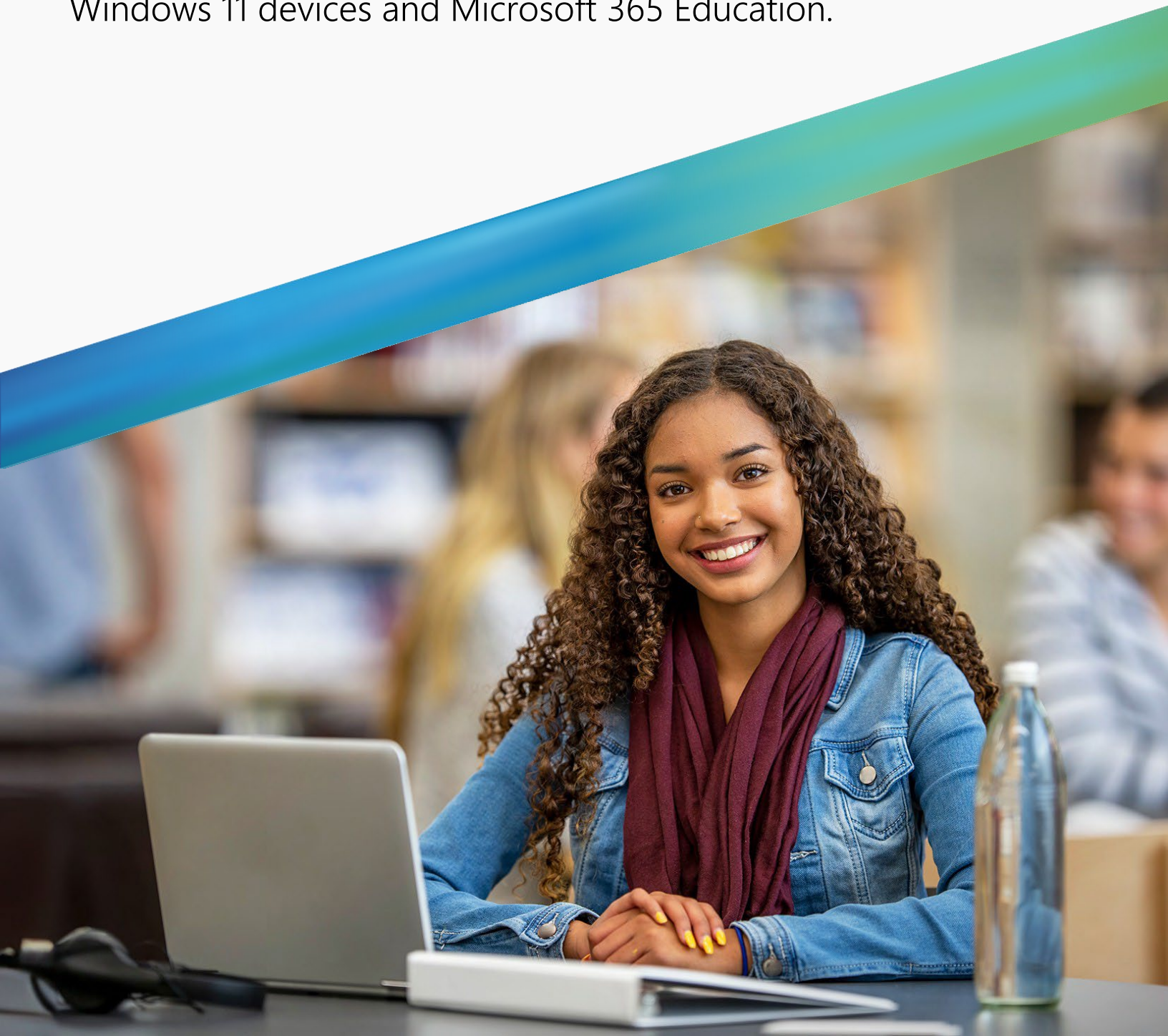


Partner
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Embrace a new era of learning

Accelerate success and help improve security with new Windows 11 devices and Microsoft 365 Education.



Classroom technology is changing

The pace of digital transformation in classrooms has accelerated. Educators and IT professionals now have a wide array of choices around digital learning tools. With the added choice, both proven and unproven solutions, along with emerging technologies are transforming education—again.

With new technology, including AI, come new challenges and new opportunities. Going forward, educators, administrators, and IT professionals will need to determine how to prepare, acquire, and train to manage increasing amounts of data, and to use AI to their advantage in meeting daily challenges. Those solutions must unlock the full potential of every learner, no matter where they are or what their capabilities may be.

Challenges in education

- Ensuring every learner can keep up and get ahead, from anywhere.
- Secure and protect students, educators, and schools.
- Find efficiency to make the most of strained budgets.
- Prepare students for the future.

78% of administrators believe AI will have a significant impact on teaching.¹

70% reduction in grading times experienced by teachers using AI technology.²

83% of ed-tech leaders will be expanding cybersecurity initiatives.³

73% of IT leaders reported that they were extremely or very interested in learning about sustaining K-12 innovation.⁴



Everyone is feeling the pressure

From administrators to IT professionals to educators, it takes multiple partners to deliver quality learning experiences. Today, they all face different challenges.

Educators

In the classroom, educators are using technology to help them engage students and accomplish more but the impact of new AI-powered tools is still uncertain. Almost half of educators are concerned that AI will make their jobs more difficult in the next three years.¹ However, early adopters have found AI to be promising. The hope is that with adequate training and support, AI can improve teaching and learning experiences for all.



Administrators and educational leaders

From facing shortages of funding and staff to shifting expectations from parents and caregivers, administrators understand the need for innovation. However, budgets and resources may not always increase, while the need to train and prepare staff for new technologies continually grows.



IT professionals supporting education

As technology adoption in schools increases, IT professionals are trying to keep up with more complexity and providing additional support to users. Now they must consider a new wave of changes, including adopting AI and managing increasing security threats. There are simply too many priorities and not enough time. IT professionals need the right tools and solutions that can help them adapt faster than the changing landscape.



Microsoft Education solutions can help answer the challenges schools are facing

A complete education solution encompasses key pillars—**accelerate learning, simplified, secure, and scalable IT, improve efficiency, and prepare every student for the future** all while containing the cost of ownership. This e-book highlights how Microsoft Education solutions⁵, with new devices powered by Windows 11 for Education and Microsoft 365 Education⁵, empowers educators, administrators, and IT professionals to accelerate learning and create new possibilities even as education budgets may change.

The value of a complete education platform

It may often feel like there's a missing roadmap or guide to help drive purchasing decisions. That's where total cost of ownership (TCO) should come into play. TCO is a summary of the expenses associated with a technology solution over time based on hard and soft costs.

Understanding TCO begins with clarifying the hard costs and soft costs associated with devices and solutions. Hard costs are the initial investment made to purchase devices and education solutions. These costs are often expected and known—there's not a lot of guesswork involved to uncover the hard costs of education solutions.

Soft costs are the sometimes surprising, indirect costs associated with deploying, training, running, and managing the technology ecosystem—and disparate solutions—through its entire lifecycle. Soft costs are critical to understand, but they're not always measured or discussed. Understanding soft costs up front can help decision makers choose the right technology solution.

Microsoft offers a complete solution to help accelerate learning, improve efficiency, increase security, and prepare students for the future—while managing costs. A recent study found Microsoft solutions are no more expensive than other platforms and have a lower⁶ TCO over time. For schools and school districts with tight budgets, it's important to weigh costs against the value of the features and outcomes an education platform delivers.



#1

Budget constraints and lack of resources were ranked the number-one challenge in 2013, and still rank number one in 2023.⁴

A trusted platform for education

Considering the hard and soft costs is important to choosing the right education solution, however it's only part of the story. Designed for the next phase of digital learning, Microsoft Education solutions⁵ combine devices built for learning powered by Windows 11 for Education, Learning Accelerators built into Microsoft 365 Education⁵ with simplified and secure device management. Microsoft Education solutions⁵ help students get ahead, streamline device management, improve efficiency inside and outside the classroom can help contain the cost of ownership.

Accelerate learning

Help every student keep up and get ahead with new Windows devices and a new category of AI-powered tools called Learning Accelerators in Microsoft 365 Education⁵ to facilitate learning through experiences, feedback, and analytics. Students can use these tools to start practicing what they've learned right away to help them get ahead while educators can save time by creating, reviewing, and analyzing assignments as they're completed.

Built-in Assistive tools

Windows 11 for Education makes it easier for students to choose the classroom tools that work best for them with built-in assistive technology such as, Live Captions, Voice Typing, Focus Sessions, Magnifier, Color Filters, Screen Narrator, and much more.

Reading Progress and Reading Coach

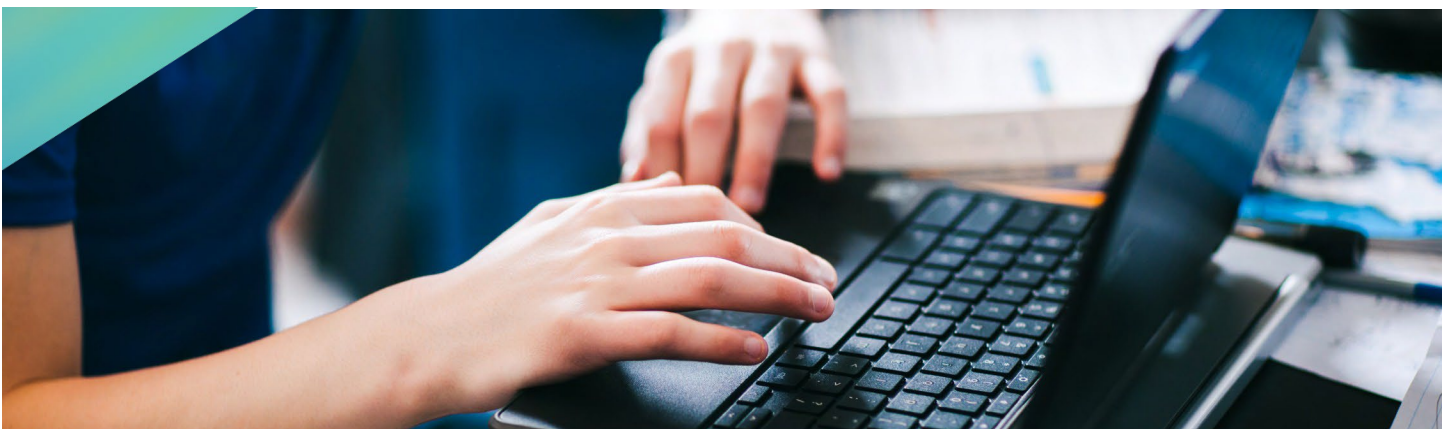
With Reading Coach, students can practice and develop reading fluency through individualized instruction. Reading Progress gives educators actionable insights, tracks students' reading skills, and focuses on areas for improvement.

Education Insights

Education Insights in Learning Accelerators gives school and district staff actionable data to help make informed decisions and support each students' unique needs.

Advance learning

Windows 11 for Education offers devices with all-day battery life⁷ built for wherever learning happens.



Simplified, secure, and scalable IT

IT professionals are faced with multiple priorities to maintain security, manage devices anywhere, and administer a growing number of apps and software tools. They need better ways to handle the risks and find ways to reduce the time to deploy and maintain devices.

Windows Security

The advanced security requirements for Windows 11 devices support schools' growing reliance on technology, with a foundation that is even more resilient to attacks.

- **Hardware** includes root-of-trust and silicon-assisted security (secured kernel), for powerful security from the start.
- **Operating system** shields against unauthorized access to critical data with encryption and data protection, network security, virus and threat protection, and system security features.
- **Applications** deliver robust security and prevents access to unverified code.
- **Identity and privacy** safeguards users with secured identity, passwordless security, and privacy measures.
- **Cloud services** extend security to devices, data, applications, and identities wherever access occurs.



Microsoft 365 Education A5 Security Features

Microsoft cybersecurity solutions for schools are extensive, efficient, and customizable to the most demanding IT needs or federal requirements. The Microsoft 365 Education A5 plan includes unified tools that prevent and detect threats, safeguard data, and provide device management with security policy implementation. Get a Gartner-recognized security suite that can replace disparate vendors across Identity and Access management, Threat Detection and Response, Data Governance and Protection with budget-conscious savings that can be realized year after year.

Microsoft 365 Education A5 leads the industry with robust security, management, and compliance tools built to effectively support teaching and learning for students in all academic settings

- **Improved security and compliance posture:** Helps to reduce the number of significant breaches and the cost to remediate breaches.
- **Vendor consolidation:** Moving from multiple vendors to Microsoft reduces total license, subscription, and maintenance spend.
- **Efficiencies in detection and remediation:** Reduces difficulty with hiring, training, and/or retaining IT security professionals.
- **Improved security features:** Save employees time by reducing downtime caused by breaches.

Enhancing school security and decreasing costs with Microsoft 365 Education A5

Learn more about the potential security-related return on investment in this Forrester Consulting Total Economic Impact™ (TEI) study on [K-12 school systems](#).

Microsoft Defender Antivirus

Get built-in threat protection that helps detect and block malware. Microsoft Defender Antivirus is a next-generation protection solution included with Windows 11 for Education.

Unified endpoint management

Educational technology is easier to deploy and update with a range of tools that IT and administrators can control from one cloud-based system including Windows Autopilot and Intune for Education⁵. Cut costs and complexity and gain visibility into the health, and security status of your cloud and on-premises endpoints.

Defend at machine speed

Even before start-up, Windows 11 for Education is on guard. Cutting-edge hardware and innovative software work in tandem, providing real-time threat detection and protection to strengthen your security posture.

Microsoft Defender SmartScreen

Help defend students from unsafe websites, applications, or downloads. Microsoft Defender SmartScreen warns of malicious sites and content that could harm your computer.

Microsoft Entra ID (formerly Azure Active Directory)⁵

Enable single sign-on to minimize disruption, help protect access and identities, control data, and lock down unsafe apps. Microsoft Entra ID allows IT to manage identities for teachers and students, assign licenses to devices and users, and create groups for classrooms.

5 hrs

of privacy and security-related work avoided by IT each week using Microsoft Education solutions.⁸



Microsoft Security is a Leader in four Gartner® Magic Quadrant™ reports and nine Forrester Wave™ reports, and excelled in the MITRE Engenuity® ATT&CK® Evaluation^{2,9}

Improve efficiency

Technology budgets need to stretch further than ever. The right platform for education can help drive efficiency, reduce costs with devices that offer lower total cost of ownership (TCO), and direct resources where they are needed most. Microsoft Education solutions⁵ with Windows 11 for Education and Microsoft 365 Education⁵ prioritizes inclusive experiences and addresses the challenges of large-scale deployments, offering greater value to education systems.

Intune for Education⁵

Simplify deployment and security for all types of devices with a single device management solution. Deploy apps to students and educators without touching their devices. Apps follow users to any device, every time they log in, and classrooms can be set up in under an hour.

AI-powered tools

Education Insights uses AI technology to analyze data across a variety of solutions, including Learning Accelerators for a holistic view of progress and actionable data at the individual, class, grade, school, and organization level. With Microsoft Copilot¹⁰ educators can leverage functionality in Edge and Copilot to generate lesson plans and gain new ideas for the classroom.

Continuity built-in

High availability for Microsoft applications, disaster recovery for networks and operating systems, means that IT professionals, administrators, educators, and students can have confidence that learning environments are robust and available when needed.

Save time with Windows 11 for Education:

- Three-year 90% ROI and payback in less than six months.⁸
- Teacher productivity increases by one hour each week.⁸
- Administrators recover over an hour of time each week.⁸
- IT team saves two and a half hours weekly on repairs, maintenance, and help desk tickets.⁸
- In a recent Microsoft survey, nearly half of all schools reported a decrease in deployment costs.⁶



Shape the Future Program¹¹

A Microsoft program offering K-12 education institutions the lowest pricing on Windows 11 Pro Education licenses when purchased with new Windows 11 devices.

Prepare every student for the future

Educators and administrators understand their role in preparing students for future success includes providing learning experiences that will be relevant once they leave the school system. Windows devices, and Microsoft's commitment to privacy ensure all learners can safely develop skills for the digital economy to jump-start career success.

Accessible devices

Access a wide range of new Windows 11 for Education devices with built-in productivity and inclusivity features, such as Immersive Reader and Focus, to meet the needs of every learner.

Speaker Coach and Speaker Progress

Speaker Coach provides students with real-time, individualized feedback on their public speaking skills. With analytics from Speaker Coach, Speaker Progress gives educators data on students' public speaking performances and tracks improvement.

Search Coach and Search Progress

Search Coach helps students learn how to form effective search queries, find trusted sites, and think critically about their results in an ad-free environment. With Search Progress, educators can track the development of information literacy skills by creating a window into students' search activity and behaviors while identifying ways to improve the quality of their search queries.

Help develop future-ready skills

Gain experience with the tools that students will use in the future as Fortune 500 companies and businesses around the world use Microsoft.



Ensuring students' privacy

Microsoft is committed to protecting students' privacy and does not share or sell student data with third parties.



Learn more on microsoft.com.

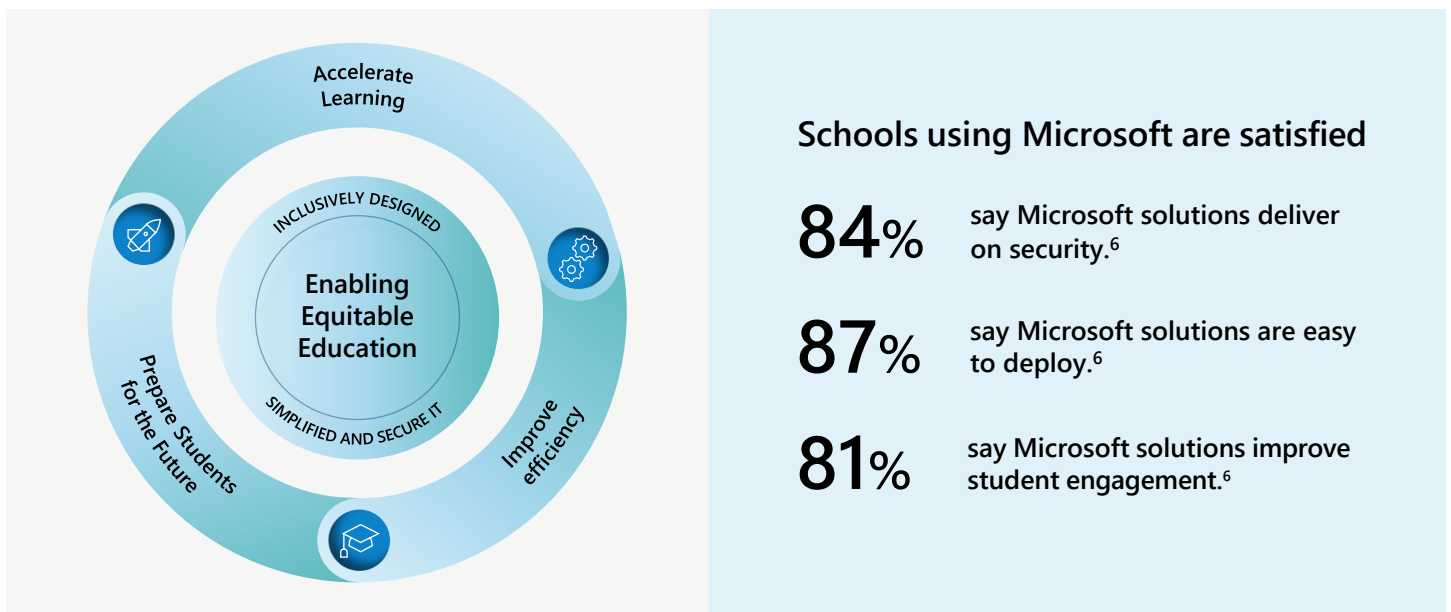
Reimagining education together

It's time to embrace a new phase of learning. The next challenge involves leveraging new AI-powered tools and constantly changing technology to further support secure, cost-effective education solutions.

New devices powered by Windows 11 for Education, Learning Accelerators in Microsoft 365 Education⁵, and modern device management help students to build foundational skills, educators to improve learning outcomes, and IT professionals to improve efficiency and streamline security with lower total cost of ownership. Microsoft Education solutions⁵ provide one secure and trusted platform built for education to accelerate learning and create new possibilities.

Microsoft Education solutions

Microsoft Education solutions⁵ provide an ecosystem of future-ready devices and Learning Accelerators built into familiar Microsoft 365 Education⁵ applications in a secure and trusted environment. By prioritizing experiences and using analytics, the solutions drive efficiency and promotes success for students, educators, administrators, and IT professionals.



Discover more ways Microsoft and [Partner] are reimagining modern classrooms. Visit [partner landing page URL] or contact us to book a consultation with an Education expert.

Partner CTA

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Sources

¹Clever, [Half of Teachers Surveyed Believe AI Will Make Their Jobs More Challenging](#), 2023.

²Datamation, [How AI is Being Used in Education](#), 2023.

³EducationWeek, [5 Big Technology Challenges Teachers and Administrators Will Face This School Year](#), 2022.

⁴CoSN, [CoSN 2023 State of EdTech Leadership](#), 2023.

⁵May be sold separately.

⁶[The Total Cost of Ownership™ of Microsoft Solutions For K-12 Education](#), a commissioned study conducted by Concentrix, July 2023. Results are for a composite organization based on interviewed school districts and quantitative study data.

⁷Battery life varies significantly with device, settings, usage and other factors.

⁸Forrester, [The Total Economic Impact™ Of Microsoft Windows Devices For K-12 Education](#), 2023.

⁹Microsoft, [Microsoft is a recognized leader in cybersecurity](#), 2023.

¹⁰Copilot availability and rollout timing varies by market. Microsoft Copilot (formerly Bing Chat Enterprise) available at no additional cost with Microsoft 365 E3, E5, Business Standard, Business Premium, and A3 or A5 for faculty licenses. Coming to F3 licenses, and more Entra ID users, over time.

¹¹Shape the Future program tiers/SKUs, requirements, and eligible devices may vary by country.

See full program terms and conditions [here](#).

