All for learning. Learning for all.

intel® | **FUJITSU**

Education

Powered by Intel®

Creating opportunities for everyone.

shaping tomorrow with you

Most of us remember a favourite teacher, class or school. It's because what we learned, or the way we learned it, was so compelling that it has stayed with us throughout our adult lives.

It's just one of the reasons we should celebrate education.

Education is all about those moments that inspire individual understanding, spark ideas or lead us in new directions. But it is also about bringing people together to acquire new knowledge. Some people have an innate capacity for learning; others need more help. Either way, Fujitsu believes that technology can play a key role in creating opportunities to learn that are available to all.

As **Ash Merchant**, Director of Education at Fujitsu, explains:

» I remember the first computer I ever used at school. It was basic by modern standards but it encouraged me to learn more. I wanted to know how it worked and what I could do with it. In fact, it inspired my choice of career.«

Powered by
Intel® Core™ processor.
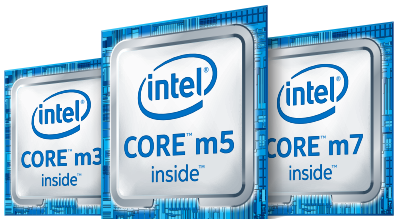
Today's digital technologies can do so much more than the computers Ash first used at school. They are ubiquitous in class, at home and at work. And just because we use them all the time, it doesn't mean they are any less important in inspiring learning.

Yet for many Secondary schools significant hurdles remain when it comes to balancing technology and expenditure. Rising expectations among students, parents and staff require quick decisions on the very best hardware and software. Curriculum targets and learning goals often dictate the demand for specific devices. Plus, the requirements of our digital age mean educators must put the right applications in the hands of students. But budget restrictions require wise long-term investments.

There is also the administrative challenge of combining technologies and teaching to make a positive contribution to student development. This includes catering for all learning abilities and introducing more personalised education pathways.

Technology can help schools achieve all of this. But only if the right infrastructure is in place to rapidly introduce new devices or applications while keeping down the costs of running the ICT estate.

This is where Fujitsu comes in. We work with students, teachers, administrators, IT managers and organisations as a whole to provide education technology to people of all abilities. By identifying the right mix of devices, infrastructure and applications, collectively we ensure **learning for all.**

Secondary schools

Intel®

Intel Fujitsu STYLISTIC, LIFEBOOK, PRIMERGY, ESPRIMO, ETERNUS and CELSIUS series feature up to powerful 6th generation Intel® Core™ processors for fast, reliable computing. Users can achieve higher performance, greater effectiveness and advanced computing capabilities. Some of the superior models feature Intel® vPro Technology allowing remote access to the laptop (including monitoring, maintenance, and management) independent of the state of the art operating system or power state of the laptop.

FUJITSU STYLISTIC | FUJITSU LIFEBOOK | FUJITSU PRIMERGY | FUJITSU ESPRIMO | FUJITSU ETERNUS | FUJITSU CELSIUS

SECONDARY SCHOOLS

Starting off on the right path

The current generation of secondary school pupils has grown up with the emergence of everyday digital technologies. It is this unprecedented level of familiarity with technology that requires education professionals to approach digital learning in a different way from before.

During these formative years, teachers will continue to play a key role in setting pupil aspirations for continued learning. But because students have a greater appreciation of technology and the different ways they can use it, educators have to adapt so that learning can become more personalised and flexible. This requires knowledge of how various applications can be made accessible through devices to drive engagement and support students who are at different points on the education journey.

The shift from the traditional classroom to more collaborative learning means that every school must find a way to allow students and staff to easily share information. Online study, packages such as Office 365, and social media style work groups can make home or school learning more interesting too. Today, it is about stimulating students in the classroom and then giving them the tools to go and work independently, or collectively, outside of school.

Powered by
Intel® Core™ processor.
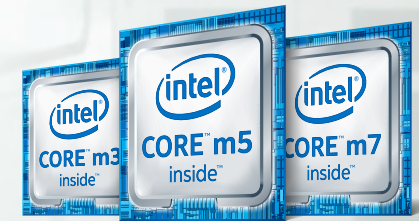
Fujitsu STYLISTIC R726
Apps from Windows Store; vary by market.

Fujitsu has a complete end-to-end portfolio of devices and solutions for secondary education

Mobile devices
- STYLISTIC R726 tablet
- STYLISTIC Q665 tablet
- LIFEBOOK A500 series notebook
- LIFEBOOK E546 and E556 notebooks

Desktop devices
- ESPRIMO D500 and P500 series desktop PCs
- ESPRIMO Q556 desktop PC

Server solutions
- PRIMEFLEX Cluster-in-a-box
- PRIMEFLEX vShape
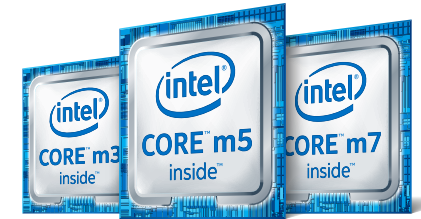- PRIMERGY TX tower servers
- PRIMERGY RX rack servers

Storage solutions
- ETERNUS DX family
- ETERNUS CS200c

For more information, contact us at: education@uk.fujitsu.com

SECONDARY SCHOOLS

Staff and teachers must be able to rely on 'fast on' ready to use devices and a robust back-end infrastructure to facilitate all of this. With the education sector dictating that each organisation provides a secure environment for technology and collaboration, it is not just about systems that can enable online data sharing. It is also about securing those systems to keep students and their communications safe and secure.

Fujitsu has years of experience of doing just that. We provide the devices and applications that give pupils access to the best tools for learning, whatever stage they are at. We also provide the enterprise solutions to safeguard data and ensure new education technologies are accessible to everyone.

SECONDARY SCHOOLS
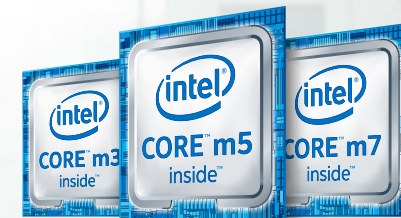
PERSONALISED LEARNING

From a young age, children interact with technology in their own way. Some are comfortable typing, while others find this harder and prefer to use a pen. Responding to these individual traits is important in supporting children to take on board what they are learning in class.

Hybrid devices that can adapt to different learning styles, offering a more flexible approach can help. Fujitsu's range of **STYLISTIC** tablets come with a choice of keyboard, touch or pen input and are ready to go within a few seconds of being switched on for students and teachers.

Having the right infrastructure to support such devices is critical too. With Fujitsu **PRIMEFLEX Cluster-in-a-box**, we give schools an easy way to roll out a virtualised IT environment that enables anytime, anywhere learning across all devices, including tablets.

Fujitsu STYLISTIC R726
Apps from Windows Store;
vary by market.

»The decision to go with Fujitsu was a natural one. There's a mutual understanding between us about what we want to achieve.«

Joanne Harper
Principal, UTC Reading

Encouraging Collaboration

Technology can play a key role in soft skills, such as classroom collaboration. When pupils are asked to work in groups, they may begin with individual tasks and then need to bring their work together and present it to the class or teacher. With intuitive software, this is a much smoother process and teachers can be sure that everyone has equal time in front of the class.

Our **LIFEBOOK** notebooks, **STYLISTIC** tablets, **ESPRIMO** desktops and **CELSIUS** workstations are optimised for all software programmes and applications. That way pupils can work in class or at home on Microsoft Office apps and then share what they have done using Office 365 or Skype before they come back in to school, supporting more tailored and flexible studying.
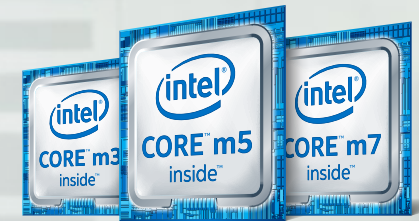
Inspiring students

Mobile learning environments and connected classrooms require devices that are easily portable, very robust and can actually help pupils and staff create content.

With the Fujitsu **STYLISTIC** range, teachers can create lesson plans as though they were using a desktop. And when they want to wow students with a video from the internet, the larger screen size and clear resolution support this. This is backed by Fujitsu's powerful, enterprise-grade **PRIMERGY** server and **ETERNUS** storage infrastructure solutions support faster streaming so there are no interruptions.

Fujitsu ESPRIMO family

Apps from Windows Store; vary by market.

Powered by
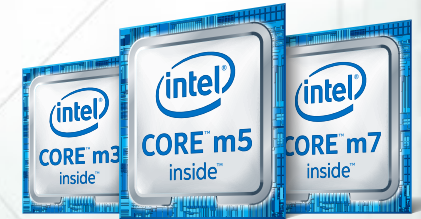**Intel® Core™ processor.**

SECONDARY SCHOOLS

STAYING SECURE

At a time when data growth is exploding, protecting pupil, teacher and staff information requires the right mix of back-end servers, storage and security.

» Using **Fujitsu technology provides us with a unique opportunity** to explore how we can start to further prepare students to develop their communication skills using the technology as an interface to the real world.«

Gary Simm
Principal, Thames Valley School

With Fujitsu **PRIMEFLEX Cluster-in-a-box**, schools can achieve the simple scalability they need in IT architecture when introducing new devices or more learners to the network. This is supported by the speed of our **PRIMERGY TX** and **RX servers** and resilient backup from our **ETERNUS DX** storage.

For the peace of mind that comes with end-to-end security, we also provide client computing devices such as our **LIFEBOOK** notebooks and **ESPRIMO** PCs with Trusted Platform Model (TPM) technology built-in. That way the school can be sure that all data is stored securely and has not been breached.

Fujitsu ETERNUS DX family

Powered by
Intel® Core™ processor.

SECONDARY SCHOOLS

Latest tech. Affordable plan.
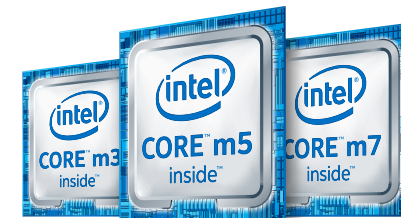
Free your IT budget with FUJITSU Hardware as a Service

Get the devices you need, cut your Capex, and refresh your technology every three years with just one low-cost monthly subscription.

With FUJITSU Hardware as a Service, you will find freedom like never before.
No more major capital expenditure. No more obsolete equipment. No more long waits for an upgrade. Just a simple, low-cost subscription for all the devices your school needs.

Your teachers and students will enjoy more choice and extra productivity using the very latest devices. While you know your IT budget is under control and everyone has the hardware, support, and services they need.

SECONDARY SCHOOLS

Challenges vs. benefits

Why FUJITSU Hardware as a Service?

FUJITSU Hardware as a Service helps liberate IT leaders from the significant challenges of tighter budgets, ageing equipment, and higher costs for ad-hoc repairs.
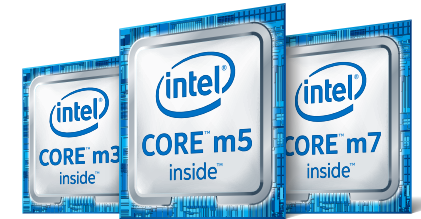
» **Keep your IT budgets in check**

Acquire all the hardware, software, and services you need now and into the future without any upfront and costly capital outlay.

» **Add hardware at any time**

Scale your IT to suit changing requirements simply by changing your monthly subscription.

» **Experience hi-tech not high-cost**

Give your users the fast and flexible IT they need for less, starting from as little as £10/month.

» **Right-size your technology for extra efficiency**

Avoid devices lying around unused or teachers and students waiting for desktops to boot up with best-in-class devices that will boost your productivity.

» **Free up your cashflow**

Convert large capital expenditure into a manageable operating expense with a fixed monthly subscription.

» **Receive regular upgrades**

Stay on top of the latest tech trends and keep support visits to a minimum with hardware renewal every three years. At the end of the lease term, following termination as per our standard terms, you simply return the equipment and take delivery of a new one. The equipment will be data wiped to industry standards and remarketed, recycled or disposed of to WEEE directive standards.

SECONDARY SCHOOLS
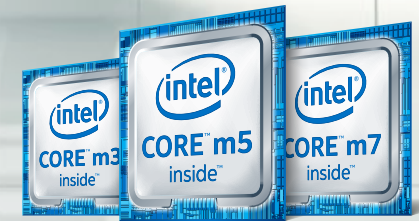
All the extras

So what else can you expect from your
FUJITSU Hardware as a Service subscription?

Competitive leasing

With easy monthly payments you get access to best-in-class Fujitsu technology and competitive pricing plans.

Asset tracker

Every device you select is covered by our asset tracker system. Use it to see all device information, prepare financial reports at the click of a button, and quickly view your contract or invoicing details.

Onsite support

Throughout the full three-year duration of your subscription, you will benefit from Onsite Next Business Day Support – proudly delivered by one of Fujitsu's 3,000 engineers during business hours, Monday to Friday.

Extensive warranty

Rely on our warranty helpline for unrivalled telephone support from Fujitsu's UK team of desk-based engineers during business hours, Monday to Friday.

Upgrade early

If you cannot wait for the very latest technology, our buy-back option means you can upgrade ahead of the standard three-year refresh.

Powered by
Intel® Core™ processor.

SECONDARY SCHOOLS
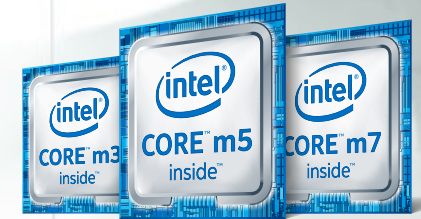
Case studies

St Albans High School for Girls

Implementing a VDI to reduce costs and enable secure remote access.

» Our Fujitsu servers are trouble-free with zero downtime so far. That means we can use our internal resources more effectively and deliver better value to the school.«

Bahram Tavakoli
Head of IT Services,
St Albans High School for Girls

>> **Download the case study** ⬇

The Warren School

Delivering innovative and affordable ICT solutions.

» From the very first conversations with Fujitsu, we felt there was a real commitment from them.«

Andrew Szymanski
Network Manager, The Warren School

>> **Download the case study** ⬇

UTC Reading

Helping deliver sophisticated ICT infrastructure, above and beyond the levels of most schools and colleges.

» IT is massively important to our organisation. Working with Fujitsu is one of the most enjoyable partnerships I have to date.«

Joanne Harper
Principal, UTC Reading

>> **Watch the case study** 🎞

Kennet School

Successfully delivering on the school's key criteria for new hardware: cost, performance and scalability.

» The energy efficiency of the Fujitsu hardware is great and there has been a massive difference in performance in terms of latency and Input/Output.«

James Henderson
Network Manager, Kennet School
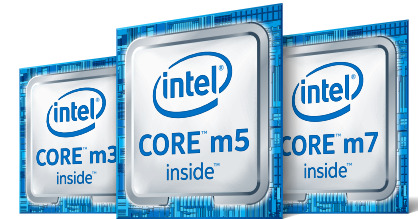
>> **Download the case study** ⬇

Help is at hand

As student, staff and society's requirements change so does the cost and complexity of the front- and back-end technology that educators have to provide.

Managing all this technology adds an extra financial burden on organisations that are already operating on limited budgets.

Knowing that your new technology is not going to let you down offers great peace of mind. As does understanding that you do not require a massive capital outlay to get the devices you need to support students. And then there is the sense of security that comes when you are covered if devices are lost, stolen or damaged.

With our **end-to-end warranty and services**, teachers, IT staff and other education professionals can be confident that the right level of support is there if and when they need it.

SECONDARY SCHOOLS
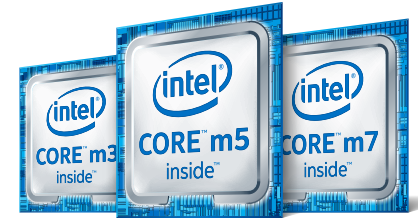
» Digital is becoming pervasive in all aspects of our lives, apps, services and more intersecting with our day at every turn, creating a cultural shift, not just in the UK, but globally.«

Ash Merchant
Head of Education UK & Ireland, Fujitsu

For more information, contact us on:

Tel: +44 (0) 1235 79 7711
Email: education@uk.fujitsu.com
Web: www.educationambassador.co.uk

Fujitsu

Ref: 3583