Dell education solutions - Empowering your vision for learning.

As an education leader, you are quite familiar with the role technology plays in creating a more engaging and student-centered learning environment. You’re also well aware that transformation doesn’t occur simply by giving students access to technology. Transformation requires building a culture of change, providing professional development opportunities for your teachers and ensuring all the technology elements come together to provide teachers and students easy access to the digital tools, resources and data needed to make learning personal.

We believe that by working together we can help you make a significant difference in your district’s learning environment by applying technology solutions that are future ready but can be leveraged today. Whether it is solutions designed to enhance teaching and learning or the underlying technology infrastructure critical for keeping the learning environment secure and reliable, we are a comprehensive partner for all elements of the education enterprise.

What you may not know is that Dell’s longstanding commitment to the education sector includes significant investment in a specialist business unit dedicated to the development and delivery of technology solutions tailored for education. Collectively, our education team consists of former educators and technology experts who work directly with schools large and small to ensure technology supports and enhances your vision for learning.

This guide is designed to give an overview of a sample of Dell education solutions and provide some insights into the benefits they deliver to individual stakeholders within the education community, whether students, parents, teaching staff or administrators. Working in partnership with K12 organizations, Dell technology enables better learning outcomes, easier information and technology management and the cost efficiencies that can help you drive innovation in learning. We hope that this guide will serve to start a conversation that you find both revealing and insightful.

To continue the conversation, please visit http://www.dell.com/k12

### Future Ready Education
Transition from a one-size-fits-all instructional approach to a flexible, on-demand, student-centered model.

### Student-Centered Learning
Offers a customized educational experience that mirrors the personalized world in which students live.

### Teaching and Learning Solutions
Technology empowers teachers to design personalized environments and offers students access to the tools, information and resources needed to collaborate, self-direct and produce authentic work.

### IT Infrastructure to Support Teaching and Learning Solutions
With the rapid adoption of technology into the learning environment, students and teachers need secure and reliable access to education resources from anywhere, at any time.

### Professional Learning
Technology plays a vital role in transforming the learning environment. It will, however, have little impact without enhanced teaching, leading and learning practices focused on outcomes and aligned to validated measures.

### Advanced Analytics / Education Data Management
Transforming institutional data into actionable knowledge that can improve student attainment and drive greater operational efficiency.

### Security
Delivering open, end-to-end security solutions that enable institutions to modernize and stay competitive.

### Support and Deployment Services
With Dell’s support and deployment services, you can keep young minds exploring.

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Future Ready Education

Giving students more ownership of their learning produces more than just excellent test scores. It’s key in helping students to reach their full potential in school and in life. However, engaging the interest of every student is increasingly difficult with traditional educational models because the world is dramatically different than it was 10 years ago. Students are accustomed to accessing information.

By engaging Dell, you have access to a dedicated team of education specialists and Professional Learning Services consultants. Dell helps you transition from a one-size-fits-all instructional approach to a flexible, on-demand, student-centered model. Dell education specialists and Professional Learning Services can help educators transform teaching practices by:

• Empowering students in their learning
• Empowering teachers to meet the needs of each student
• Increasing the participation of parents and the community in learning processes
• Creating a vision for a student-centered learning model
• Defining a shared language for learning
• Rethinking the use of space and furniture
• Teaching staff how to transform lessons with applications and devices
• Scaling your professional learning model across the district

Plus, you can get the end-to-end technologies you need from Dell to support your district’s student-centered learning model, such as:

• Laptops, Chromebooks and tablets designed for your teachers, students and staff
• Interactive projectors, mobile carts and other instructional technologies
• Scalable infrastructure including servers, storage and networking gear Software for security, IT management, virtualization and other capabilities
• Services to help staff with IT deployment, management, financing and support and connecting with others in real time, using technology that caters to their individual needs and interests.

When school systems merge competency-based learning, community support, and anywhere/anytime technology access with student ownership, they can build student-centered learning models that mirror our society and improve outcomes. To adopt student-centered models, school systems need learning platforms that allow teachers and students to align individual competencies and interests with a tailored mix of online and traditional teaching methods.

“Our teachers can now make instruction more relevant and try more innovative, personalized teaching approaches to improve the learning outcomes, using Dell technology.”

Kim Allen, Technology Director, Little Cypress-Mauriceville Consolidated Independent School District
“My idea of a perfect classroom would be one where we are moving at our own pace, but still altogether. We’re still learning the topic, just at our own rate of learning.”

Crystal, student, Science Leadership Academy
Today’s students live in a world of unprecedented personalization.

Technology plays a critical role in transforming learning, which is why Dell actively engages with the education community to understand what a student-centered learning experience looks like and how to enable it through technology.

- **Student-Centered Learning**

  - **Parent and Community Support** — Parents are empowered to be participants in learning and the community is embedded in the education process.
  - **Competency-based** — Learning starts with standards and ends with mastery. All students have the opportunity to learn at their own pace and show learning in multiple ways.
  - **Personalized** — Students have access to formative and summative data that empowers them to have

Building this vision together

- **Parent and Community Support** — Parents are empowered to be participants in learning and the community is embedded in the education process.
- **Competency-based** — Learning starts with standards and ends with mastery. All students have the opportunity to learn at their own pace and show learning in multiple ways.

Anywhere, Anytime — Time is no longer the barrier to learning and students have the ability and tools to learn 24/7.

**Student-Centered Learning**

- **Student-Centered Learning**

  - **Competency Based Learning**
  - **Personalized Learning**
  - **Parent and Community Support Learning**

DEEPER LEARNING

Knowledge, skills and disposition to succeed in college, career and civic life

- **Enable data driven decision making**
  - Provide accurate, actionable data to help teachers personalize curriculum and intervene, as needed, to improve student performance. Plan an integrated approach to capture, store and use data and predictive analytics tools to build effective learning paths for students.

- **Manage the print to digital transition**
  - Develop a digital content and curriculum strategy to support the vision and learning objectives. Adopting an integrated, device agnostic teaching and learning platform will enable the successful use of this content and data.

- **Change the learning environment**
  - Consider changing traditional classrooms into “Active Learning Spaces” with non-traditional furniture arrangements and flexible technology.

- **Ensure secure access at home and school**
  - Ensure all students have the devices needed to access the digital resources and tools to support the learning objectives. Plan how to provide access to students who do not have Internet at home.

- **Build a strong IT infrastructure foundation**
  - Ensure your district’s infrastructure—in particular the network, security, and storage—can sustain the increased demand and meet compliance requirements.

- **Reinforce Professional Learning**
  - Help teachers learn new learning strategies using technologies with a multi-pronged professional learning program. Establish professional learning communities for educators to share and learn from their experiences.

**See how Dell Student-Centered Learning works**

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- **See how Dell Student-Centered Learning works**
“We passionately believe that if all students have access to the vast amount of information out there and they know the methods of how to discern what information is useful and then be able to produce something that’s meaningful to them, then they will deepen their own learning.”

Dr. Steven Ebell,
Deputy Superintendent for Curriculum and Instruction
Clear Creek ISD
How Dell teaching and learning solutions work

Technology empowers teachers to design student-centered environments and offers students access to the tools, information and resources needed to collaborate, self-direct and produce authentic work.

Teacher and administrator computing devices
A robust portfolio of laptops, Chromebooks, tablets and desktop peripherals, such as monitors, docks, keyboards and other input devices.

Classroom productivity tools
Enable teachers to keep students engaged and productive while in the classroom. Dell interactive projectors and audio systems, coupled with mobile devices enabled technologies like Miracast or Dell Cast, give teachers the freedom to lead, support and engage students anywhere in the room. Mobile computing carts provide easy access and management for student devices in the classrooms.

Active Learning
Enable students and teachers to collaborate. With secure access to cloud environments, such as Google drive and Microsoft 365, teachers have a powerful resource to design collaborative projects. Apps and software such as Google docs and Microsoft office help student create. Services like Skype and Google+ hangouts facilitate anytime collaboration. 3D printers help bring student’s creations to life and education furniture from Dell partners such as Bretford, provide one size fits all instructional environments for flexible and collaborative learning spaces.

Assistive technology services
Help simplify the process of identifying, procuring, implementing and supporting assistive technology for your school district; opening up the world for your district’s students with disabilities, giving them greater independence, a voice for communication and the ability to fully participate.

Learning orchestration
Powerful orchestration software such as LightSpeed, Hapara, and Google Classroom help educators orchestrate the learning environment to keep student learning on track.

Provide student access
Dell’s portfolio of student computers, include traditional Latitude laptops, Venue tablets, and Dell Chromebooks, are designed with students in mind and offer districts choice in deploying a student device that meets their learning objectives. Accessories such as backpacks, locks, headsets and more to keep learning time productive.
Teaching and Learning

The challenge
Technology too often fails to positively impact learning because the process starts and ends with technology, not with learning. Successful student computing initiatives are collaborative, multi-dimensional initiatives that focus first on learning. They require active participation, buy-in and support of all stakeholders, including district leaders, curriculum and instruction, professional learning, IT, instructional technologists, teachers, students and community.

Giving students devices without taking a holistic, methodical approach to planning often returns results that are disappointing, whether due to technical issues that negatively impact learning, or a lack of instructional readiness resulting in little to no positive impact on student outcomes.

The Dell Solution
Dell offers a variety of instructional technologies, brought together as an integrated solution that blends digital tools and resources with personal computing and supporting classroom technology to allow students and faculty to explore new ways of integrating technology into the learning experience.

Our dedicated team of education specialists works with educators, students, and IT leaders to design technology solutions that make learning engaging, collaborative, productive and personalized. Dell’s solutions for teaching and learning span all district needs, including:

- Professional learning services to help educators transition from substitutive to transformation teaching practices
- Tools and technologies that empower teachers to design student-centered learning environments
- Ubiquitous access to tools and resources that empower students to self-direct, create, collaborate, and produce authentic work
- Versatile student and teacher computing devices designed for education
- The underlying infrastructure and IT services that help IT keep learning time productive and learning environments secure.

Plan your teaching and learning transformation
Dell education consultants can work with your district to establish a shared vision and objectives of what learning should look like in the digital age. Building from that vision, Dell will work with educators, administrators and IT staff to better understand your current challenges and develop a realistic path to achieve your district goals.

Solution benefits by role

**Students**

Makes it easy for students to access resources independent of location, the solution:

- Gives students direct, 24/7 access to all their learning resources to enable learning beyond the classroom walls
- Empowers students to self-direct, inquire, and produce authentic work
- Facilitates greater collaboration between students and between teacher and their students, and with experts anywhere in the world
- Provide accessibility for all students

**Teachers**

Empowers teachers to design engaging and personalized environments to facilitate student learning:

- Gives teachers access to the resources and data needed to design student-centered learning paths
- Empowers teachers to orchestrate learning for all students to keep learning time productive
- Facilitates greater collaboration between peer teachers and with students
- Enables teachers to engage students and stay productive from anywhere in the classroom and to fully utilized the learning space and time

**School and District Leaders**

The holistic approach from Dell results in a transformational program that enables more productive working practices. Benefits include:

- Technology initiatives that align with distinct goals for learning transformation
- Support models that build capacity for all teachers to shift learning to me more student-centered
- Provides critical data for decisions that support student learning

See how Dell Teaching and Learning Solutions work
“The KACE appliances allow us to manage our increasing inventory of 30,000 devices while the SuperMassive enables us to grow our network infrastructure — all while saving us over $180,000.”

Tom Condo
Supervisor of IS Operations,
Seminole County Public Schools
IT Infrastructure to Support Teaching and Learning Solutions

The diagram below provides an overview of the kind of components that combine to enable seamless access across the school district.

Dell Wyse
Dell Wyse thin and zero clients offer a low cost, highly secure, PSN-compliant alternative for kiosks, labs and libraries, enabling institutions to substantially reduce the costs associated with equipment refresh, deployment and maintenance.

Dell KACE Systems Management Appliance
Dell KACE provides an easy to use and affordable solution that helps manage and secure all devices across multiple platforms, including PCs, Chromebooks and Macs.

Identity and access management
Dell One Identity Manager provides complete governance for all user constituencies ensuring users have the right access to the right applications and data at the right time.

Security
Dell Security Solutions (such as SonicWALL, Dell Data Protection and SecureWorks) for endpoint security streamline management while blocking annoying spam and malware, granting allowed access to only trusted users from authorized, validated devices, finding potential endpoint vulnerabilities and encrypting critical organization data in-flight and residing on endpoints.

Desktop Virtualization (VDI)
Allows students, teachers and administrators to access their virtualized desktops and applications using a variety of PCs, Chromebooks, thin/zero clients or other devices, new or old, in a consistent and easy to manage way.

Wireless access
Dell Wireless solutions deliver secure, school-wide, wired-like Gigabyte performance for today’s mobile devices with purpose-built access points, up to three times faster than 802.11n devices.

Remote access
With Dell Secure Mobile Access solutions, students and staff can get simple, secure access to allowed resources and data, including web apps, client server apps, file shares, hosted apps and desktops, from managed or BYO laptops, smartphones and tablets, including Windows, MAC, iOS, Android and Linux, all from a single gateway. The solution ensures only trusted users, with authorized, validated mobile apps and devices are granted access to prevent rogue access and malware. Using Dell One Identity Cloud Access Manager, remote students and staff can connect securely to only approved web applications with single sign-on.

On-premises cloud with application convergence
This approach enables ubiquitous, convenient on-demand access to the appropriate applications and data, which can be rapidly provisioned with minimal management effort to any approved device in any location. Mobile application delivery is simplified by combining:

- Mobile Device Management (MDM)
- VPN access
- Application virtualization
- Virtual Desktop Infrastructure (VDI)
- Next-generation firewall
- Desktop authority
- Webauthority
IT Infrastructure to Support Teaching and Learning Solutions

The Challenge

With the rapid adoption of technology into the learning environment, students and teachers need secure and reliable access to education resources from anywhere at any time. Achieving this capability has direct impact on the teacher’s ability to keep learning time productive and is necessary to support state requirements for delivering next generation online assessments. However delivering the services that enable access to any application from any device brings with it a variety of challenges including:

• Identifying the right mix of solutions from desktop virtualization to application virtualization and hosted applications
• Managing the costs and resourcing required to manage heterogeneous environments including Chrome, Android, IOS and Windows devices
• Providing a secure and compliant internet experience for students
• Determining the appropriate level of network capability and capacity

The Dell solution

Dell’s education teaching and learning solution is designed to enable districts to transform their facilities into more mobile, agile and collaborative learning environments that are location independent. Leveraging key technologies including unified communications, collaboration, mobile devices, school apps that integrate curriculum and digital resources, identity and access management, cloud and virtual desktop, only Dell can create a connected and secure solution for a complex ecosystem while addressing the needs of all stakeholders.

Our standards based design and management approach enables institutions to eliminate network complexity and optimize performance, paving the way for network convergence (including data, voice and video) as well as virtualization. Using technologies like Dell KACE Systems Management solution and Sonicwall, district IT staff can easily tackle the rapid growth of device use, whether school provided or BYOD, large or small. The result is a streamlined, easy-to-manage process for providing students secure and compliant access to information, digital tools and resources, and managing network, bandwidth and traffic to deliver the reliability and responsiveness needed by your students, teachers and administrators.

Plan your mobility transformation

Our consultants work with you to explore a holistic approach that works with your mobility strategy, whether you choose to deploy devices to students or embrace a BYOD approach. Dell will work with you to better understand your current challenges and develop a realistic path to achieve your goals. This process is de-risked further for institutions following our investment in defined technical architectures and repeatable consulting services that combine to reduce risk, cost and time to successful implementation.

In addition, by providing a single point of contact for the entire solution which covers consulting and systems integration around business process, application architecture, infrastructure architecture, operations and management, we ensure that institutions realize tangible near-term benefits.

Solution benefits by role

Dell’s teaching and learning solutions have been proven to deliver benefits that impact districts from students to administrators, to teaching staff and IT.

Students

By making it easy for students to access resources on independent of location, the solution:
• Gives students safe, 24/7 access to all their learning resources to maximize engagement and success
• Delivers students greater freedom and more engaging learning environments
• Facilitates greater collaboration between students and between teaching staff and their students
• Provide accessibility for all students at school or remotely.

IT Administration

With a proven methodology and reference architecture, Dell facilitates near-term impact, delivering multiple benefits:
• Providing a centralized management approach making it easy to configure, monitor and troubleshoot the network
• Delivering wired-network productivity and security to the institution, mobile students and staff whether via BYOD or through institution owned devices
• Matching student and staff roles and skills to specific applications, creating a ‘digital identity’ accessible whether they are in the classroom, office, at home or on the move
• Reducing the overhead on IT staff by simplifying management and streamlining workflow processes

Administration

The holistic approach from Dell results in a transformational program that enables more productive working practices. Benefits include:
• Helping districts stay compliant with critical regulations such as CIPA and FERPA
• Making it easier for teachers to integrate technology into learning through reliable and responsive access
• Reducing the overhead on IT staff helps keep operating costs within budget

< See how IT Infrastructure solutions work
“We rely on Dell’s educational consultants to help develop sustainable approaches to professional learning that build capacity in our people to support learning gains. We look forward and value our continued partnership with Dell Professional Learning Services.”

Debra Adams Roethke, Assistant Director Instructional Technology, Henrico County Public Schools
Professional Learning

The challenge
Technology plays a vital role in transforming the learning environment. It will, however, have little impact without enhanced teaching, leading and learning practices focused on outcomes and aligned to validated measures.

An effective program includes a mix of ongoing activities that build upon each other to positively impact teaching practices and student learning in the classroom. Establish a professional learning plan that is centered on meeting teachers at their point of need in regards to technology, integration and student-centered learning.

The Dell solution
Dell Professional Learning (PL) consultants help educators merge innovative technology solutions with enhanced teaching, leading and learning outcomes, implemented through a combination of modelling, team teaching and formative feedback. This collaborative framework supports initiatives to promote student-centered learning, teaching and learning outcomes aligned to the Technology Integration Matrix (TIM) and/or other validated measures.

A key goal is to establish a sustainable PL program by accelerating instructional leadership “capacity” among classroom teachers and site administrators. Through this capacity, districts have the means to build a sustainable and scalable model, school wide and district wide, to accelerate the learning of a core group of people who support colleagues in small groups, enabling ongoing and progressively expanding success.

All PL services can be aligned to 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.

An effective PL program includes a mix of ongoing activities that build upon each other to positively impact teaching practices and student learning in the classroom. Using proven industry standards as a foundation, Dell consultants draw from three categories of professional learning activities: experiences, training and professional development. Dell Professional Learning Services cover a wide range of topics, including, but not limited to:

**Classroom & Virtual Coaching**
Dell consultants engage educators in a proven three-phase process—modelling, team teaching and forward feedback—that promotes sustained and measurable instructional growth. This hybrid face-to-face and online model combines the benefits of classroom-based coaching and modelling with cost-effective, just-in-time virtual support to provide follow-up resources and a sustained dialogue on professional growth.

**Curriculum & Assessment Consulting**
Dell consultants help co-develop and deliver quality formative and summative assessments that support higher-order teaching and learning. From grade-level pilots to scaled implementations through a student-centered learning platform, Dell helps refine existing curriculum frameworks and implement high-quality performance tasks to establish a learning model for deep, sustained personalization of learning for adults and children.

**Leadership Consulting**
Dell consultants challenge instructional leaders to model and co-develop research-backed leadership and organizational skills to transform the instructional core (Elmore, 2010) in ways that create adaptive, student-centered learning environments for adults and kids.

Professional Learning Services help administrators lead and support learning transformation:
- Modeling desired instructional practices for teachers, staff and students
- Provide effective development, evaluation and feedback for teachers and staff
- Establish sustainable and scalable professional development by growing capacity internally

Students
Increased learning success in an environment that is engaging and personalized
- Empower students to self-direct, inquire, and produce authentic work
- Increase engagement by aligning learning with passions, pace and learning style

Teachers
Empowers teachers to design engaging and personalized environments to facilitate student learning.
- Gives teachers road-map, strategies and tools to move from substitutive to transformational teaching practices
- Provides professional learning communities for professional growth and support
- Meets teachers at point of need in regards to technology, integration and student-centered learning

Administrators
Professional Learning Services help administrators lead and support learning transformation:
- Modeling desired instructional practices for teachers, staff and students
- Provide effective development, evaluation and feedback for teachers and staff
- Establish sustainable and scalable professional development by growing capacity internally
“Within a year or a year and a half we should start seeing some very visible changes in how teachers are planning and executing lessons and assessments, simply based on the ready availability of data in the classroom.”

Don Begin,
Director of Information Technology
Poudre School District
How Education Data Management & Advanced Analytics Work

The diagram below provides an overview of the kind of components that combine to enable EDM.

On-premises cloud for desktop and application virtualization
Unified communications, messaging, document management and collaboration
Student Information System (SIS)
Assessment System
Special Education System
HR / Finance Systems
District Administration
Operational dashboards
Predictive analytics & big data
Real time data access
Educational intelligence and data insights
• Academic Performance
• Teacher Data
• Student Services Usage
• Interventions
• Academic Advising
• K-12 Historical data
• Testing & Assessments
• Behavior

On-site, Cloud or Hybrid

Operational dashboards
Enables high quality decision making with key performance indicators (KPIs), visual reporting and root cause analysis. Consistent and security trimmed data provides the right information, in the right format and at the right time to the right people.

Predictive analytics & big data
Cleansed EDM data can be routed through the EDM Student Success framework, along with other academic, social, resource and third party data to create:
• Early warning systems to identify students
• Profiles of successful student interventions
• Classroom, teacher and district

Real time data access
Students, teachers and administrators can access data on demand, or receive notifications as critical data changes. Simultaneous alerts can transmit when certain activities trigger a change in potential student success, prompting immediate action by students, teachers and learning support staff.

Educational intelligence and data insights
• Academic Performance
• Teacher Data
• Student Services Usage
• Interventions
• Academic Advising
• K-12 Historical data
• Testing & Assessments
• Behavior
Education Data Management & Advanced Analytics

The challenge
The primary goal of every K-12 district is to see students learn, show progress and graduate on time. College readiness, assessments and attendance affect both reputation and the bottom line. School districts have countless data points for students, but vital records are often housed in various formats and across diverse systems, with no way to consolidate them. This makes it difficult to find high-value information and apply it to achieving student and district goals.

Utilizing solutions like Dell EDM can help you cleanse, integrate, identify, consume and analyze data to improve institutional efficiency, empower educators and identify programs that improve student success. As a result, administrators are provided with dashboards of accurate, actionable data that help keep students on track for graduation and are academically prepared for higher education.

The Dell solution
EDM is a decision support system designed to meet and exceed institutional goals while addressing federal, state, college and university mandates. The EDM framework provides for a holistic view of the student, the classroom, the campus and the district for quick analysis of the educational career of students. As a framework, it can be extended with rich advanced analytics, to convert that rich history of data into an asset that can be used to inform and better predict future performance of students.

We ensure data is secure and compliant with the Family Educational Rights and Privacy Act (FERPA), the Children’s Online Privacy Protection Act (COPPA), the Health Insurance Portability and Accountability Act (HIPAA), and the Federal Information Security Management Act (FISMA). The EDM solution enables better-performing education strategies, including data collaboration with colleges and universities, financial management, compliance and reporting, PK-20 data monitoring and workforce readiness measurements.

Students
EDM systems help educational institutions improve student performance by:
• Actively involving each student with 24/7 self-service access to their own personalized learning data
• Identifying and providing early intervention for at-risk students
• Delivering real-time analysis of institutional data that schools can use to pro-actively inform students

Teachers
With the challenges of time pressure and performance targets, EDM can help teachers by:
• Supporting higher student attainment through personalized learning from data insights
• Monitoring student progress and alignment to graduation goals
• Reducing the overhead placed on them by consolidating the data stored in multiple systems and presenting it in an intuitive, student-centric view

Administrative
EDM solutions help educational institutions meet their operating efficiency goals, driving:
• Monitoring of students in special populations to align their needs to programs
• Increased attendance and high school graduation rates
• Measuring the success of one-to-one programs

Solution benefits by role
Dell EDM solutions have been proven to transform institutional data into actionable insights that teachers, faculty, staff and students can all use to monitor and improve results.
“We can put more devices into students’ hands with our Dell Networking wireless infrastructure, which gives them a learning advantage through technology. We wouldn’t have been able to do that with our previous wireless solution.”

How Dell security solutions work

The diagram below provides an overview of the open, end-to-end security solutions.

**Endpoint Security**
Dell solutions (such as SonicWALL, Dell Data Protection Solutions, KACE and SecureWorks) for endpoint security streamline management while blocking annoying spam and malware, finding potential endpoint vulnerabilities and encrypting the enterprise data residing on endpoints.

**Identity and access management**
Dell One Identity Manager provides complete governance for all user constituencies ensuring users have the right access to the right applications and data at the right time.

**Secure Privileged Accounts**
Dell One Identity Privileged Password Manager can control, monitor, and secure the most sought after accounts in the enterprise - privileged accounts.

**Manage and Secure BYOD**
With Dell Mobility Management and Secure Mobile Access and KACE, institutions have the flexibility to provide a fully managed service including:
- Managing and securing devices
- Configuring, deploying and removing apps
- Proactive reporting and support or the option of adopting BYOD ensuring:
  - Compliance
  - Deliver/revoke services
  - Separate corporate from personal

**Secure SaaS**
Dell One Identity Cloud Access Manager offers students, alumni, educators and administrators secure, convenient single sign-on to all cloud-based and on-premises web applications strengthening security and reducing help desk calls. In addition, Cloud Access Manager offers "just in time" provisioning to services like Office 365 and Google.

**Remote learning**
With Dell Secure Mobile Access solutions, students and staff can get simple, secure access to allowed resources and data, including web apps, client server apps, file shares, hosted apps and desktops, from managed or BYO laptops, smartphones and tablets, including windows, MAC, IOS, Android and Linus, all from a single gateway. The solution ensures only trusted users, with authorized, validated mobile apps and devices are granted access to prevent rogue access and malware.

Using Dell One Identity Cloud Access Manager, remote students and staff can connect securely to only approved web applications with single sign-on.

**Network and email security**
Dell SonicWALL next-generation firewalls and unified threat management firewalls deliver intrusion prevention, malware protection, application intelligence and control, real-time traffic visualization, and inspection for Secure Sockets Layer (SSL)-encrypted sessions at the gateway. Email security blocks spam, viruses and compliance violations and ensures the secure exchange of email to help protect sensitive data and meet compliance requirements.

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Using Dell One Identity Cloud Access Manager, remote students and staff can connect securely to only approved web applications with single sign-on.
Security

The challenge
Today’s hyper-connected world creates more opportunities than anyone ever dreamed possible. To take advantage of these opportunities, a secure and compliant foundation is needed. Dell Security solutions provide that secure and compliant foundation, enabling IT to confidently take on new initiatives that improve student outcomes and meet the needs of administration and research.

The Dell solution
Dell Security solutions help you protect critical data and systems efficiently and effectively, consistently comply with regulations. Dell:

- Eliminates proprietary islands of information that create risky security gaps.
- Secures the institution from endpoint to data center to cloud simplifying administration.
- Enables institutions of higher learning to more efficiently meet its IT compliance and auditing requirements.
- Does not impede end-user productivity.

Identity and access management (IAM)
Control access to systems and information while enhancing productivity and security with solutions that simplify:

- Access Management - Ensure that students, educators and administrators get secure, convenient, single-sign-on access to whatever they need to learn, teach or serve, regardless as to the device.
- Identity Governance - Achieve security while accelerating student/teacher collaboration by ensuring that the right users have the right access to the right applications all the time, every time.
- Privileged Management - Ensure the confidentiality of student information by centrally managing privileged accounts with individual accountability and monitoring of administrator access.

Network security
Secure your network, sustain performance and simplify management with solutions that deliver:

- Next-generation firewalls – Implement a comprehensive layered defense that delivers intrusion prevention, SSL decryption and inspection, malware protection, application intelligence with real-time traffic visualization and inspection.
- Secure mobile access – Provide your staff, students and providers with SSL virtual private network (VPN) access to the authorized resources they need from virtually any device, anywhere – policy-enforced access and endpoint controls ensure only trusted users with validated mobile apps and devices gain access to resources and data.
- Email security – Protect your institution from viruses, spam, phishing while simplifying management and controlling costs. Ensure the secure exchange of email to meet compliance requirements.

Endpoint security
Protect your data wherever it goes with solutions that deliver:

- Endpoint security – Protect all of your endpoints from a broad range of threats. Dell solutions stop ever-evolving threats from compromising your security and sapping productivity.
- Endpoint management and compliance – Identify and remediate endpoint vulnerabilities from a single console. Dell enables you to enforce compliance with security policies across servers and devices.
- Endpoint encryption and data protection – Use a single set of management tools to employ endpoint encryption wherever your data resides.

Services
Fortify security and better protect, predict and respond to threats with:

- Managed security services – Protect the network, safeguarding the perimeter, critical internal assets, data, remote users, and partners.
- Security and risk consulting – Enhance security posture, reduce risk, facilitate compliance and improve operational efficiency.
- Incident response – Provide rapid containment and eradication of threats, minimizing the duration and impact of a security breach.
- Counter Threat Unit – Identify emerging threats, develop countermeasures against new malware and exploits, and protect your staff and students.

Solution benefits by role
Dell Security solutions help mitigate risk while enabling students, faculty heads, teaching staff and IT management to do more.

Administration
- Keeps security costs low and predictable delivering protection and helping with compliance.
- Assures that the institution is able to adhere to all data access and compliance regulations.
- Enables innovation and the pursuit of far-reaching programs that drive-up student performance and competitive advantage.

IT Administration
- Confidence in providing a security framework that is best in class for the academic environment.
- Faster, more secure provisioning of new users and/or applications.
- Efficiently manage all end points knowing what you have and where and enable better and faster reporting for compliance and security processes.
- Free up time with the right security structure so you can further drive the institution forward.

Students and Faculty
- Work seamlessly, without burdensome security controls.
- Maintain productivity regardless of device, with data protection.
- Experience easy, fast and seamless access to the learning and administrative applications and data you need.

See how Dell Security solutions work
“Our parents can see what their kids are now able to work on, and how our Dell technology looks in classrooms and labs — and are really happy saying, ‘Okay, you’re not just spending our tax money, you’re using it well.’”

Victor Valdez, Executive Director of Technology, Pflugerville Independent School District
In the classroom where young minds are focused and ready to learn, it is important to take advantage of every second and keep the momentum going. Helping students explore new ideas with technology is what’s important, not maintaining or troubleshooting issues.

Whether you are migrating your devices to Windows 10 or deploying Chromebooks, Dell provides support and deployment options to help IT departments deliver hundreds of devices ready to use plus ongoing 24x7 hardware and software support that can reduce downtime so students can stay focused on learning.

Deployment services for Chromebook Deployment

This comprehensive set of services enables the efficient deployment of new systems, from our factory to the classroom, fully integrated and ready for learning. Deployment services will maximize efficiency, ensure consistency and enable educational facilities to use the systems immediately. There is no need to hire extra staff for system deployment and IT teams will be able to focus on the next important project.

• Enterprise Enrollment — Simplifies support and manageability by ensuring corporate standards are consistently deployed with the latest Chrome operating system. We will power on each device, manually enroll each device to the customer’s domain, update the Chrome OS™ operating system to the latest known version, install the network configuration settings and prepare the device for shipment. You also can choose configuration services like laser etching, asset tagging and reporting.

• Managed Deployment — If you have ordered at least 100 units and need some extra help, in addition to the Enterprise Enrollment service, we will unpack and inspect systems onsite, and then connect and test all the systems.

• Asset Resale and Recycling — And, when you are ready to replace systems, we can resell or recycle your excess computer equipment in a secure and environmentally conscious manner while complying with local regulatory guidelines.

Hardware and Software Support

Gain the freedom to focus on your IT priorities with Dell Support Services. Our experts, insights and technology make it easy to keep your educational facilities connected and productive.

Dell’s hardware and software support for Chromebook is the same great support provided for all commercial client products.

Reduce risk and downtime with streamlined processes that can keep end users productive up to 4 years depending on the term of support chosen.

Consulting Services

Sometimes it is important to understand the new processes and technologies that will provide better efficiency and cost reductions. Dell’s evaluation and consulting services can provide information on the following:

• Wireless network design
• Active Directory Synchronization planning and design
• Print enablement for Google Cloud Print
• Chrome Administration Policies and security guidelines
• Logistics for deployment and distribution with a project plan

See how Dell Support and Deployment Services work

The time savings and value that Dell can provide with our Chromebook support and deployment services will keep your students learning with less interruption and provide time for IT to focus on the next big project.

Migrating Windows based devices to Windows 10

Dell provides a complete ecosystem of devices and services that will allow your schools to adopt Windows 10 quickly and efficiently. They also help you to better understand how Windows 10 will play a vital role in the success of your learning environments.
Case Studies

Science Leadership Academy
Science Leadership Academy high school sought a scalable, affordable solution that would enable students and teachers to collaborate by using technology in simple and mobile ways. SLA met this goal using Dell’s Center of Excellence program, providing Dell Chromebook 11 laptops to each student, encouraging project-based learning, and allowing easier and faster communication between the faculty and students.

Leyden High School District 212
Leyden High School District 212 needed a highly scalable, affordable solution to empower their 3,500 students with one-to-one learning technology. In partnership with Dell, the District provided powerful, easy to maintain Dell Chromebooks to each student. The 1:1 program creates faster communication between students and teachers, and gives students pathways to real world skills.

Mission Consolidated ISD
The Mission Consolidated Independent School District (Mission CISD) needed to upgrade its wireless infrastructure to support the district’s 1:1 laptop initiative and other technology deployments. Mission CISD implemented a Dell Networking wireless solution to centralize the management of thousands of mobile devices and offer seamless WiFi for students.

Clear Creek ISD — Professional Learning
Clear Creek ISD partnered with Dell, Intel and Microsoft to bring the ‘Latitude 2 Learn’ initiative to 40,000 students in the district. The powerful technology of the Dell Latitude 10 includes Windows® 8 and Microsoft® Office 2013, providing students complete mobile computing. Chosen by a panel of students, the tablet’s ability to create custom learning experiences will help bridge the gap between traditional education and the real world, better preparing students for the future.

Bonneville
Bonneville School District needed to provide consistently fast and reliable access to evolving online learning resources for an increasing number of students and devices. The district rebuilt its network using an end-to-end fabric solution from Dell that includes a flatter spine/leaf design, more efficient routing protocols, and a built-in management console with automated processes.

Seminole County
To enable its digital curriculum, Seminole County Public Schools needed to efficiently manage its 30,000 desktops and laptops, and protect students with content filtering, while minding the budget. The district not only achieved those goals, but also delivered 99.9 percent uptime and saved more than $180,000 by replacing multiple existing systems with Dell KACE appliances and Dell SonicWALL next-generation firewalls.