



# Cisco Connected Learning



Address the New Global Economy by Investing in the  
Human Network with Cisco

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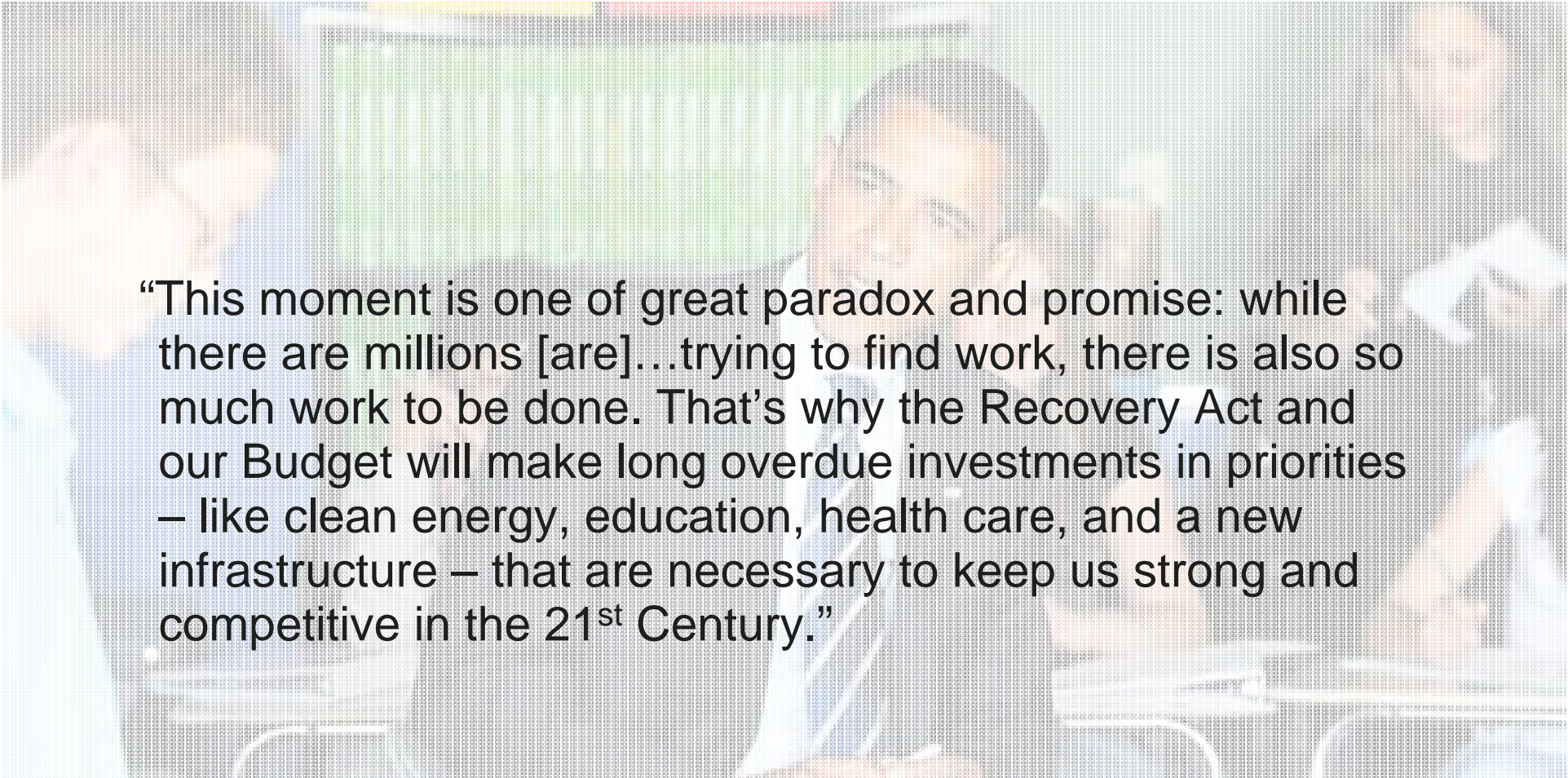
# Agenda



- ▶ Overview
- ▶ Save
- ▶ Invest
- ▶ Network as a Platform
- ▶ Historic Opportunity
- ▶ Why Cisco
- ▶ Navigation Guide

# Overview: A New Era of Responsibility

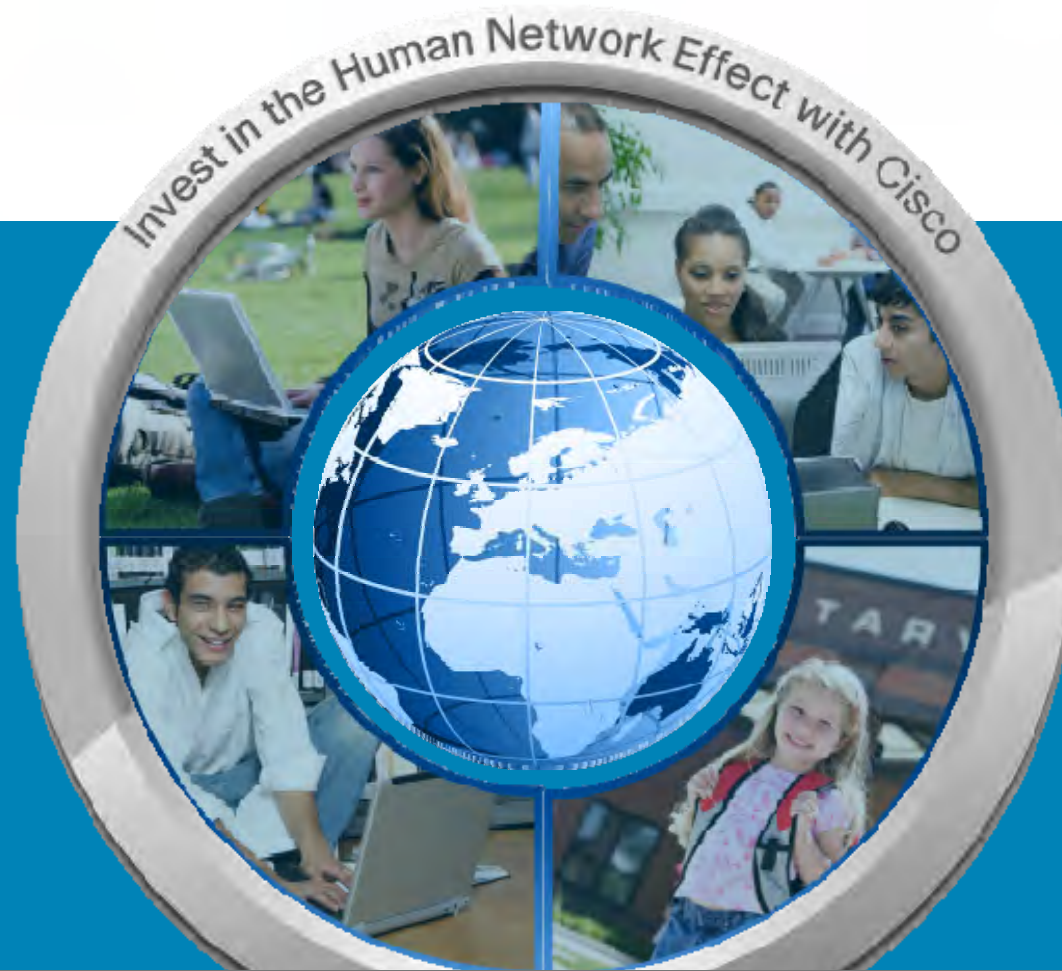




“This moment is one of great paradox and promise: while there are millions [are]...trying to find work, there is also so much work to be done. That’s why the Recovery Act and our Budget will make long overdue investments in priorities – like clean energy, education, health care, and a new infrastructure – that are necessary to keep us strong and competitive in the 21<sup>st</sup> Century.”

U.S. President Barack Obama, February 26, 2009

# The Economy Is the Headline... ...Education Is the Solution



Cisco helps you to address the realities of the New Global Economy by creating “Connected Learning” environments that enable you to effectively increase access to education and prepare the next generation workforce.

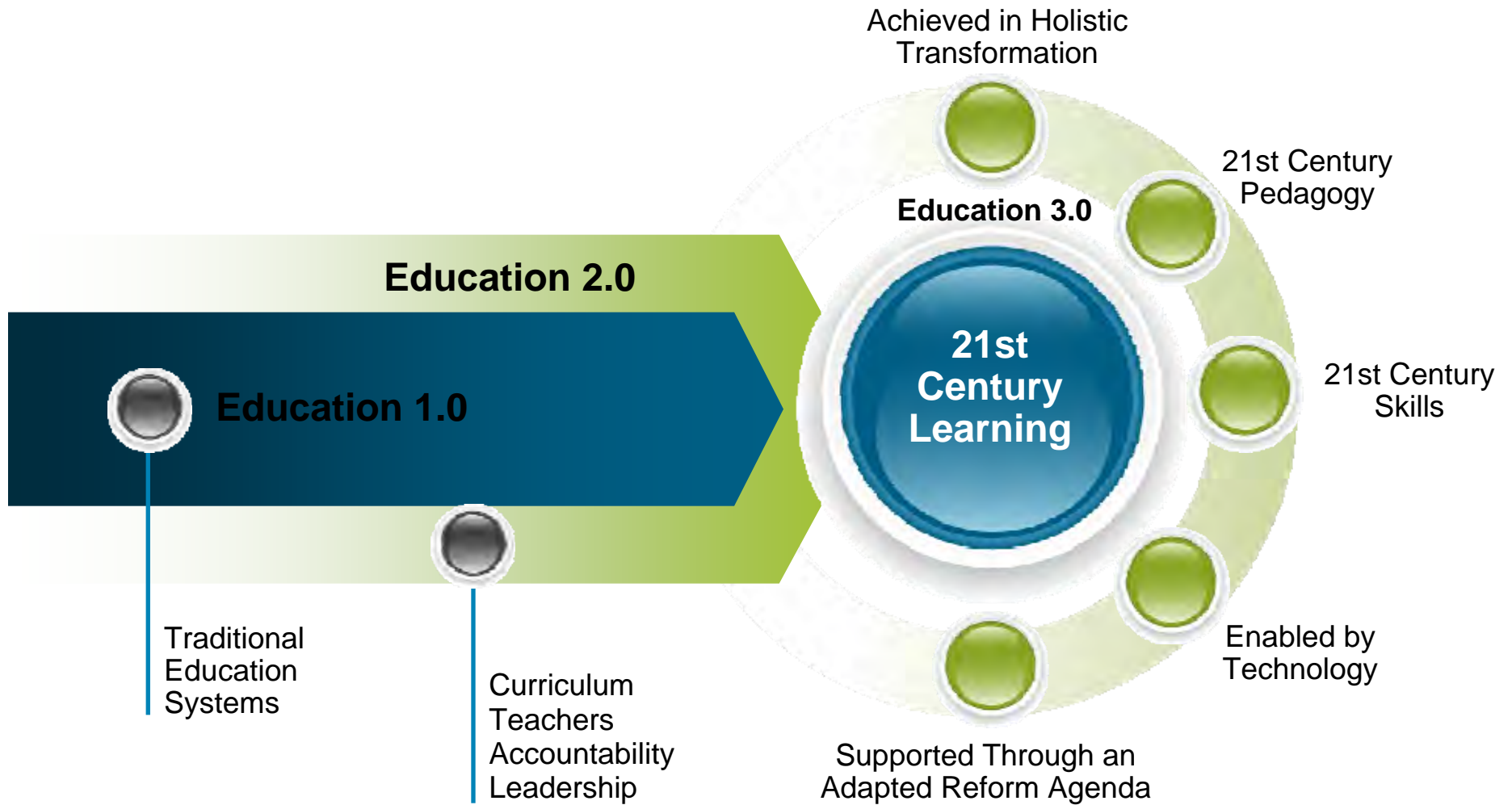
# Inspiring New Connections— Connected Learning

Students are changing, and we are becoming one global economy. The education we deliver, therefore, must necessarily change.

- ▶ Education must **adapt** to provide students with the skills required to **compete** effectively in the 21st century.
- ▶ Cisco, a change agent in education, helps educational institutions to build the right infrastructure and **implement technologies** that help create 21st century learning environments to meet the needs of the **next generation** of learners.



# Education 3.0—A Paradigm Shift



# The Approach



# Navigating Through Troubled Waters

<b>Save</b>	<b>Invest</b>	<b>By Using the Network as a Platform</b>	<b>Maximize Funding</b>	<b>With Cisco</b>
<p>Increase savings by converging multiple networks onto one IP network</p>	<p>Invest in solutions that will make a difference in the long run</p>	<p>Ensure that you have the infrastructure and network architectures to support advanced technologies</p>	<p>Take advantage of public and private funding streams</p>	<p>Select Cisco for our understanding of, and commitment to, education</p>
				

# 1. Save (Stop Burning Dollars)

*Converge, Consolidate, Conserve*



- Converge multiple networks onto one unified robust IP network and converge applications and desktop devices
- Consolidate all servers in your network
- Virtualize all server resources and control applications and desktops from one centralized point of management
- Improve energy efficiency and IT and facility resource management



# Three Ways to Maximize Savings

## Converge



## Consolidate



## Conserve



# Converge

Converge multiple, disparate systems onto one IP network

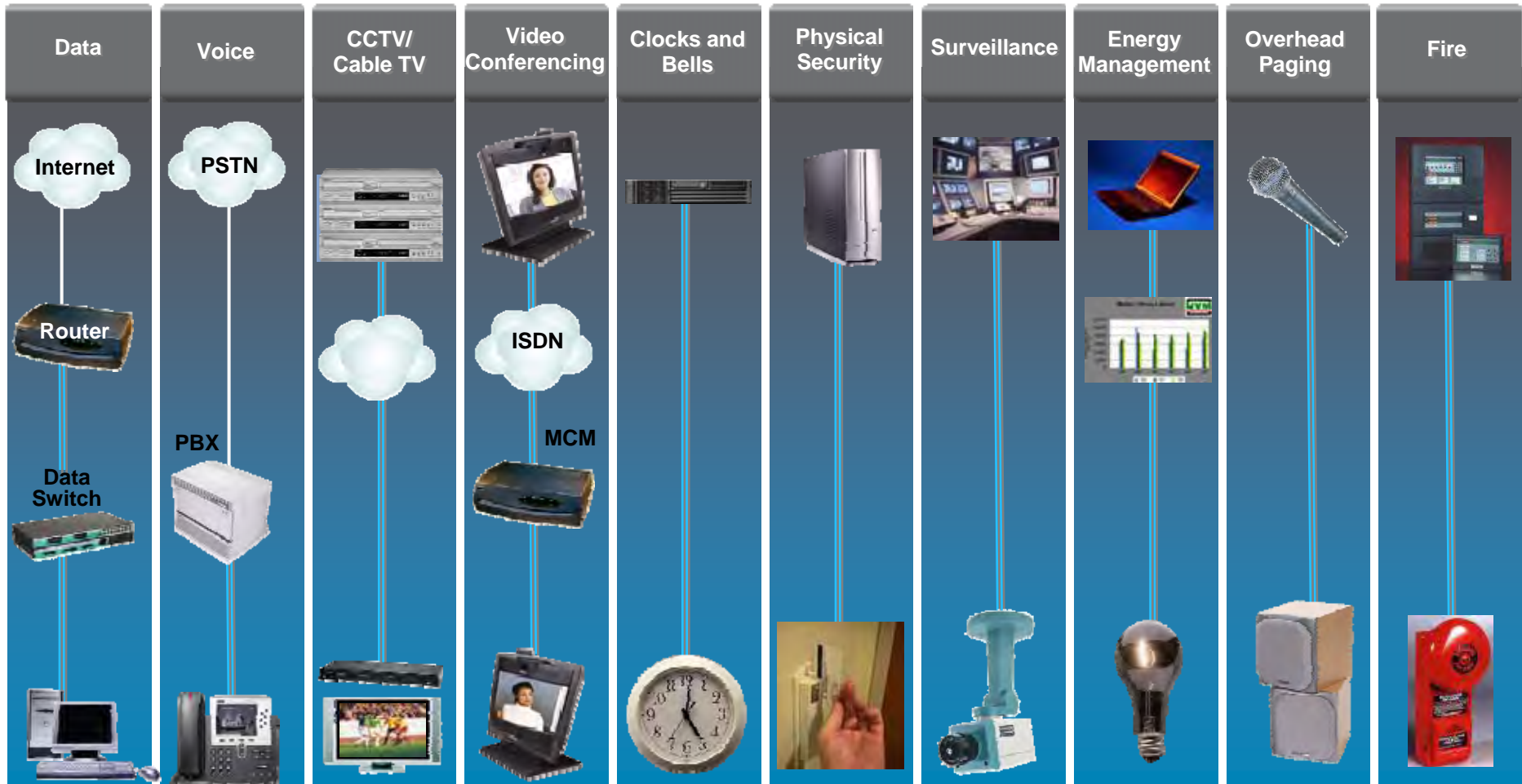
Manage voice, video, data, safety and security, and building systems from one secure IP infrastructure

Centrally operate all applications and devices over IP network

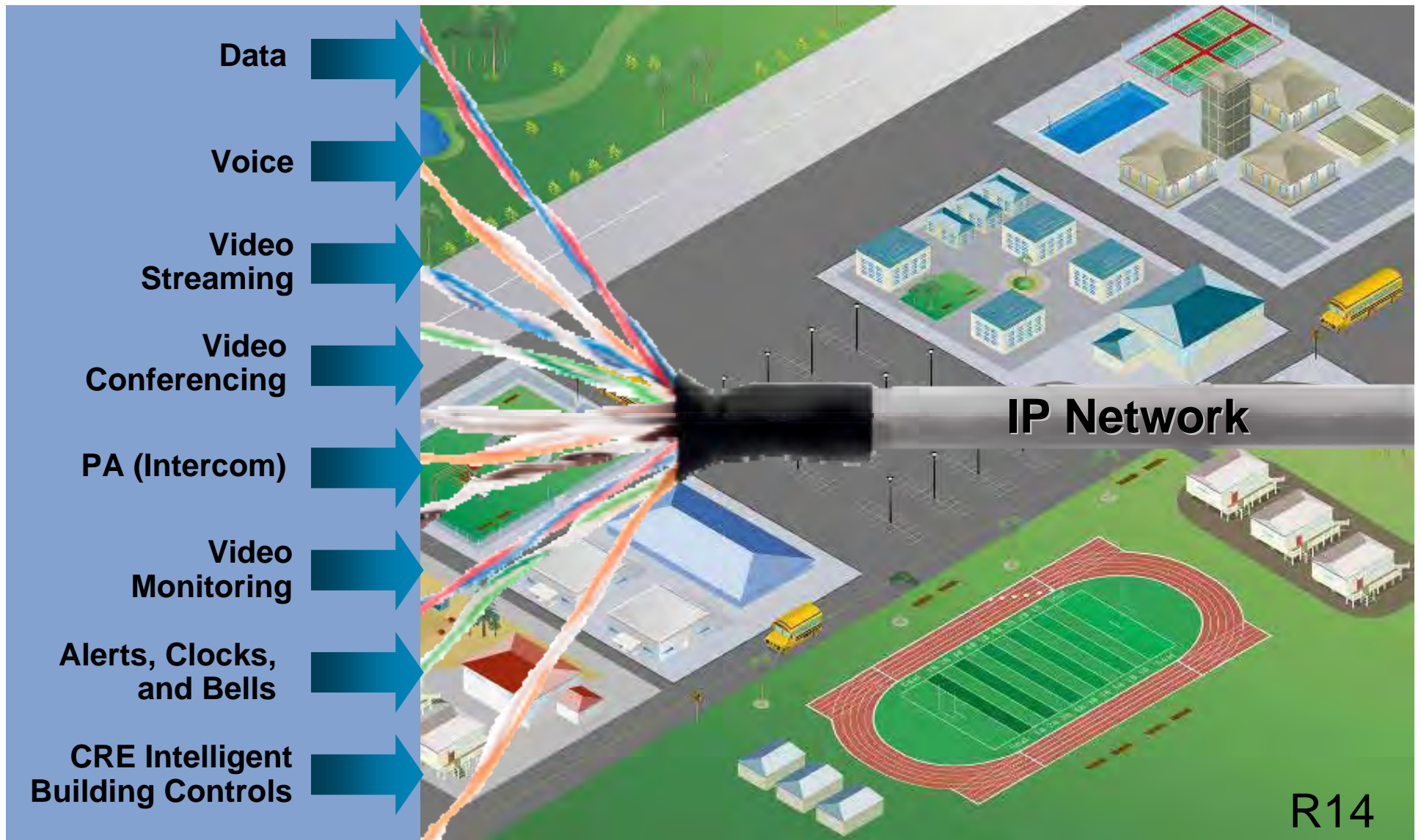
## Converge



# Traditional Deployment Models and Costs



# The Power of Convergence



# Savings



## Greenville County Schools

- Greenville County Schools, SC realized annual cost savings of \$400K from use of IP telephony



## Mobile County Schools

- Mobile County Schools reduced time to distribute in-service videos from two hours to 20 minutes



## Minnesota State Colleges and Universities

- Minnesota State Colleges and Universities reduced technical support call resolution times by 30% and travel costs by 80%



# Consolidate

Consolidate server resources and virtualize servers, applications, and desktops across seamlessly integrated IP network

Centralize services for better and easier management of desktops and applications

Extend the reach and effectiveness of limited IT resources – centrally manage 3,000 thin clients vs. 3,000 PCs

## Consolidate



# Savings

## Ave Maria

- Saved approximately \$1.5 million by avoiding unnecessary and redundant cabling included in the original campus design
- “We were able to reach out to one partner, consolidate all of the project management, mobilization and overhead costs into one platform,” states Mehaffey
- Compared to traditional designs, university projects savings of \$350,000 annually in staffing costs and \$600,000 annually from reduced utility costs



## State of Missouri

- Combined savings of more than \$35 million a year
- Expected ROI of one year
- Significant reduction in emissions that cause climate change and acid rain: more than 205 million pounds of carbon dioxide, 307,000 pounds of nitrogen oxides, and 583,000 pounds of sulfur oxides



# Conserve

Enable network to help manage building controls and reduce energy costs

Conserve and extend IT resources with central management of network and applications

Use network to reduce administrative costs

Common network platform promotes standardization

Extend life of existing equipment

Reduce time of deployment of applications

## Conserve



# Savings

## San Ramon Valley USD

- Saved 50% of cost of total traditional PA system—especially in areas of conduit, cabling, and installation
- Recognized a huge decrease in service calls coming from schools



## Giddings ISD

- Savings on power consumption and better control of energy use through centralized management of HVAC systems and lighting controls



*Hear Giddings ISD at the CEO Spotlight Session,  
Tuesday 6/30 11 am, Room 206.*

## 2. Invest

### *Connected Learning Solutions Improve Efficiency, Enhance Safety and Security, and Deliver Next Generation Learning*



- Invest in solutions that create Connected Learning environments
- Improve energy, administrative, and operational efficiency
- Enhance safety and security
- Create next generation learning environments that expand access to education and prepare the students for the 21<sup>st</sup> century

-Broward County Hospital Homebound Program delivered more than 2 million minutes of instruction to 3,624 class sessions to homebound students

- UC Irvine Extension expanded revenue streams by extending reach of continuing education courses to out-of-state students



# Cisco Education Solution Portfolios Address Key Customer Imperatives

## Administrative Efficiency

- Unified Communications
- Notifi-ED
- Mobility and Wireless
- Digital Media System
- Connected Real Estate
- Data Center
- TelePresence



## Safety and Security

- Network and Information Security
- Unified Communications
- Notifi-ED
- Physical Security
- Mobility and Wireless
- Digital Media System
- Connected Real Estate



## Next Generation Learning

- Unified Communications
- Notifi-ED
- Mobility and Wireless
- Digital Media System
- Connected Real Estate
- Virtual Classroom
- TelePresence



# Horizon Charter School

*Invested for Better Efficiency and Improved Safety and Security*

## Challenge

- Reduce communication costs
- Replace aging infrastructure and improve application performance
- Implement security measures

## Solution

- Replaced phone system with IP telephony
- Installed new wireless network
- Replaced all legacy IP network switches

## Benefits

- Eliminated separate telephone network and service costs
- Improved network security and emergency notification capabilities



“The Cisco Unified Communications solution was more cost-effective than our previous telephone system,” says Monson. “We no longer have to bear the cost of a Private Branch Exchange, its maintenance, or a separate phone system, and we gain far more control.”

*-Larry Monson, IT Director*

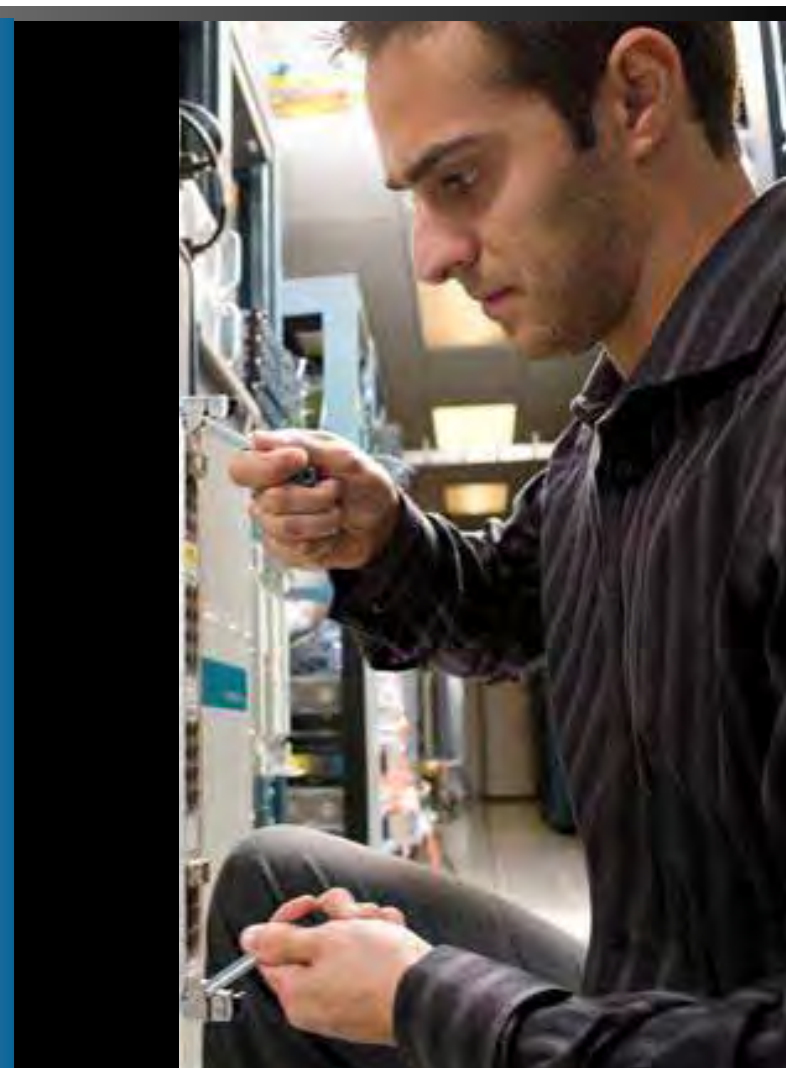


# 3. By Using the Network as a Platform

*With Cisco Architectures for Education*



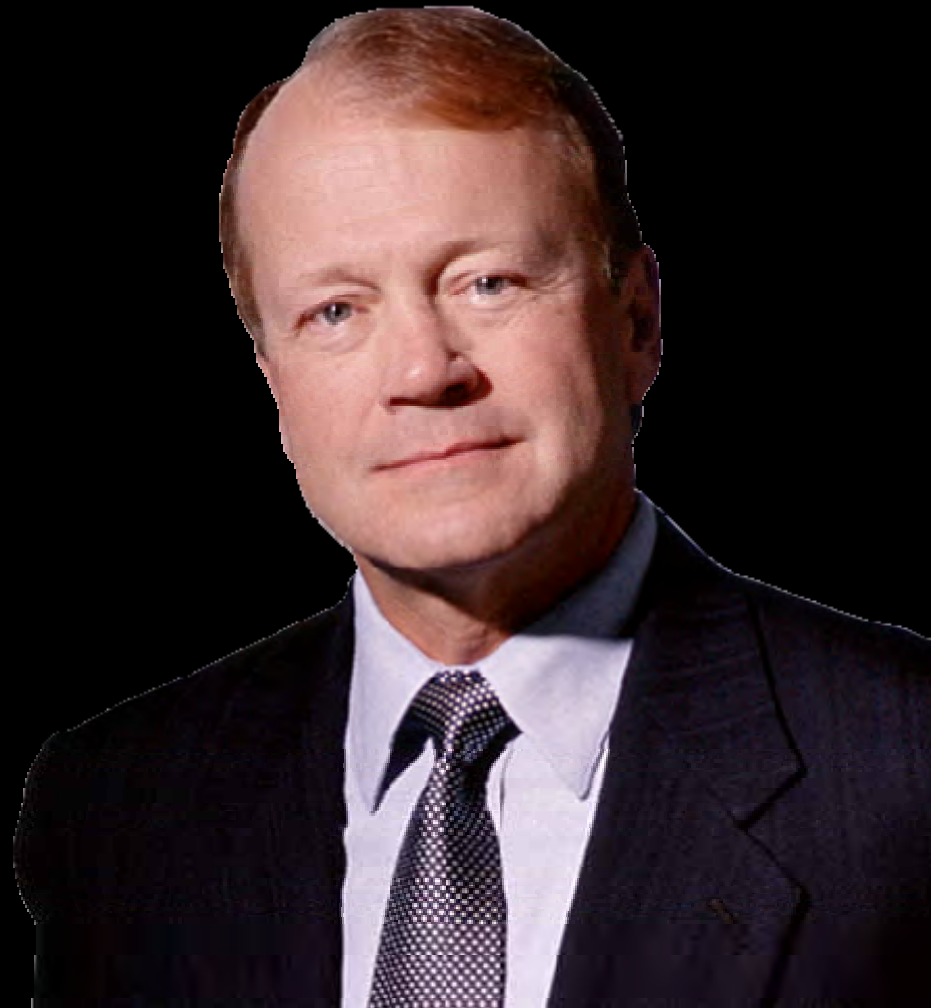
- Implement the right infrastructure to prepare you for the future
- Reduce the guesswork in selecting the right technologies
- Cisco Validated Designs (CVD) simplify and speed technology deployment



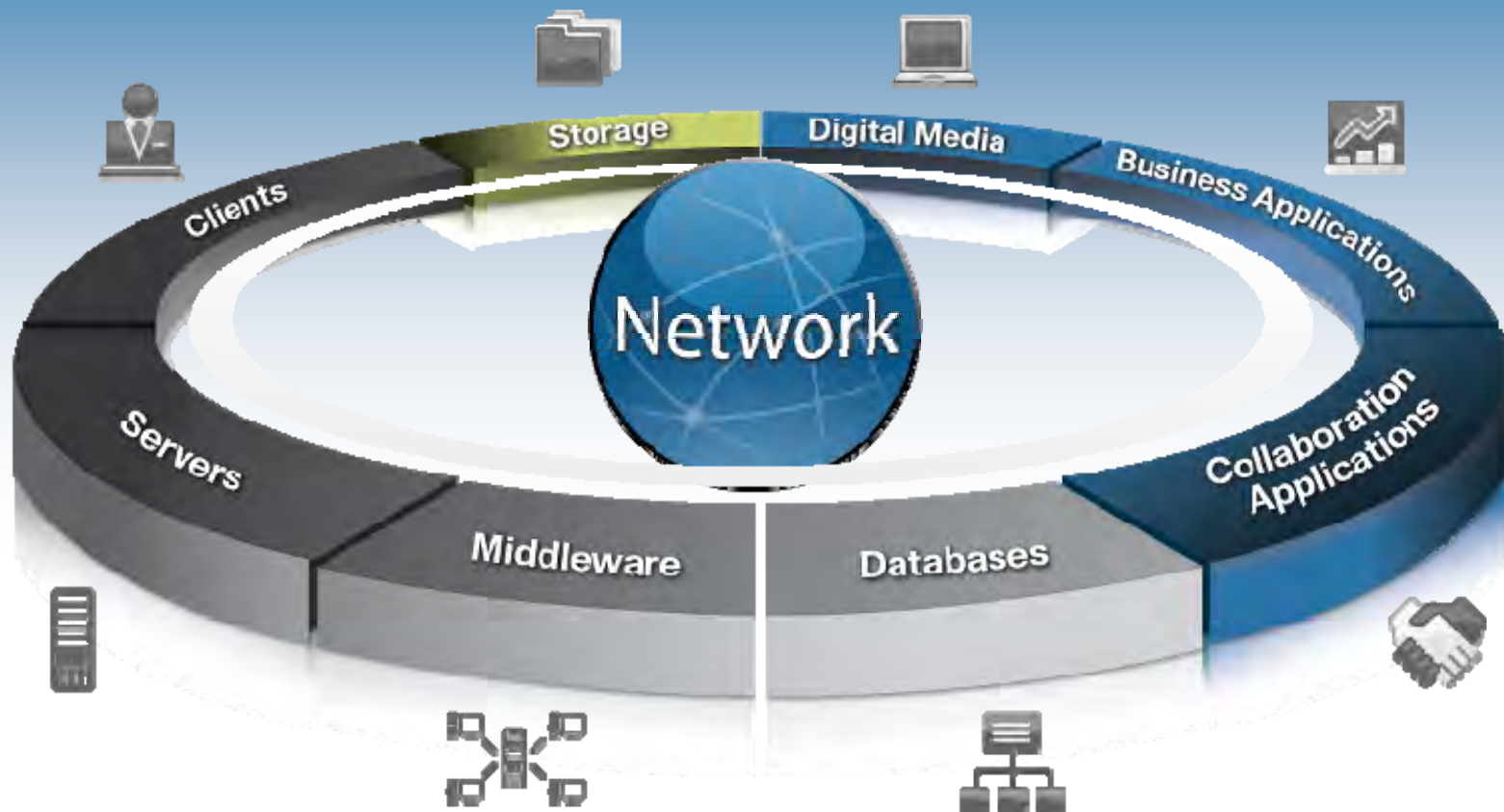
# The Network as a Platform...

“Through multiple transitions in the last decade and over the next 3–5 years, the network will evolve from the plumbing of the Internet—providing connectivity—to the platform that enables people to experience life.”

**John Chambers,  
Chairman and CEO, Cisco Systems**

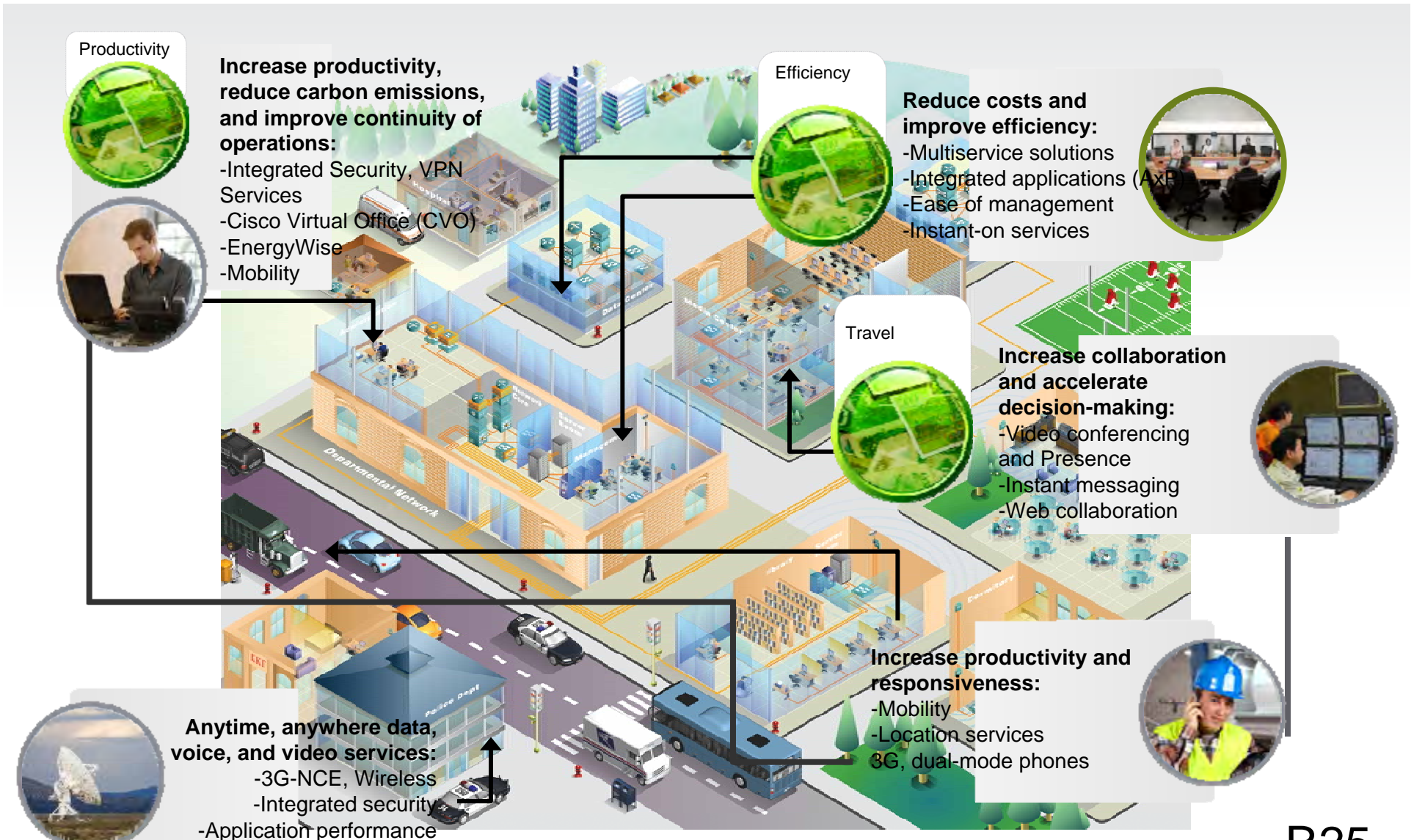


# The Network Enables Connected Learning Environments



# Cisco Service Ready Architecture Delivers

## The Blueprint for Implementing Connected Learning Environments



# New York City Schools Connect

Used the **Network as a Platform** to Deliver Connected Learning

## Challenge

- Connect 1400 schools to the Internet
- Enhance learning and teaching
- Deploy systemwide mobile computing environment

## Solution

- Cisco® Unified Wireless Network
- Deployed Internet connectivity
- Implemented video conferencing

## Benefits

- Improved student and faculty collaboration and research
- Improved communication between teachers and parents



“Technology is an excellent opportunity for the children to see a broader perspective of life and get a larger sense of what is possible in the world.

Project Connect allows many of our students to see what is possible for their lives for the first time. That is exciting.”

—Ann Leiter, principal, P.S. 56, District 27, Queens, New York



Hear NYC iSchool at the  
Technology Leadership Panel  
Tuesday 6/30 2pm, Room 102B.

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# 4. Leveraging Historic Funding

*Economic Stimulus Packages, Bonds, Grants, and Cisco Offers for Education*



- Historic time to invest in Education
  - Economic stimulus
  - Cisco offers for Education
  - Cisco Capital®
  - Cisco partnership with Grants Office
  - E-rate



# Cisco Special Offers for Education

<p><b>Digital Media System Starter Pack</b></p>	<p>Digital signage reduces clutter, avoids out-of-date communications, and displays up-to-the-minute emergency alerts.</p> <p>10-screen starter pack features lower pricing on flat panel displays, making it easier to get started with digital signage, then expand as needed.</p>
<p><b>Notifi-ED</b></p>	<p>Combines SchoolMessenger's automated parental notification system, and Singlewire's InformaCast application for integrated paging, bells, alarms, and text messages, to deliver a total communication solution.</p>
<p><b>Cisco Wireless Access Points 10-unit Eco-Pack</b></p>	<p>The 1140 Series is an 802.11n access point designed for ease of deployment and energy efficiency. The 10-unit Eco-Pack reduces packaging by 50 percent to shorten the time required for staging and deployment.</p>
<p><b>Catalyst 4500 E-Series Switches Specially Priced Bundles</b></p>	<p>2 bundles, one for 48 ports, one for 96 ports,. Includes special SmartNet support pricing and Limited Lifetime Warranty.</p>
<p><b>Cisco Capital</b></p>	<p>3 months free from payments and interest</p> <p>Good with all Cisco hardware, software, and bundled services</p>

# 5. With Cisco

## *Deep Understanding of and Commitment to Education*



- Cisco's focus in Education:
  - Helping schools to transform with Education 3.0
  - Preparing the workforce of the future with: Networking Academy
  - Educational transformation: Global Education/21 S, DOT, and partnership with other key education associations



# Cisco Networking Academy:

## 21st Century Model Prepares Students to Be Career- and College-Ready

- ▶ Unique public/private partnership educating more than 2.7 million students worldwide, in 165+ countries
- ▶ Provides pathways to success for college and work-bound students
- ▶ Empowers academic institutions to provide interactive, web-delivered learning with continuous student access, no-cost curriculum, hands-on labs (discounted equipment), and online assessments
- ▶ Delivers in-demand IT and networking skills while meeting national academic educational standards

### 21st Century Teaching



### 21st Century Learning



### 21st Century Careers



# Cisco's Commitment to Education

## Internet and Education: The Two Great Equalizers

### IBSG Education

- Thought leadership
- Strategy
- Innovation
- Models



### Global Education

- Education Transformation
- Reform Agenda
- Education 3.0



### 21S Program

- Cisco Fellows
- Jordan Initiative
- MI/LA Initiative



### Cisco Networking Academy

- IT and networking skills
- Career and college-ready students
- 9000 academies globally



# Jefferson Parish School District, LA

Partnered *with Cisco*

## Challenge

- Rebuild after Hurricane Katrina
- Rethink old patterns
- Prepare students for the global economy
- Ensure sustainability and scalability

## Solution

- 21st century vision of teaching and learning
- Student-centered curriculum
- Leadership, professional development, partnerships
- Systemwide technology backbone

## Benefits

- 5% year-over-year test score improvement
- Rise in graduation rates, AP enrollment, attendance
- Engaged students, enthusiastic teachers



“One of the biggest accomplishments is we all understand and embrace where we’re going. Every message, every meeting I have, I’m talking curriculum and I’m talking technology because those are the two most important functions in the school system.”

—Dr. Diane Roussel, Superintendent



Hear Jefferson Parrish at the  
Technology Leadership Panel  
Tuesday 6/30 2pm, Room 102B.

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# Connected Learning Navigation Guide



# Connected Learning Navigation Guide

## Connected Learning Navigation Guide

### Get Connected

At Cisco, we work with you to help you immediately save money on your current infrastructure - empowering you to use those savings to invest in technologies to meet your goals today and in the future.



Follow this simple, step-by-step guide to help you to address the realities of the new global economy. This guide provides a basic approach with supporting content to help you create next-generation learning environments that increase access to education and prepare the workforce of the future.

- ▶ Save
- ▶ Invest
- ▶ Network as a Platform
- ▶ Historic Economic Opportunity
- ▼ With Cisco



### Cisco's Commitment to Education

Cisco demonstrates its commitment to education through innovative programs such as Cisco Networking Academies, Global Education, and Transformation initiatives, research programs, and investments in education.

- Read Cisco's Global Education white paper, [Equipping Every Learner for the 21st Century](#)
- [Global Education Website](#)
- Join [www.GetIdeas.org](http://www.GetIdeas.org)
- Learn about the [Cisco Networking Academy Program](#)

[www.cisco.com/go/education](http://www.cisco.com/go/education)

