

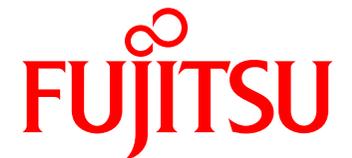
Anything's
possible with
the right
technology



Helping students learn
in a digital world »»



Intel Inside®. Powerful Productivity Outside.



shaping tomorrow with you

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Why choose Fujitsu
Mobility Education
Solutions?



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Fujitsu is now an edtech provider on LOT 2 of the NDNA Framework



Transforming education with digital

As an edtech provider on the NDNA Framework, we're excited to be a part of some big changes in the education sector. With digital technology, lecturers and tutors can make a huge difference to how their students learn.

More and more colleges and universities are making it a part of their curriculum. It's creating richer, more interactive and more personalised experiences. It's making it easier to track student progress and give faster, paperless feedback. It's helping students connect to, and work with, their tutors and peers. And research shows that they're now more engaged using technology that gives them real time information and feedback.

Together, mobile computing and modern communications are changing education as we know it. How can you use these technologies to help your students learn? And how can we help you achieve that?



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Mobility checklist for educators

Success with your education mobility deployment is not guaranteed. If you are a teacher or an IT employee in an educational environment, you might face the following challenges:

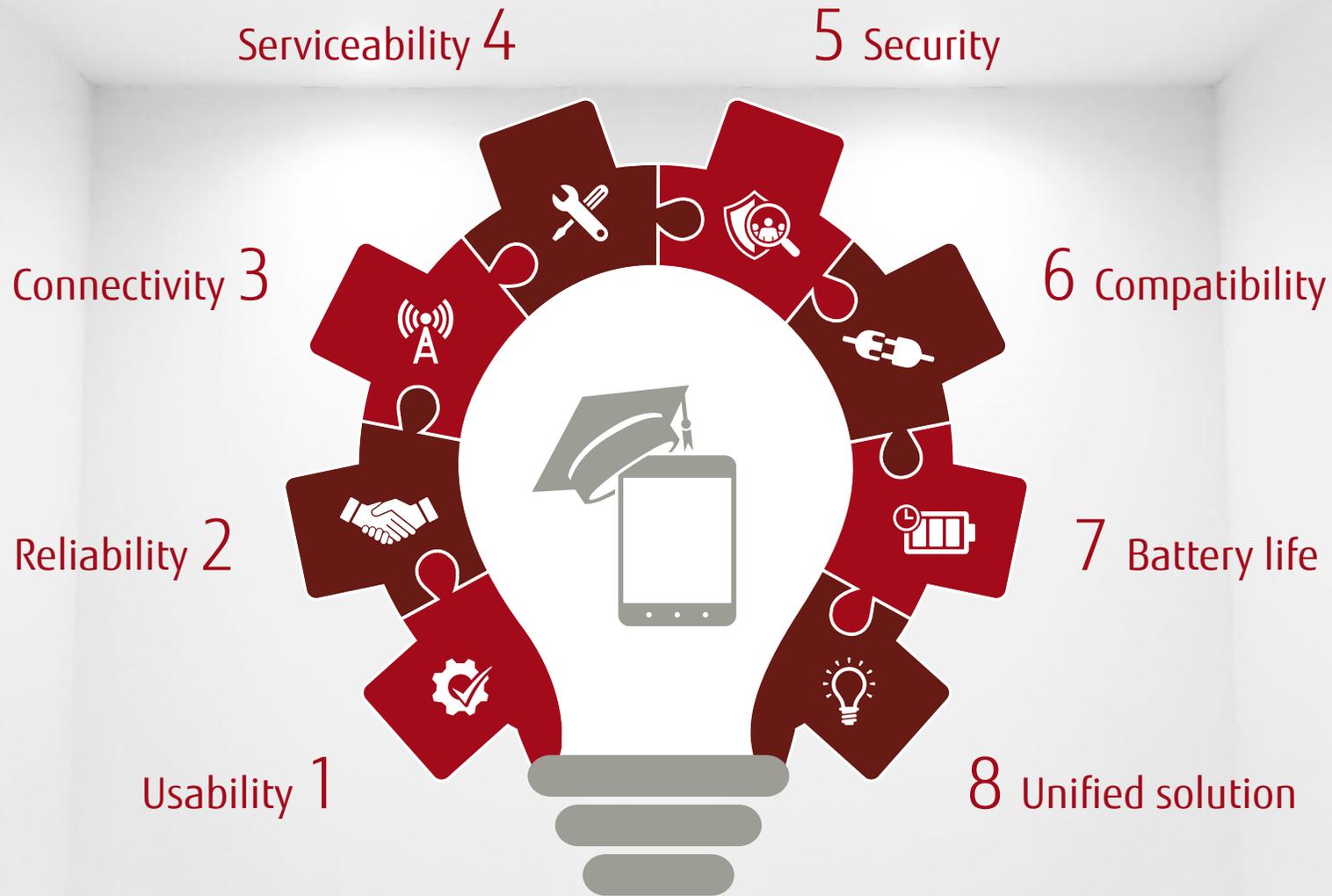
- » **Making sure a classroom full of computers works continuously and simultaneously, without technology interruptions.**
- » **Having mobile devices that meet a wide array of educational needs.**
- » **Having reliable and resilient devices at prices your institution can afford.**
- » **Receiving the appropriate training on the technology for staff and students.**
- » **Being able to successfully integrate the technology into the curriculum and lesson plans.**
- » **Having technology used to reinforce key learning concepts for students, while also meeting course objectives.**

We can address these issues. We'll not only provide you with the best technology and support, but also the training to help you strengthen each student's learning development.



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8 requirements of education mobility



1

Usability



Learning outcomes improve when the digital technology is flexible. The payoff can not only be seen through the quality of education the student receives, but also via the cost savings for the administration. This is demonstrated when devices are used for a variety of applications, and shared by different types of users, which can accommodate different study methods and learning styles.

Some applications will lend themselves to touch-screen technology, while others are better served with physical keyboards. Pen technologies that allow writing, annotating, and drawing make sense for collaborative types of work. Screen size will make a difference depending on the lesson. Full-motion video, for example, can benefit from larger screens, while smaller ones often work well for one-on-one studies.



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Flexible devices accommodate the wide-ranging needs of different applications, age groups and lesson plans, while achieving technology standardisation for the best capital cost. Devices that combine the power of a notebook with the flexibility of a tablet, for example, provide teachers and students with the benefits of precise handwriting recognition and multiple-touch data entry. Bi-directional, convertible displays also accommodate different classroom situations and make it easy to share information.

A recent study by TECHanalysis Research of 150 U.S. education buyers indicated an increasingly strong preference for tablets. The wider availability of tablet-friendly applications and growing interest in touch and pen-based usage are helping drive the shift, according to TECHanalysis.

■ **LIFEBOOK P727**
Ultra-light, GS certified,
portable 2 in 1 device



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2

Reliability



A short battery life can interrupt students from learning. Devices should also be robust enough to handle the wear and tear students will subject them to throughout their academic careers. Often, they're not. In a recent global study, 45% of IT leaders in education said that their devices were too easily damaged or broken through student use.

Technical issues can also be a problem when they interrupt valuable learning time. So, it's not surprising that reliability ranked first in priority when it comes to notebooks and second only to price in the case of tablets and 2-in-1 notebook/tablet devices in a recent TECHanalysis study of 150 U.S. education IT buyers. For instance, if sudden or jarring movement is detected, it's desirable to have a computer that moves the disk drive's read-write head to the safe zone to minimise the risk of head crash and loss of data. The same goes for computer interruptions caused by extreme temperatures, vibrations, humidity, altitude, dust and other environmental factors.



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Investing in a fleet of devices that can withstand all these extreme conditions contributes to a more successful learning process. This can also be vital for keeping repair and replacement costs to a minimum.



■ **LIFEBOOK® T937,**
13.3" Premium Convertible
Tablet PC Ultrabook™



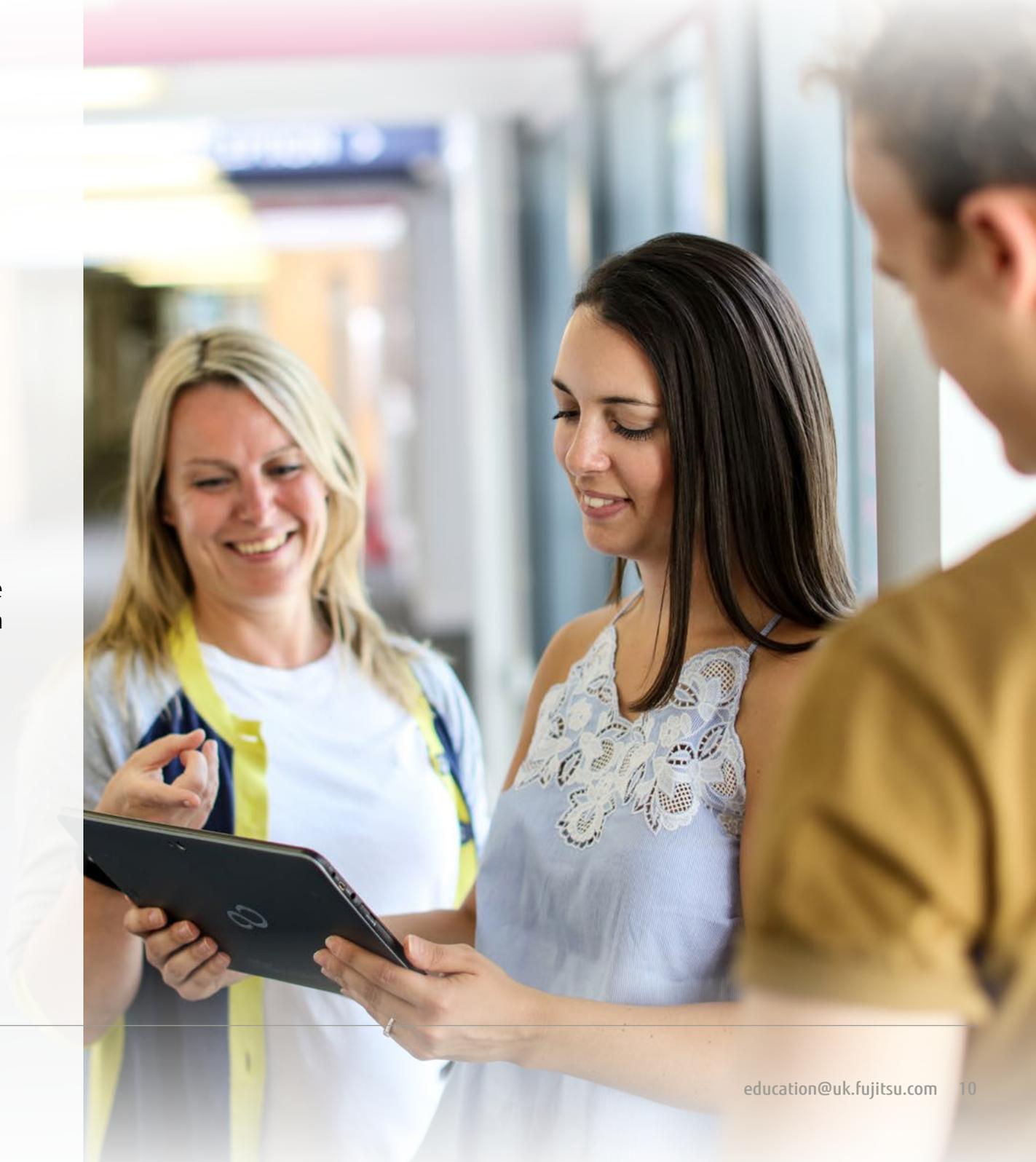
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3

Connectivity

A digital device's on-system processor, memory, programs, storage and display are all major contributing factors to your student's learning experience. Equally important is how the device can access your communications network.

The latest broadband Wi-Fi, cellular data and wired technology connections, for example, give access to an endless number of informational resources at the simple touch of a button. The network encourages collaboration and interaction among students across campus, so they can apply what they are learning anytime, anywhere.



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Short-range, low-power Bluetooth® connections also play a key role. They are an inexpensive way of pushing core content, lessons and tailored messages to individual students by connecting directly with a mobile device application.

Having this variety of fast wired and wireless connections on your device removes any restrictions about what can be studied and from where.



■ **LIFEBOOK® A557**



4

Serviceability

It's important that lecturers and tutors spend the majority of their time doing what they do best: teaching. It's counterproductive for educators' time to be spent managing computing equipment.

As you investigate mobile solutions for your institution, try and strike a balance between the following: premium product quality; low-maintenance technology; and high support and serviceability levels from your supplier. For example, look for a comprehensive manufacturer's warranty available with products you are considering. That's a clear sign the supplier is focussed on device quality and uptime. The supplier should be willing and able to repair or replace any defective device by the next business day.



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You should use the following criteria to help you get the most from your investment:

- » Extended warranty programs
- » Leasing programs that allow for regular technology refreshes
- » Accidental damage protection insurance
- » Professional services for deployment and integration assistance
- » Training and support for self-maintenance programs

Having flexible technical support with service and finance programs available to you ensures that you'll find the best solution to meet the needs of your institution.



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As organisations search for more secure authentication methods for data access, physical access and general security, many are turning to biometrics. Biometrics is gaining attention as a reliable, highly accurate and efficient method of confirming a person's identity. Organisations have experimented with various biometrics solutions for human identification such as recognition of eyes, faces, fingerprints, voice and signatures. But tests show that even these solutions are vulnerable to counterfeit and theft.

That's why we offer PalmSecure™

PalmSecure™ is a leading-edge authentication system using biometric technology that authenticates users based on vein pattern recognition rather than iris scanners or fingerprint readers. As veins are internal and have a wealth of differentiating features, attempts to forge an identity are extremely difficult, thereby enabling a high level of security.

PalmSecure comes in-bedded or as an option on most Fujitsu devices for your peace of mind.

■ LIFEBOOK® U7 FAMILY



6

Compatibility



It's important that the mobile devices you procure are compatible with the key educational software your tutors and students use. It also helps if the devices easily integrate with your IT infrastructure to minimise any disruptions attributed to interoperability issues.

Whether your institution is using a cloud-based solution or a learning management system, making sure the devices successfully integrate with your existing hardware and software infrastructure and support the applications you intend to use, is key.

We can take care of this integration to make sure everything works together smoothly and your interfaces are easy to use.



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7

Battery life



The learning environment shouldn't be interrupted by technology glitches that pull attention away from the subject at hand. It can be a huge advantage if the devices being used can run on a single battery charge for the entire day. If that happens, students can keep studying, no matter where they are, without worrisome power interruptions that could potentially disrupt their learning.



■ **LIFEBOOK® U937**
920g ultra-mobile notebook



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8

Unified solution



Educational institutions at all levels are under constant pressure to reduce costs, but without compromising the learning experience for students.

There's a simple, and often overlooked, way to get this balance right; using just one vendor. This can address multiple requirements, including:

- » Keeping your backup inventory lean
- » Simplifying training and usage
- » Minimising compatibility issues
- » Simple troubleshooting; if there's a problem, you know where to go.



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SUCCESS STORY

Barnsley Sixth Form College

Barnsley Sixth Form College needed to build a new sixth form centre, fitted out with the latest technology, to meet the needs of students and teachers. And it had to do this on a tight budget.

The equipment from its old estate was out of date. So, from a technology perspective, it decided to start from scratch. And as long-time partners of Fujitsu, it turned to us for help.

Over three weeks, our teams worked with the college to set up hundreds of our devices, including notebooks, tower PCs, and our PRIMERGY servers for disaster recovery.

The college now has the technology to help its students be more productive. It gives them the high performance they need, with faster log-on times. It's reliable, which frees up more time for the IT team. And it uses less energy, helping the college to keep costs down.

Teachers, students and parents have all had a positive reaction to the technology. Before the environment was set up, complaints were frequent, and technology was seen as a necessary evil. Now, people love the speed and stability of our new machines.



» Cost is a big driver for us because our budget decreases year on year. Fujitsu has allowed us to drive costs down without sacrificing quality.«

Mark Kendrick

Head of IT, Barnsley Sixth Form College



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SUCCESS STORY

The Dun Laoghaire Institute of Art, Design and Technology

When The Dun Laoghaire Institute of Art, Design and Technology launched its National Film School, it knew technology would be vital to help its students succeed. Each of its courses covers all kinds of subjects, from film to fine art, where students need to have reliable, high-performance workstations available to them.

So, the institute turned to us.

Our CELSIUS workstations now give its students access to the computing power they need. Rendering operations that used to take up to a week can now be done in a matter of hours. "That has a massive impact on how our students work", explains Colm Hennessey, Head of IT at IADT. "It also has an effect on what they achieve. Our students have produced many award-winning short films and have gone on to succeed in Ireland's burgeoning film industry. That's partially down to the skills they hone on these workstations."

The workstations have almost tripled processing power at the institution in three years. Because they use less power each year, it can also reduce its energy bills and its carbon footprint. And they hardly ever fail, even though students use them around the clock.

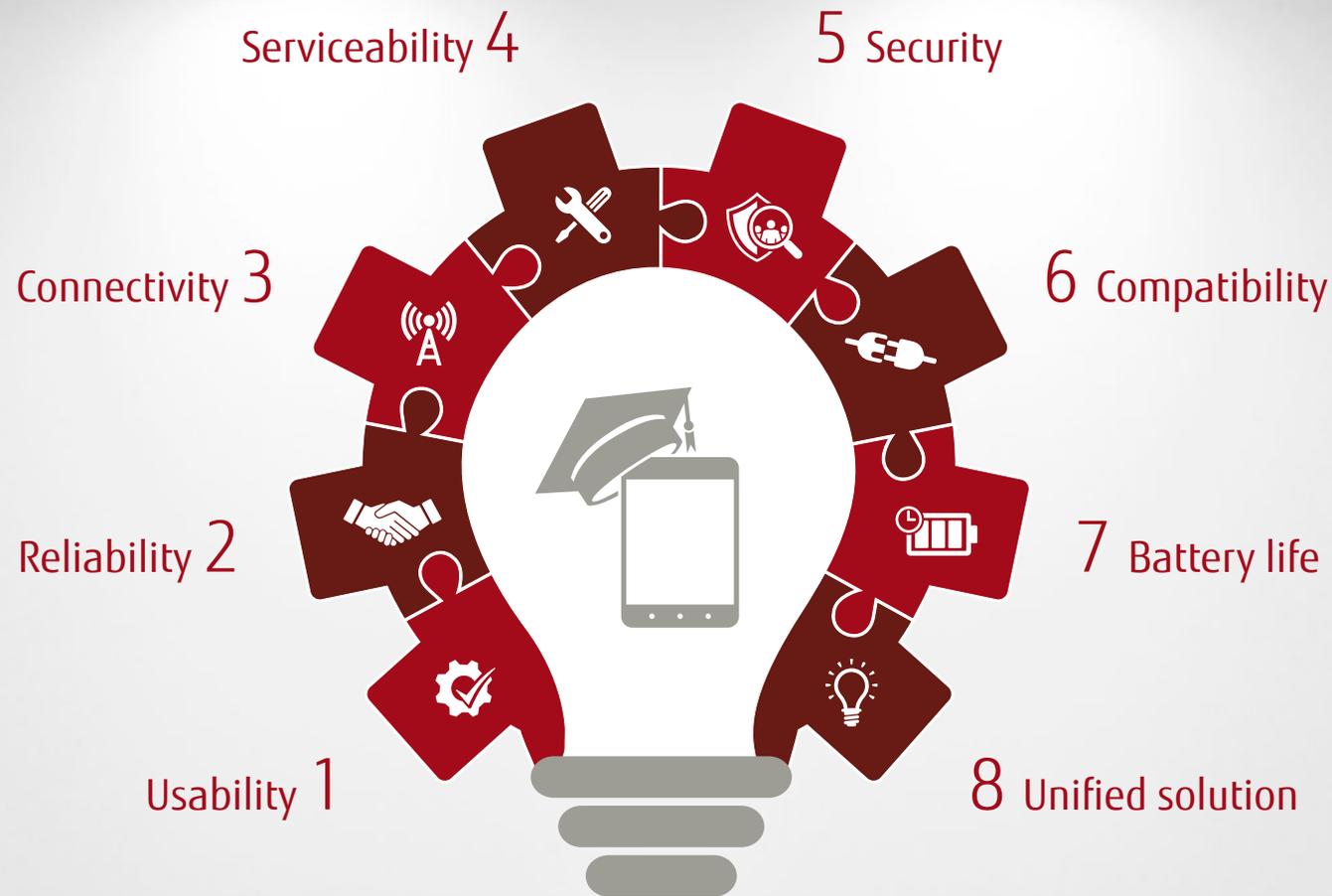


» Fujitsu provides the platform for our students to succeed. And it gives us an experience as close as possible to a professional studio. That equips our students with the skills they need to thrive in a competitive industry.«

Colm Hennessey
Head of IT, IADT



Fujitsu Mobility Education Solution



» Working together is crucial in the modern learning environment and the Fujitsu kit allows us to do that very effectively. It has generated a lot of drive and enthusiasm to succeed among our pupils.«

Mark Kendrick
Head of IT, Barnsley Sixth Form College



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Why choose Fujitsu Mobility Education Solutions?

- » **Simple to configure.**
To help you give your students the best learning experience, we've made it easy to personalise our devices.
- » **Improved Retention.**
Drawing concepts and capturing comments helps students retain information.
- » **Teacher Delivery.**
Digital submission of student work, mark-up, and return electronically, makes for more efficient and faster communication between faculty and students.
- » **Virtual Collaboration.**
Peer reviews are more effective.
Easily annotate electronic documents.
- » **Environmentally Friendly.**
Greatly reduces the need for paper.
Digitised forms are easily saved and shared.



■ **LIFEBOOK® P727**
Advanced Convertible
Tablet PC Slimbook



■ **LIFEBOOK U7 SERIES**
Advanced Hybrid
Tablet PC



■ **LIFEBOOK® A557**
Tablet PC





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