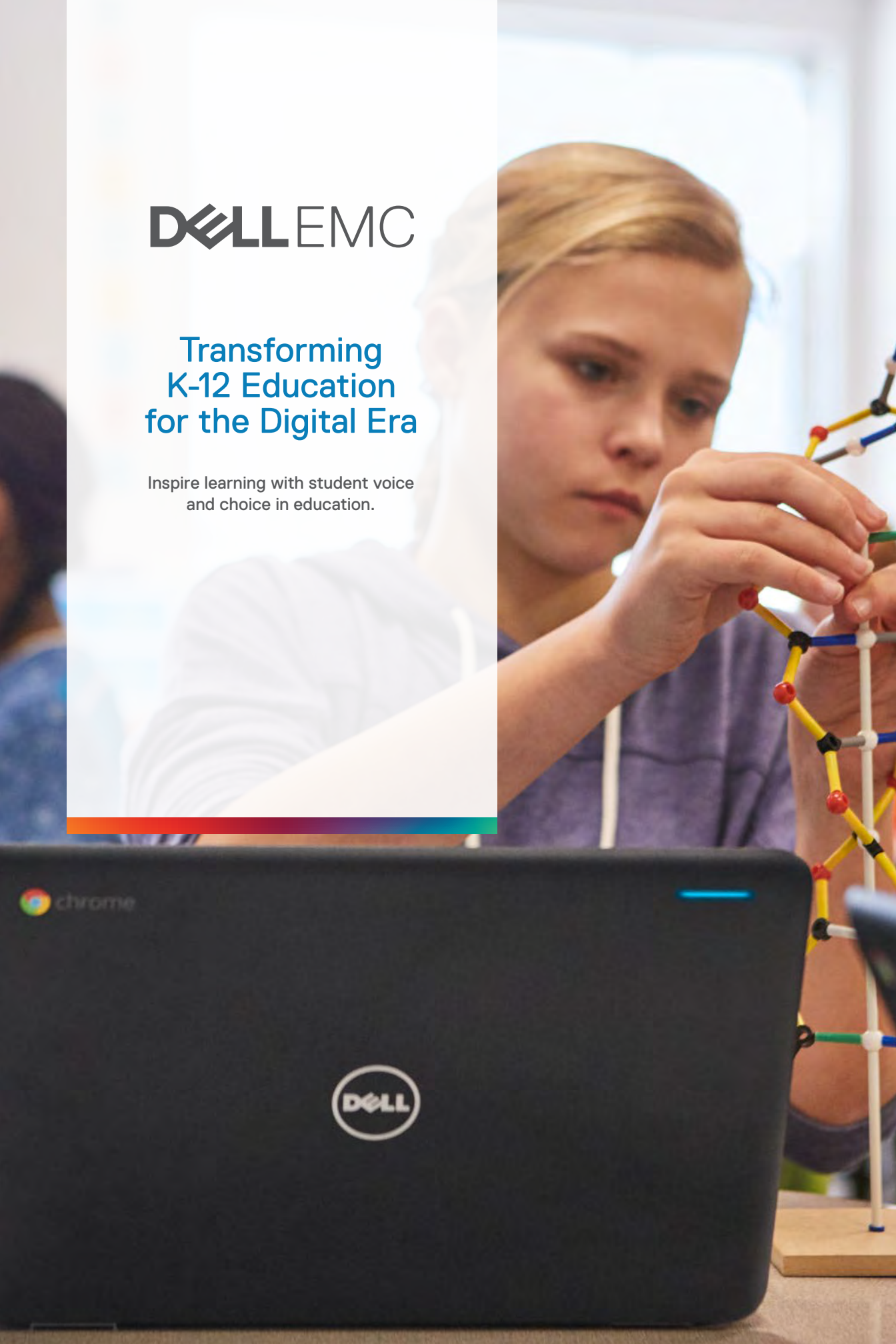




Transforming K-12 Education for the Digital Era

Inspire learning with student voice
and choice in education.



Contents

Checklist for a successful student
1-to-1 learning initiative2

How technology can help
transform learning3

Dell EMC Professional Learning4

Inspire learners with
innovative technology6

Empower educators to
facilitate learning9

Learning spaces10

Technology that enhances
learning11

Dell EMC Services for
PCs and Chromebooks13

Protect your data and
prevent threats14

Simplify device and
application management15

Networking Solutions
for Education16

Case Study17

Server Solutions for Education18

Storage Solutions
for Education19

It's easy to shop with Dell EMC

You can buy from Dell EMC
in 3 ways:

1. Online at Dell.com.au/premier
2. Call your dedicated education team who will listen to your needs and help you choose the right technology and services.
3. Via Dell EMC education channel partners

Checklist for a successful student learning initiative

✓ Establish a shared vision for learning with community stakeholders

It takes an entire community working toward the same goal to make any technology initiative successful.

✓ Empower student voice and choice

Students should be an authentic partner in education and participate in designing their educational experience.

✓ Define the learning model

Define the learning model that supports your vision for education.

✓ Create a common language

Establish a language for everyone to use that reflects the district's vision, core values, and learning model.

✓ Invest in professional learning

Put a robust professional learning framework in place that supports your vision, learning model and desired outcomes.

✓ Integrate digital literacy into the district literacy plan

Students need to understand that not all content is reliable and that their online behaviors and communications have permanency and repercussions.

✓ Create a digital content strategy

It's a good idea to start with the learning model and identify the digital resources and tools that will be needed.

✓ Select devices that support student learning outcomes

Consider how students will be using the devices then chose the features and platform that will meet the learning goals.

✓ Get your infrastructure and policies in order

Before any devices find their way into students' hands, it's important to ensure that your district's infrastructure — in particular, the network, security, and storage — can sustain the increased demand and meets compliance requirements.

✓ Build a phased deployment program

Pull together a team of students, teachers, instructional technologists, IT administrators and other key stakeholders to develop a deployment, training and support program to meet the needs of students and educators.

How technology can help transform learning

Creating a vision that is focused on the learner will allow educators to shift to transformational models that utilize technology as a catalyst for learning.

Build student-centered learning environments.

Show Mastery of Learning.

Access will allow students to learn at their own pace with voice and choice in the learning process. Tools and resources to formatively and summatively assess students will allow them to show learning throughout the learning process in multiple ways.

Teachers facilitate learning.

With ready access to data that provides insight and a vast array of digital tools and resources, teachers can facilitate learning environments that meet the needs of all learners.

Develop needed skills to successfully transition to college or career.

Prepare them with the skills that they will need to be prepared for an ever-changing world.

Extend learning beyond the classroom.

On demand access to learning tools and resources enables learning any time, any place.

[Learn more: Watch a video on Dell EMC's vision for student centered learning >](#)

Dell EMC Professional Learning

For technology to positively impact learning, educators need enhanced learning practices focused on outcomes that are aligned to validated measures. Dell EMC's Professional Learning approach is designed to accelerate instructional leadership "capacity" among classroom teachers and site administrators. By accelerating instructional capacity and leadership, districts can build a sustainable and scalable model, both school wide and district wide to enable on-going and progressively expanding success.

All Professional Learning deliveries follow the Standards of Professional Learning as defined by Learning Forward, a Professional Learning Association. Each offering is also customized and aligned to your state standards as well as the International Society for Technology in Education (ISTE) Standards for students, teachers, administrators and coaches. Additionally, the overarching implementation framework is grounded in enhancing the relationship between the teacher, student and content (Elmore, 2009) and best practices outlined by leading professional development organizations.

Our services include on site as well as both virtual and blended learning opportunities, with an emphasis of consultative focus on student outcomes and improving instructional practices for teachers and leaders.

[Learn more about Dell EMC Professional Learning certification for educators.](#)

Dell EMC Teaching and Learning Academy delivers three professional learning certifications to educators, mentor, and leaders through on-site consulting and virtual support sessions. Dell EMC consultants work with educators through whole group and job-embedded professional development to integrate best practices in the application of technology to support their instruction, curriculum and assessment. The Professional Learning certification for educators is device and platform agnostic. Upon completion of earning Dell EMC Certification, participants will receive digital badges to showcase their accomplishment. Districts do not need to be current Dell EMC customers or have Dell EMC technology to benefit.



Empower
your staff with Dell EMC
technology in the classroom.

Add Professional Learning credits to each product purchased.

Dell EMC Professional Learning enables customers to purchase denominational credits in advance while allowing the flexibility of selecting services at a later date. The credits are in denominational form and can be redeemed dollar for dollar towards any service offered within the Professional Learning suite of services. These credits can be bundled into any order including product orders. Purchasing the credits provides the ability to meet current budget requirements without committing to a service. Year end and un-allocated budget dollars can be set aside for PL Services with the convenience of additional time to select the specific service to meet your needs.



Inspire learners with innovative technology

Purpose-built devices to meet the needs of virtually any K-12 student computing program.

Latitude for Education



Latitude 3189 Education 2-in-1

- 11.6" HD Touch display, with Corning Gorilla Glass NBT
- Intel processors with Celeron and Pentium CPUs
- A 2-in-1 convertible with a 360 degree hinge design that allows form factor changes to go from laptop, to tent mode, to tablet mode as needed
- World Facing Camera for dual camera support to take advantage of flipped viewing and recording angles and optional Active Pen support
- Built rugged for Education
- I/O: 2 USB 3.1 Gen 1, HDMI, Audio, Micro SD Card Reader
- 20.8mm thin and 3.25lbs
- All day battery life for students on the go, up to 12 hours



Latitude 3180 Education

- 11.6" HD Anti Glare display
- Intel Celeron and Pentium dual core and quad core processors
- Up to 8GB memory
- Built rugged for Education
- I/O: 2 USB 3.1 Gen 1, HDMI, Audio, Micro SD Card Reader
- 20.8mm thin and 2.79lbs
- All day battery life for students on the go, up to 15 hours



Latitude 3380 Education

- 13.3" HD display, optional touchscreen with Corning Gorilla Glass NBT
- Intel 6th and 7th Gen processors with Celeron and Pentium and Core i CPUs
- Supports both Windows 10 and Core i3 supports Windows 7
- Built rugged for Education
- Optional Mobile Broadband
- I/O: 3 USB 3.0, RJ45, HDMI, audio, uSIM, Micro SD
- 23mm thin and 3.6lbs
- All day battery life for students on the go, up to 17 hours

Inspire learners with innovative technology

Purpose-built devices to meet the needs of virtually any K-12 student computing program.

Chromebook for Education



Chromebook 3189 Education 2-in-1

- 11.6" HD Touch display, with Corning Gorilla Glass NBT
- Intel Celeron processors
- Activity Light for classroom use to signal student needs or responses
- A 2-in-1 convertible with a 360 degree hinge
- Built rugged for Education
- I/O: 2 USB 3.1 Gen 1, HDMI, Audio, Micro SD Card Reader
- 20.8mm thin and 3.22lbs
- All day battery life for students on the go, up to 10 hours



Chromebook 3180 Education

- 11.6" HD Touch and Non-Touch displays
- Intel Celeron processors
- Activity Light for classroom use to signal student needs or responses
- Built rugged for Education
- I/O: 2 USB 3.1 Gen 1, HDMI, Audio, Micro SD Card Reader
- 20.8mm thin and 2.79lbs
- All day battery life for students on the go, up to 10 hours



Chromebook 3380 Education

- 13.3" HD display, optional touchscreen with Corning Gorilla Glass NBT
- Intel 6th processors with Celeron and Core i CPUs
- Activity Light for classroom use to signal student needs or responses
- Built rugged for Education
- USB Type-C power port and connectivity
- I/O: 2 USB 3.1 Gen 1, HDMI, audio, Micro SD Card Reader
- 23mm thin and 3.54lbs
- All day battery life for students on the go, up to 13 hours

Inspire learners with innovative technology

Desktops and all-in-ones to meet the needs of labs and interactive learning spaces.



OptiPlex 3050 All-in-One

Essential 19.5" All-in-One desktop with the performance you need and a sleek space-saving design.



OptiPlex 7060 Micro

Ultracompact desktop with optional Intel® vPro™ technology. Featuring impressive performance and versatile mounting options.



OptiPlex 7460 All-in-One

23.8" InfinityEdge all-in-one designed for increased productivity. Featuring Full HD and Intel® vPro™ options.



OptiPlex 5260 All-in-One

21.5" narrow bezel all-in-one desktop with Full HD and advanced manageability and security features. Featuring multiple stand options.

Empower educators to facilitate learning

Tools educators need to design learning to support student growth.



Latitude 7390

Small and lightweight 13" device with premium woven carbon fiber materials for optimal mobility and teacher productivity.



Latitude 7390 2-in-1

With a sleek 13" design, lightweight and flexible 360 degree hinge, teachers can take advantage of laptop, tent or tablet mode that best suits their changing 21st century classroom needs.



Latitude 5490

14" notebook that gives teachers the power of a desktop with the mobility needed for teaching and learning on the go.



Latitude 5290 2-in-1

A 12" device perfect for the teacher who needs a tablet with the flexibility to adjust to laptop mode with full keyboard enabling maximum mobile productivity and features.



XPS 13 2-in-1 (9365)

Smallest convertible on the planet allowing for tablet, tent or laptop mode and weighs only 2.7lbs, stunning viewing experience with UltraSharp QHD+ display for ultimate teacher mobility and performance.



XPS 13 (9370)

13" notebook with stunning 4k Ultra HD InfityEdge Display, 100% sRGB color for stunning visuals plus it's the smallest 13" laptop on the planet with powerful performance and premium materials.



Create the space that encourages learning

Imagine a learning space where nearly everything is moveable and usable by students or teachers for interactive learning. Imagine engaging both mind and body and improving student outcomes. Together, we can design an environment that encourages interaction and collaboration and enables movement and creativity.

Dell EMC and our partners can help you reinvent that learning environment into one that embraces the future.

Technology that enhances learning

Make the most of instructional technologies to support a better learning experience.



Dell Notebook Power Bank Plus– USB C, 65Wh
Charges the widest range of USB-C laptops, as well as mobile devices with a high 65W power delivery.



Dell Pro Stereo Headset - UC350
Experience exceptional audio clarity with the Dell Pro Stereo Headset.



Dell Energy backpack
Keep your laptop, tablet and other office essentials securely protected within the sporty-looking and durable Dell Energy Backpack 15.



Dell Wireless Mouse - WM126
Designed to create a clutter-free workspace with a reliable, plug-and-play RF wireless connection. A great option for on-the-go users.



DA300 Multi-Port Adapter
Featuring the widest variety of port options available including HDMI, DP, VGA, Ethernet, USB-C and USB-A, this Dell USB-C Mobile Adapter - DA300 offers seamless video, network and data connectivity, in a neat, compact design.

Technology that enhances learning

Make the most of instructional technologies to support a better learning experience.



Dell Advanced Laser Projector: S518WL

A short-throw laser projector essential for the classroom. Featuring multiple connectivity options for seamless sharing.



Dell 86 4K Interactive Touch Monitor (Model C8618QT)

Keep audiences engaged with an 86-inch 4K touch display with dazzling visuals, designed for seamless collaboration.



Dell 70 Interactive Touch Monitor: C7017T

Elevate your classroom with the easily managed and expansive Dell 70 Interactive Conference Room Monitor.



Dell 24 Touch Monitor: P2418HT

Work efficiently without sacrificing comfort on the world's best 23.8-inch touch monitor. Featuring an articulating stand and anti-glare touch screen.



Dell P2719H Monitor

Available June 2018.

Dell EMC Services for PCs & Chromebooks

Deploying PCs and Chromebooks and keeping systems up and running is becoming more challenging in school environments. The pressure to do more with less makes it harder than ever to keep users productive. Services from Dell EMC can help.

Configuration Services: Allow Dell EMC to manage the Windows imaging or Chrome enrollment for repeatable, automated customization of IT devices to accelerate and simplify deployment. Asset Tagging and Reporting make identifying, tracking, securing, and recovering your computers easier, simpler and more affordable. Our configuration experts are here to help.

Logistics, Deployment and Installation: With Dell EMC Services you can pre-determine the delivery to an exact location at a pre-set time, including after business hours¹. This saves you time. You can schedule your IT resources to be in place when you need them — on the exact day the new systems arrive. Do you have unique shipping logistics or delivery requirements such as unique trucking and specific on-time delivery not usually covered via standard options? Our transportation services can include, lift gate delivery, “inside” delivery, and unboxing of equipment with trash removal.

ProSupport: Receive hardware and software support, get direct access to ProSupport engineers 24x7, minimize system downtime, increase productivity, and maximize resources..

TechDirect: The TechDirect portal gives your IT experts, and Student Technicians, the tools they need to efficiently manage your Dell systems. With 24x7 online availability, you can request support for in-warranty systems, submit accidental damage claims, and self-dispatch replacement parts.

Accidental Damage: Designed to provide peace of mind for devices in high-risk usage environments, reduce out of pocket expenses, and minimize downtime.

Migration for Windows 10: It's time to upgrade your expectations: Windows 10 offers improved productivity features, universal app capabilities for today's most popular devices, new security features and regular bi-annual updates through Windows as a Service. Now is the time to start planning your migration to this innovative new operating system. Dell EMC Services provides a complete range of services to help you plan and deploy Windows 10 quickly and efficiently.

Dell Financial Services™

Dell Financial Services (DFS) offers flexible payment solutions across the Dell Technologies family of businesses, allowing you to effectively manage your IT, acquisition and usage.** We have a comprehensive portfolio of payment options which includes rotation leasing, financing and consumption-based products and we are seamlessly integrated into the Dell EMC purchase process.

DFS works across all Dell EMC business segments and allows you to finance your Dell and non-Dell hardware, software and services from a single technology financing solutions provider. DFS supports equipment sold directly by the Dell Technologies family of businesses or through channel partners.

To determine which payment solution is right for your organisation, contact your Dell EMC sales representative today.

**Terms subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS.

Disclosures:

1. Important Details Not all services are available in all countries. Please contact your sales representative or Configuration Services Project Manager for details.

Protect your data and prevent threats

Dell Data Security

Supporting safe, secure and smart schools is critical to enabling educators. Absolute understands this and empowers schools with technology to facilitate better results for students and staff. The visibility into usage and endpoint health, helps improve academic performance through the use of technology in the classroom. Absolute can help aid in compliance adherence, improves security posture through alerts and reports. Additionally, Absolute delivers device visibility and control including Chromebooks, PCs and Mac devices even if lost or stolen.

More sophisticated threats are arising every day. Today's schools routinely collect a wealth of data and increasingly rely on technology for day-to-day operations. Combine this with the resource constraints typical of IT staffs, and K-12 schools become a prime target for cyber-attacks. Signature-based traditional malware protection is incapable of keeping up with the volume of new threats, nor can it detect more sophisticated zero-day or targeted attacks.

With the Dell endpoint security suite of products, Dell Latitude and OptiPlex PCs are the most secure commercial PCs in the industry. Only Dell offers comprehensive encryption, and leading-edge malware prevention from a single source. These solutions provide advanced threat prevention to prevent today's increasingly common cyber-attacks, protecting data as it moves across various devices and through public and hybrid clouds.

Dell Endpoint Security Suite Enterprise with Advanced Threat Prevention using artificial intelligence and machine learning, powered by Cylance, stops an overall 99.67% of threats in real time *before* malware can cause harm to the learning technology teachers and students rely on inside and outside of the classroom.

Together – Absolute and Dell Endpoint Security Suite Enterprise help protect sensitive information, facilitate collaboration, and enable schools to secure their technology investment.



Simplify device and application management for K-12

VMware Workspace ONE powered by AirWatch Technology, now supports complete Windows 10 PC and Chromebook lifecycle management, including zero-touch deployment, configuration management, patching, software distribution, and security management. With easy-to-use cloud or on premise deployment options, schools can unify endpoint management across almost any platform, reducing IT time and cost.

An enhancement to the portfolio of capabilities for PC lifecycle management, VMware and Dell have partnered together to provide the Windows 10 Provisioning Service by VMware AirWatch.

This Dell service is designed to simplify and modernize requirements for deployment of new Dell Windows 10 PCs. By shipping directly from the Dell factory to the end user, there is no need for IT to physically access each device to complete setup.

Chrome OS can now be managed alongside all other endpoints throughout the entire device lifecycle using the Workspace ONE platform for streamlined deployment, remote troubleshooting and reporting.

Policies can be deployed to Chrome devices using smart groups for granular assignment based on device, operating system, role, department, and more. Gain real-time visibility into Chrome OS deployments and perform remote actions for troubleshooting.

VMware Workspace ONE includes:

- Zero touch auto provisioning of Windows 10 devices
- Google Chrome OS device management
- Out-of-the-box and bulk device enrollment
- Supports all major device and PC platforms
- Simpler device configuration, including GPO support
- One touch, Single Sign-On across native, web, and cloud apps
- Scalable software distribution, including Win32 apps
- OS patching across devices on or off the campus
- Device, app, and data security
- Built-in dashboards and reporting
- Multi-tenancy and centralized management for school districts

VMware Workspace ONE provides access to any app on any device, using cross-platform mobility management and identity management to support both managed and unmanaged (BYO) devices to support K-12 Districts' evolving device, PC and application access needs.

Networking Solutions for Education

Today's educational institutions are challenged to keep pace with the constant evolution of learning environments and technologies. New classroom learning environments create an ever-expanding need for network connectivity that must reliably support a variety of devices. Dell EMC has solutions to meet higher education campus connectivity challenges, ranging from small scale, single building installations, to large campus wide solutions.

Dell EMC N-Series switches are a family of energy efficient, cost-effective 1GbE and 10GbE switches designed for modernizing and scaling campus network infrastructure. N-Series switches utilize a comprehensive enterprise-class L2/L3 feature set, deliver consistent, simplified management, offering high availability device and network design.

N-series Power over Ethernet solutions (PoE, PoE+, PoE 60W) help deliver the power needed to attach devices with high power requirements, reducing the need to distribute new power circuits to deploy solutions like security cameras and wireless access points. In addition, N-series multi-gig switches enable delivery of 2.5Gbps and 5Gbps data rates over existing standard Cat5e and Cat6 cabling.

Dell EMC's Wired and Wireless Cloud-managed Campus Reference Architecture is built upon Dell EMC Networking N-series switches, Aerohive wireless access points, and HiveManager NG network management solution. K12 schools and school districts value Dell EMC's cloud managed wired network and wireless access points together with SonicWALL firewalls to scale security, productivity, performance and reliability that can easily be managed with limited IT resources.



Enabling effective teaching and learning

"Our new networking solution directly impacts the quality of teaching and learning, and helps us provide a better experience to students."

Amy Davis,
Director of Technology Services, Crosby Independent School District

Case study

Who: Crosby Independent School District

Enrollment: 6,000+ students

Business needs: Crosby ISD had to create a new data center to improve the quality of educational services and roll out a one-to-one initiative that would provide a mobile device to every student. The district also decided to update its networking technology to reduce maintenance costs and increase the performance and reliability of its network.

Solution: In its newly centralized network, Crosby ISD deployed more than 90 Dell EMC Networking N2048P and N4032 switches. At the network operations center, the district placed two SonicWall™ NSA 5600 devices in a high availability configuration to safeguard the integrity of its data and applications. The Dell EMC Networking solution supports 700 wireless access points across the seven Crosby campuses.

Crosby ISD generated savings immediately. "By replacing the existing network switches with Dell EMC equipment, we eliminated \$60,000 in annual support costs," says Davis. "That allowed the district to purchase disaster recovery and uninterruptible power supply systems." At the same time, the school district improved network performance.

Read the full case study on
[Dell.com/customerstories](https://www.dell.com/customerstories)



Server Solutions for Education

Aging and complex infrastructures, decreased budgets, an influx of student devices, and an explosion of data are putting huge demands on IT resources. Dell EMC can help schools drive efficiency into IT, allowing schools to direct their IT investment where it matters most, and to fund transformation in a budget-challenged world.

Dell EMC PowerEdge servers provide a scalable architecture, intelligent automation and integrated security for your workloads from traditional applications and virtualization to cloud-native workloads. The Dell EMC PowerEdge difference is that we deliver the same user experience, and the same integrated management experience across all of our servers, so you have one way to patch, manage, update, refresh and retire servers across the entire data center. PowerEdge servers also incorporate the embedded efficiencies of OpenManage systems management that enable IT to focus more time on technology to enhance the learning process, and spend less time on routine IT tasks. With open standards-based, x86 platforms, the PowerEdge portfolio of rack, tower and modular server infrastructure can help you easily scale from the data center to the cloud.



PowerEdge Rack Servers



PowerEdge Tower Servers



Power and Cooling



Server Services

Storage Solutions for Education

Dell EMC offers a range of storage solutions to meet your specific storage needs. From mid-range storage solutions to all-flash and hyperconverged, we can help you choose the right options for your organization.



Dell EMC Unity sets the new standards for midrange storage with a powerful combination of simplicity, modern design, affordable price point, and deployment flexibility. It is designed for all-flash, delivers the best value, and is available in purpose-built (all flash or hybrid), converged deployment (through VCE), and as a software-defined virtual edition. With all-inclusive software, new differentiated features, internet-enabled management, and a modern design, Dell EMC Unity is where powerful meets simplicity.



The Dell SC Series is a value-oriented family with a proven track record, particularly with small and medium organizations. Focused on value and ease-of-use, the SC Series is a powerful hybrid solution that delivers intelligent and granular tiering, helping organizations to dial-in flash as needed to balance performance and cost.



Transform your infrastructure with the only fully integrated hyper-converged appliance co-designed and built with VMware for a simple, fast, and seamless experience. Dell EMC VxRail™ accelerates and simplifies IT through standardization and automation. With VxRail on 14th Generation PowerEdge, you don't just refresh your server, you transform your infrastructure.

Dell EMC Future Proof Storage Loyalty Program gives you additional peace of mind with guaranteed satisfaction and investment protection for future technology changes. The program includes Dell EMC's feature-rich Unity and SC Series Midrange Storage Portfolio and also includes Dell EMC's higher end storage family offerings.

