

# Simplifying Remote Learning for Schools

Secure, manageable and cost-effective remote learning solutions from Dell Technologies and Microsoft.



# Your school's Remote Learning journey **starts here**

In this Guide:

See how the American School of Milan set up their remote learning capability within 48 hours.



Building a safe, reliable and user-friendly remote learning capability can be transformational and rewarding for students, teachers and parents alike. But for the staff tasked with choosing a remote learning solution, selecting the right fit from an abundance of providers isn't easy.

Working together, Dell Technologies and Microsoft can simplify this decision and give you a proven, fully joined-up solution with everything you need to plan, implement, manage, secure, support and finance a successful remote learning solution. **And we are here to support you every step of the way.**



# Home-to-home teaching devices

Enabling teaching staff and students to work from home.

## Students learning from home

Designed and tested to withstand the rigours of all-day use, the Latitude 3000 Series laptops are ideal for classroom and home learning environments. With up to 15 hours of battery life, students can stay productive all day. We also offer a range of accessories to assist remote learning including monitors, headsets and cases.



Dell Pro Stereo Headset



Dell Pro Sleeve 13

## Staff teaching from home

With a wide range of proven devices we can meet the varied needs of different staff members.

For those who need flexibility, the Dell Latitude laptops and 2-in-1s are the world's most intelligent and secure commercial PCs - smaller, lighter and built to optimise end-user experiences with Express features and Safe security solutions.

For those teachers using more demanding applications - for example graphic design, film production and CAD - we have our high-performance Precision Mobile Workstations. They feature optimised processors and graphics and expandable storage options.

Having selected the appropriate device, we can then help you build-out the perfect home teaching solution with key accessories including monitors, headsets and docking solutions.



With Dell Technologies you can get complete lifecycle management covering everything from factory-loaded applications, home or school delivery, easy deployment and management to collection of devices at the end of their life, the compliant wiping of data and responsible recycling.

# School-to-home teaching devices

Enabling simultaneous classroom and remote learning.



In situations when some students are unable to get to school, we have solutions which help ensure successful teaching to those in the classroom as well as those at home. Alongside the remote access home devices seen on the previous page, for the classroom we can help you configure the appropriate solution including elements like video and audio conferencing, interactive whiteboards, projection and monitors as well as purpose-built Latitude 3000 Series devices for students and more powerful devices for teaching staff.

# Collaboration and learning tools from Microsoft

To assist schools with the transition to remote learning, Microsoft has created resources, training, and how-to guides to help teachers, students, and their families.



Schools that qualify for the 'Shape the Future' program can purchase devices with discounted Windows licenses. Ask your Dell Account Manager about it.



## Get started with free Microsoft Teams for remote learning

Microsoft Teams is a digital hub that brings class assemblies, lessons, content, assignments, and apps together in one place, letting teachers create vibrant learning environments allowing them to build collaborative classrooms, connect in professional learning communities, and connect with colleagues – all from a single experience.

Each lesson held on Microsoft Teams can support up to 250 students at a time, with audio, video, content sharing, whiteboards and shared notes. Lessons can be scheduled within the Teams client, so all teachers and students know about it.

Lessons held on Teams can be recorded and saved for students to review later. These recordings can also be transcribed as a record of what was covered during the lesson.

**Best of all, Microsoft Teams for remote learning is available for free to schools with Microsoft 365 Education.**



## Microsoft 365 for Education

Create collaborative classrooms, connect in professional learning communities, and communicate with school staff using the power of OneDrive, Teams, Skype, and more - all from a single experience in Office 365 Education.

## Dell Cloud Concierge Service for Office 365

With Dell Technologies you can effortlessly scale remote learning with Office 365. We provide onboarding, troubleshooting – and all the specialists you need to assure your staff and students are fully supported at home.



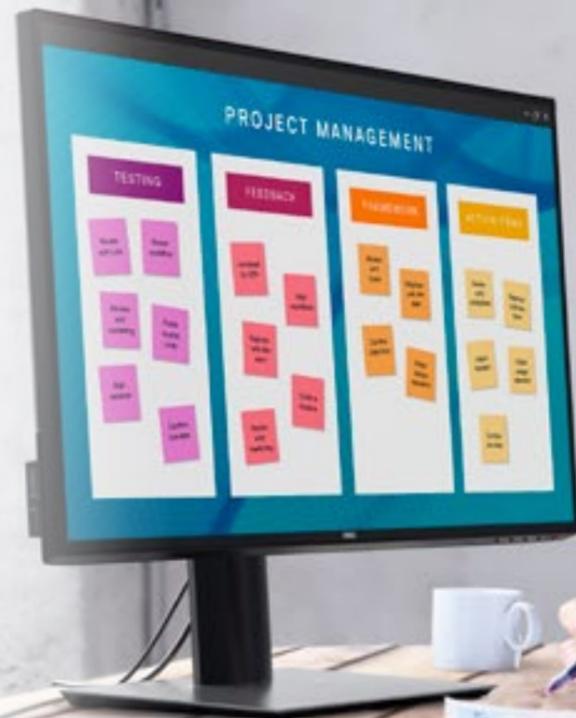
# Infrastructure, Security and Management

When people think about remote learning they tend to focus heavily on the end-points (the devices used by the teachers and students), but the success of the system as a whole is dependent upon the infrastructure, the security and the ease of management.

## Infrastructure

In addition to endpoint devices, Dell Technologies has a comprehensive portfolio of infrastructure solutions to support your remote learning capabilities, enabling your staff and students to get secure yet fast access to applications and desktops, anywhere, anytime. These include:

- **Virtual Desktop Infrastructure (VDI)** which streamlines IT resources and management and enables remote teaching from any location, on any device with predictable performance and consistent governance.
- **Networking** using VMware SD-WAN, giving your staff optimal, reliable, secure, and automated access to your school applications.
- **Dell Technologies Cloud** which delivers a consistent experience across multiple clouds and includes a broad range of flexible consumption solutions such as a pay as-you-grow plan.



## Security

Controlling and protecting access to your devices, school network and data becomes increasingly challenging with remote learning. To address this we:

- Provide **trusted access** for your remote users with VMware Workspace ONE which constantly monitors and validates the state of the device, user, network and applications.
- Ensure your school and student **data remains secure** with Dell SafeData which encrypts your data and - using VMware Carbon Black and Secureworks - provides comprehensive threat management to prevent, detect and respond to attacks.

## Management

To simplify the set-up and on-going management of your remote learning program, we recommend our **Unified Workspace** which is the industry's most comprehensive **solution<sup>2</sup>** to deploy devices and then secure, manage and support them from the cloud.

# Flexible payment solutions

Dell understands the need for quick access to technology to support a remote learning model. We also know budgets are tight. Our payment solutions are designed to enable you to engage in building your remote learning capability without delay.

## Defer Payments

You can defer payment by up to 90 days for our commercial remote learning laptops.

## 6-month terms

This enables you to take six, nine, or 12 month lease options on commercial laptops, desktops and workstations.

## PC as a Service (PCaaS)

As an alternative to owning the equipment, you can pay a fixed monthly fee covering the hardware, software, deployment and support. Using this type of convenient consumption model you can save up to 25%\*.

\*PC Lifecycle Services Estimator Tool developed by Forrester® Consulting for Dell & Intel.



# Advice and Support



## Technical Support 24/7

Dependable, fast technical support is a key factor to remote learning.

Dell ProSupport with SupportAssist technology provides proactive responses to critical issues. With engineers, 24x7 support and proactive alerts, ProSupport give you piece of mind delivering:

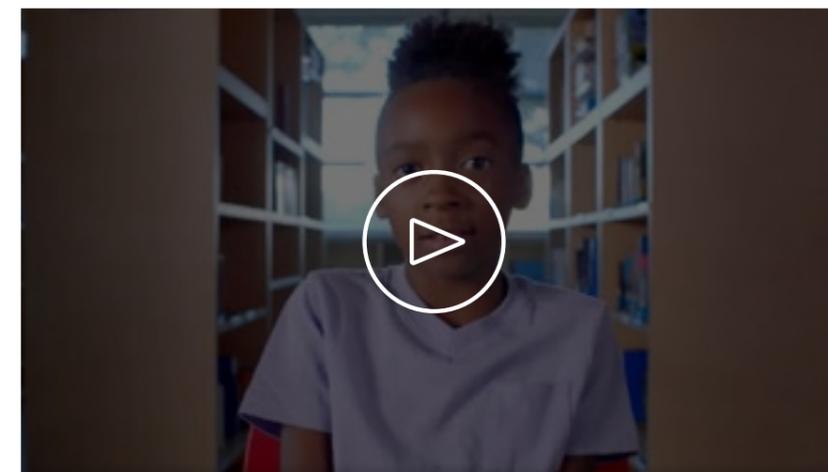
- Proactive automated detection and alerts on critical issues with Dell SupportAssist technology<sup>1</sup>
- 24x7 direct access to highly trained engineers
- Same or next business day onsite<sup>2</sup> repair after remote diagnosis
- Incident-based third-party software assistance<sup>3</sup>

# Dell Technologies and Microsoft - a commitment to education

Dell Technologies and Microsoft have a long-standing commitment to empowering education with technology. Dell Technologies has enabled over 300,000 classrooms and 14,000 colleges and universities worldwide and have been developing systems tailored towards education for over 8 device generations, while Microsoft has for decades been unlocking limitless learning for all students through state-of-the-art software.



[See Microsoft in Education](#)





Contact a Connection Account Manager for more information today!  
1.800.800.0019 ■ [www.connection.com/dell-ps](http://www.connection.com/dell-ps)