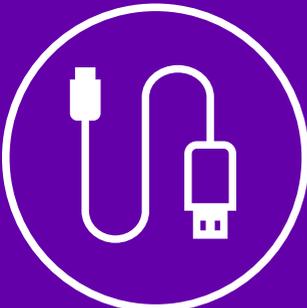




BT and Apple | Supporting your learning environment



We're passionate about Apple in education

BT is a world leading communications company

We help some of the country's best known companies run their businesses. In the UK we work with over 1.2m Business and Public Sector organisations, from small start-ups to large organisations. Our business is built around our customers serving their needs and delivering value to them. We take all that knowhow and apply it to education too. We're here to help organisations like you transform and grow.

Here at Business Direct we've got over 30 years' experience in the IT sector

We have a strong track record of supporting our customers. We've got an established and experienced sales team specifically focused on the Education sector. They've been working with learning environments like yours for over 30 years and really understand the challenges you face.

We're an ASE

We hold the prestigious Apple Solution Expert for Education (ASE) accreditation. This ASE status is recognition from Apple of our proven expertise in providing tech solutions to education establishments. It's acknowledgement that we can support you to transform teaching and learning. This means our team have the expertise to help you choose the right products for your organisation and to make the most of them.

But we can provide you with more than just devices. As BT, we can deliver a complete end-to-end solution and help you make the most of your investment. Speak to us about the possibilities that more investment in your Apple solution can bring. And how, if utilised to its full potential, an Apple deployment can help you enhance your students' learning outcomes.

Things you need to know: A full copy of our conditions of sale are available on request or can be downloaded from www.bt.com/businessdirect/conditions. Calls may be monitored to ensure levels of service and for training purposes. Calls cost 13p per minute from a BT landline. Charges from other networks and mobiles may vary. Errors and omissions excepted. Nothing in this publication forms part of any BT contract. BT plc, Registered in England number 01800000. Registered Office: 81 Newgate Street, London, EC1A 7AJ. Office Address: Alpha Beta House, Enterprise Park, Horwich, Bolton, BL6 6PE.

Benefits for all

Teachers

- Adopt paper 'less' classrooms, reduce time at the copier!
- You can make marking of work quicker and easier
- Guided, personalised and differentiated learning are easy to provide and track
- There's huge volumes of free resources available to support lessons

Pupils

- Provides fun and interactive learning
- Intuitive and easy to use, even for young students
- Interactive and engaging
- Full multimedia experience, for the selfie generation

School

- Reduce printing costs and waste
- Savings and efficiency in IT management
- Secure and safe to use and deploy
- Supports government directives in education



Apple has a wealth of information and support available to educators

From Apps, to iBooks, to iTunes U, you can access these materials for ideas to incorporate into and enhance your own lessons, assignments and lectures.



Over 170,000 apps for education

Whether you access them via iTunes or the App Store, there's so much variety you won't struggle to find apps that are relevant to your subject, key stage and learning environment.



Over 2 million iBooks in the store

From core literature to textbooks, you can even create your own! They're a fantastic way to enhance traditional learning materials and you can make them interactive by adding images, videos and music.



Over 7,500 courses in iTunes U

You can create your own courses with iTunes U or access a wealth of free, education specific publicly shared courses. Produce interactive content like books, apps, videos and quizzes all in one place.

For educators who have or want to incorporate a flipped learning model, these Apple solutions are a great way to deploy it.



What I love about Apple:

“Apple technology encourages creativity. It’s simple to use with all the tools you need straight out of the box”

Meet the team

Eric Perry

Apple Education Specialist and Business Development Manager

Apple credentials:

Apple Teacher, all badges including Swift
Certified Apple Associate (Mac)
iOS Deployment and iOS in Enterprise trained

Background:

Eric’s been working on Apple exclusively for 2 years. For the 20 years prior, Eric supported large-scale networking and infrastructure projects.

Steff Hassell

Apple Education Specialist and Business Development Manager

Apple credentials:

Apple Teacher, all badges including Swift
Apple Distinguished Educator (ADE), class of 2003
Apple Sales Training Online (ASTO) qualified

Background:

Steff’s spent the last 20 years working with Apple. The last 15 of which have been spent as an ADE.

And the rest of our Apple Team?

We’ve got an Apple Business Manager supporting Steff and Eric as well as our 11 desk-based Education IT specialists.

Steff and Eric have traveled all across the UK to support school visits

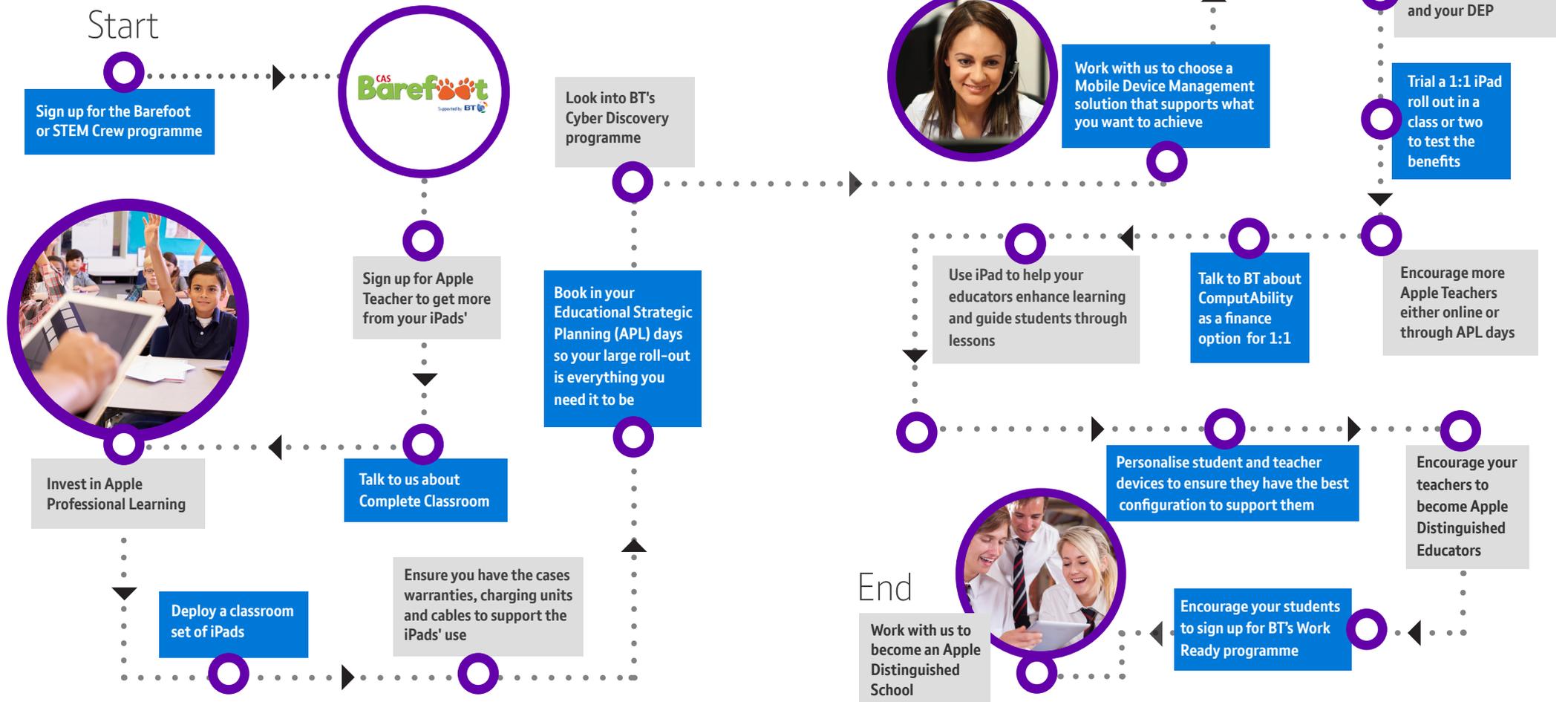


What I love about Apple:

“It’s the simplicity. It just works. Which is what you need when you’re in a class of 30!”

Start your Apple journey with us today

Every learning environment is different. This timeline is a guide of things to consider when integrating Apple using BT solutions. This isn't an exact blueprint because we want to work with you to create a bespoke plan, one that works for you because it was designed for you.



Wherever you are on your journey, talk to us about optimising your strategy

and timeline: **0870 429 3120**

Complete Classroom

The Apple solution from BT that's as unique as your school

Get everything you need to make Apple devices the perfect fit for your learning environment with Complete Classroom.

Empower your educators and help your students take control of their learning with our solution. Whatever your strategy for deploying Apple technology, we can help you create

a bespoke solution that makes the most of your investment.

We've identified two key barriers to technology being used effectively in the classroom: finance and teacher confidence. We can help eliminate both with our Apple Complete Classroom solution.



1. We've done the sums, and less than £2.50 is a price of £2.35 per student per week. This £2.35 is based upon a class of 30 getting: an iPad 5th Gen, 32GB and rugged case each; all with an extended warranty so they're covered for 3 years; an MDM license for each iPad for 3 years and a 30 bay charging unit for the iPads. We can also cost up bespoke solutions with additional options like VPP credit and APL days for the 3 years. Any additional cables, Wi-Fi and infrastructure additions or upgrades and associated costs are not included in the per pupil per week pricing of this solution and could incur additional charges. Prices correct for the above solution as of May 2018.

Make a classroom 1:1 for less than £2.50 per student, per week.¹

Call our team to price up your Complete Classroom solution today

0870 429 3120



Empower your educators

with Apple Professional Learning

Apple Professional Learning (APL) is a tailored form of CPD that'll cover topics your staff will benefit from. The only "standard" APL course we offer is Educational Strategic Planning. We highly recommend it for schools who want to deploy a large number of Apple devices in their learning environment.

This two day course is designed to help you and your school's leadership team to outline the vision and goals you have for your students and staff. This in turn will help you create an action plan and strategy for the use of technology in your classrooms. But even this is all about your learning environment and what you want to achieve.

Apple Professional Learning Providers

Think of this as face-to-face, contextualised Apple Teacher. Your staff can earn the badges they would with the online version, but the content is tailored to your school or college. They'll progress through in-depth and supported learning. If you have teachers who are new to Apple technology or lack confidence, this is a great way to get them upskilled. Not only can they go at their own pace, ask questions and learn from someone who's collected all their badges already, it'll feel more inclusive and less daunting than self-guided learning that they'd have to try and find time for in their busy teaching and planning schedules.

Apple Professional Learning Specialists

Specialists offer coaching, mentoring and help your school drive innovation on premise. If your leadership team are serious about supporting their Apple investment, invest in this form of APL as a professional learning programme. The aim of these completely bespoke sessions is to help your departments and teams think more deeply about transformational teaching. We want to help you reach your goals and support you to meet the needs of your staff, students and entire learning environment. Apple Professional Learning will help you make Apple technology part of your school's strategy and infrastructure.

In addition to APL, Apple offers fantastic free iBook resources that you can use to make your lessons as engaging as possible. Take a look at our ASE hub to discover our favourites: bt.com/businessdirect/edu/Apple

BT's Tech Literacy programmes can offer a wider variety of free teaching resources too.

From the Barefoot CAS, to Cyber Discovery, to STEM Crew, to our Work Ready programme, we support young people of all ages to become Tech Literate and learn more about how technology supports the world around them. bt.com/businessdirect/edu/TechLit



Apple solutions powered by BT

On our timeline and as part of our Complete Classroom offering (p6-9) we outlined great solutions to optimise your Apple investment. Below we outline these options in more detail so you can understand how and why they'll enhance your Apple deployment.

Device Enrolment Plan (DEP)

- Deployment made simple
- Zero touch administration
- Get up and running quickly
- Integrates with your MDM



Volume Purchase Programme (VPP)

- Purchase apps and books in volume and benefit from education discounts
- Quick and easy to enrol
- Use your MDM solution to quickly distribute apps to students and staff



Apple School Manager (ASM)

A simple, web-based portal for school IT administrators to manage people, devices and content

- 1** Configure device settings
- 2** Create student and staff accounts
- 3** Buy and distribute content

You don't have to worry about Apple ID in the same way. Apple School Manager lets you automatically create Managed Apple IDs for all students and staff by importing the necessary data. And because Managed Apple IDs are owned and assigned by your organisation, you can easily reset passwords, audit accounts and define roles for everyone in the school.

Classroom

A powerful tool to enhance learning and guide students through lessons

Support students and keep them on track with features designed to help you quickly guide learning. Help students embrace collaboration and share the great work they've done. Be empowered by options that mean you're less reliant on your IT team.

- Share
- Launch
- Mute
- Screen View
- Navigate
- Lock
- Group
- Reset

Maximise the value of your Apple investment

When it comes to getting your IT foundations right, you can trust an expert at BT. From your internet connectivity to your wireless network provision, we understand exactly how technology should underpin operational goals in the education sector.

We can design, implement and optimise wired and wireless networks for robust and reliable performance - with built-in security of course. Add this to Apple School Manager and an MDM solution and you'll have a robust, secure network that can grow and develop alongside your Apple solution.

 <p>Apple devices, cases storage & peripherals</p>	 <p>Asset tagging & etching</p>	 <p>Warranty</p>	 <p>Break/fix maintenance</p>	 <p>Financing & funding</p>
 <p>Wi-Fi & infrastructure</p>	 <p>Project management</p>	 <p>Deployment planning</p>	 <p>School Manager for device enrolment (DEP)</p>	 <p>Mobile Device Management (MDM)</p>

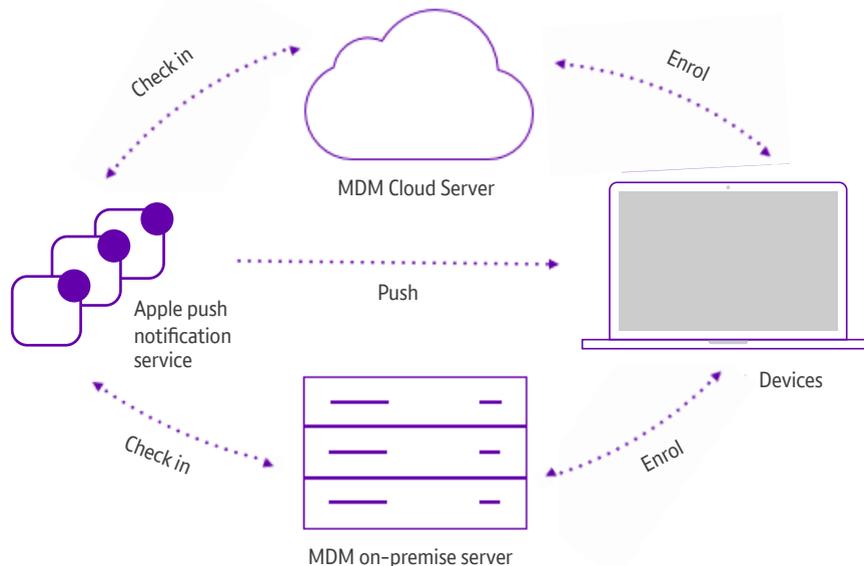
Mobile Device Management (MDM)

A streamlined way to support devices, reducing the amount of management time needed

An MDM solution will enable you to integrate your Device Enrolment Plan, Apple School Manager and Volume Purchase Programme all in one location. It supports 1:1 device roll-outs, including supporting a BYOD strategy and it'll help you unify the way your devices look and operate.

Whichever MDM solution you choose, it'll help you structure the design of your Apple Classroom roll-out to make it even easier to manage.

MDM is perfect for schools who have, or are planning a large device roll-out. MDM solutions are particularly beneficial to multi-academy trusts because you can centrally manage all your devices, whilst still being able to create a more personal profile for each school.



Manage the devices

Streamline administration

- Easy remote distribution of Apps, iBooks and course materials
- Restrictions help maintain the iPads as required
- Set up Wi-Fi, VPN and email with ease
- Create Classroom lessons
- Assign devices as shared or 1:1

Monitor your deployment

Clear visibility of the device activity

- Clear view of workflow command progress
- Dashboard view gives an instant view in real-time
- Monitor the lifecycle of the devices from enrolment to deployment and beyond
- Easy inventory searching, to help manage licenses

Secure controls

Ensure safe administration

- Devices are initially set up with a suitable level of governance
- Ongoing management is easier as it follows set up protocols
- Lost mode protects the device in the event of loss, theft or simply being misplaced
- It takes just minutes to securely wipe and reset devices

A variety of MDM solutions are available depending on your specific needs and budget

Apple MDM platforms



Cross platform solutions



Assistive technology with Apple

Innovative accessibility features as standard

Apple products are designed to help every student succeed – regardless of physical or learning disability. With no hidden costs, Apple includes assistive technology in all of their products as standard.

They also provide access to a full collection of special education apps, developed specifically to help students with SEND study alongside their peers.

Every macOS and iOS device comes with a comprehensive suite of accessibility features. They're designed to suit every type of learning need:

Literacy and learning

Help students get organised, stay focused, and improve reading comprehension.

Vision

Help blind and low-vision students overcome their barriers to learning.

Hearing

Assist students who are deaf or hard-of-hearing with powerful listening comprehension features.

Physical and motor skills

Enable students who have difficulties using the keyboard, mouse, and trackpad to control their device.

Learn more on our site: bt.com/businessdirect/edu/AppleSEND



Optimise your inclusive learning environment

Apple also has lots of additional resources designed to help you create your inclusive learning environment.

Search the App Store for thousands of amazing SEND apps tailored to every type of need. In iTunes U, iBooks, and iTunes Stores, you'll find free courses available. They'll teach you how to help your students overcome their barriers to learning and make your lessons as accessible as possible.

Download Apple's guide **Uniquely Equipped to Let Every Student Succeed** for more accessibility features and to see which devices they're available on.



Learn more on our site: bt.com/businessdirect/edu/AppleSENDpdf

Mac, iPhone, iPad, iPod touch, and Apple TV come with assistive technologies, so students everywhere can compensate for learning differences using today's resources and tools.

Case Study: Apple in Education, Special Education

For special-education teachers around the world, iPad opens up a world of possibilities.

“It’s a fun way to learn so it has a bigger impact on the child”

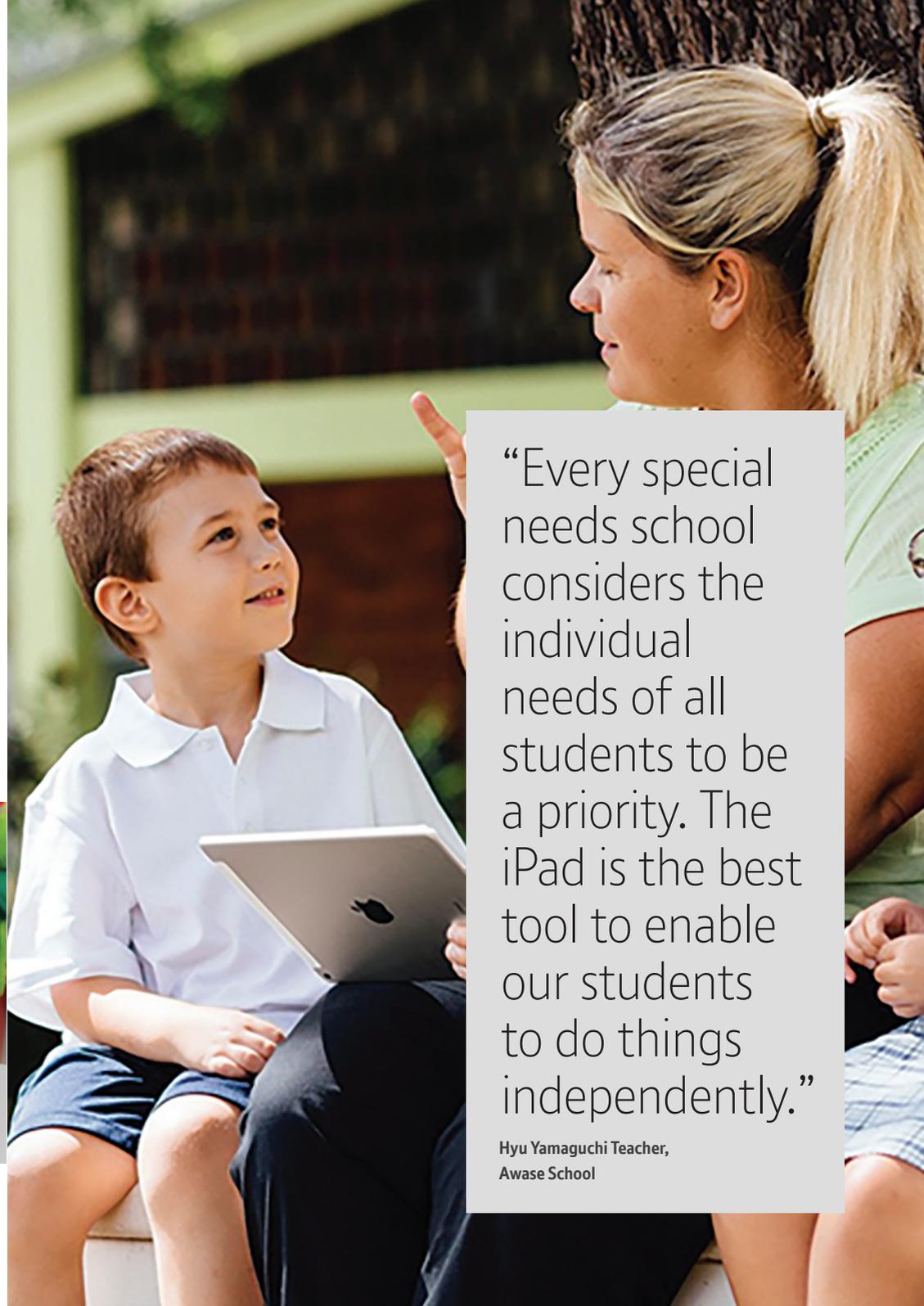
Lenka Řihová
Deputy Director, Poděbrady School

Meet teachers at three schools: Special School Poděbrady in the Czech Republic; the Awase Special Needs School in Okinawa Prefecture, Japan; and New York’s District 75 - the world’s largest special-education authority.

Discover how they use iPad and apps to motivate learning, improve social interactions and encourage independence in the classroom and beyond.

“Seeing students do something they couldn’t do before is a joyful moment for a teacher”

Hyu Yamaguchi Teacher,
Awase School



“Every special needs school considers the individual needs of all students to be a priority. The iPad is the best tool to enable our students to do things independently.”

Hyu Yamaguchi Teacher,
Awase School

Learn more on our site: bt.com/businessdirect/edu/SENDvideo



Attend one of BT's free Apple in Education events

Discover how engaging Apple powered lessons can be

Join us for a free “hands-on” workshop to learn how Apple technologies can help transform the teaching and learning experience for both learners and educators.

During a session, you'll hear how Apple technologies can bring learning to life – making lessons more engaging for students and empowering them to

achieve more. You'll also get to experience it for yourself thanks to our interactive workshop format via a practical exercise around a fabulous venue in the UK.

Register your interest and we'll contact you when we have an event in your area.

[Learn more - bt.com/techknow/AppleASE](https://bt.com/techknow/AppleASE)

**Speak to us for advice on devising your
Apple end-to-end solution**

Find out more about why you should work with BT for your Apple deployment



0870 429 3120

bt.com/businessdirect/edu/ase