

# FACT SHEET

## K-12 AND HIGHER EDUCATION PROFESSIONAL SERVICES

**K-12 AND HIGHER EDUCATION INSTITUTIONS ARE SEEKING SOLUTION PARTNERS, NOT VENDORS OF INFRASTRUCTURE. FUJITSU UNDERSTANDS THE IMPORTANCE OF THE GOALS AND CHALLENGES OF ITS EDUCATION CLIENTS**

### THE PROBLEM

- Educators struggle with student test scores, graduation rates, absenteeism, and engaging students for learning and do not have the resources to address these challenges
- Most OEMs do not have the understanding of education goals and objectives that is required in order to provide targeted products and services
- Going to a number of sources for a complete solution creates a management nightmare
- Most academic institutions use less than 30% of the instructional technology available
- Many students do not have a network of family and friends to discuss interests and possible careers
- Most academic institutions do not have effective instructional technology plans with accountability and annual reviews



Fujitsu education consulting resources have years of experience in education as teachers, as well as school, curriculum, and instructional leaders. With proven processes to assess utilization of instructional technology, Fujitsu can facilitate planning and provide customized professional development. These services will ensure that Fujitsu products and services are aligned with your mission and maximize investments in technology that impact student academic success.

### CHALLENGES

Education challenges are tied to student academic achievement barriers. Measurements are often test scores, graduation rates, and absenteeism. However, there are other more subjective issues that determine success or failure of these indicators: student engagement and the ability to communicate and collaborate effectively, faculty preparedness, school leadership support, evaluation and accountability for faculty, ongoing faculty mentoring, instructional opportunities, and overall planning are contributors to the underlying success of the indicators.

### HOW WE CAN HELP

Fujitsu understands the importance of the goals and challenges of its education clients. Interacting with both academic and IT leadership, Fujitsu provides valuable solutions to meet these challenges and goals based on years of education experience.

### BENEFITS

Fujitsu provides solutions for education based on expert education knowledge resources, providing the following benefits

- Become your trusted solution partner for adding value beyond current product and services, differentiating Fujitsu from many of its competitors
- Increase your revenue with additional services
- Increase margins for new services, as well as existing products and services

## **WHAT WE OFFER**

---

Our approach to contracts is based on three basic principles:

### ■ **Cost Transparency**

We offer an open approach with a gain-share model that motivates both Fujitsu and our customers to perform above agreed-upon levels.

### ■ **Flexibility through Open Governance**

Our contracts are responsive to the way your business changes.

### ■ **Focus on Business Outcomes**

The governance model we use aligns our services with your business imperatives, and we prefer a collaborative approach in working with you to establish value-focused benchmarking.

### **Our Education Professional Services Include:**

- Instructional Technology Plan Scan
- Instructional Technology Utilization Assessment
- Instructional Technology Utilization Planning Facilitation
- Faculty and School Leadership Professional Development
- Grant Research and Writing
- A Hosted Online Learning Community Portal for All Students and Faculty

## **HOW IT WORKS**

---

### **Instructional Technology Plan Scan**

If you have an instructional technology plan, Fujitsu education consultants will review the existing plan and provide feedback for a checklist of items to address the challenges that are important for your success. Written feedback will be provided along with a virtual presentation of the findings to your leadership team for questions and answers.

### **Instructional Technology Utilization Assessment**

Fujitsu education consultants will typically spend 3 days (2 days onsite and 1 day offsite) interviewing your leadership, faculty, and students; observing faculty during classroom instruction and reviewing student output as it pertains to the use of instructional technology. An assessment document will be provided based on rubrics for the utilization benchmark and recommendations for improving utilization.

### **Instructional Technology Utilization Planning Facilitation**

Fujitsu education consultants will work with your institution technology committee to facilitate the update or creation of an instructional technology plan for your institution. This planning often combines both academic instructional use, as well as, administration back office technology usage. An engagement typically has a duration of 60 – 90 days to complete the plan.

Committee participants are asked to commit to 30-40 hours of time over this period. Education consultants will dedicate approximately 60 hours to the project with the responsibility of facilitation of a proven process and final documentation of the plan. The technology committee would consist of key stakeholders across your institution with decision makers represented at all levels. This process is often an educational process as much as a facilitation process, making your committee members more knowledgeable of emerging technologies and best practices —as introduced by the facilitator in order to make informed decisions.

### **Faculty and School Leadership Professional Development**

Fujitsu education consultants will work with you to customize a professional development program to fit the specific needs of individual faculty and challenges determined from student scores and levels of engagement. Based on the plan, instruction will be selected from over 65 courses to prepare faculty (short and long term), to comfortably integrate technology into all instruction with students. Fujitsu education consultants will deliver the instruction onsite or provide instruction for lead faculty at your facility and license materials for peer instruction.

### **Grant Research and Writing**

With the move to competitive grants and funding opportunities, many schools are not prepared to find and compete for funding which has been previously formula driven. Fujitsu professional education grant writing resources can be engaged to provide research based on your needs and (if desired), turn appropriate grants over to your grant writing resources. In many cases, these resources can also provide grant writing services, as well.

### **Hosted Online Learning Community Platform**

Your organization will be able to create objectives for student globalization, student career awareness, student communication and collaboration skills, and community engagement where students can interact with local businesses. The hosted online platform provides individual portals on the Internet and connects students and faculty to relevant resources based on created profiles. The platform allows students to access relevant content, create portfolios, collaborate using 24/7 webinar rooms for research and (connecting with mentors), search experts in various careers to ask questions, and access posted opportunities for business internships and job shadowing. Your faculty can also use the platform for mentoring other faculty or presenting best practices.

## **SOLUTIONS IN ACTION**

---

### **Fujitsu Education Resources**

Fujitsu uses resources with over 20 years of experience in maximizing technology in education both academically and technologically. Over 35 education consultants across the US and Latin America are used to deliver services as described. Each has a minimum of 5 years experience in education. Most have Masters or a Ph.D. in education.

**WHY FUJITSU**

---

**Enabling Partnerships for Education Solutions**

Fujitsu provides a full array of education solutions including assessment, planning, faculty professional development, and locating funding opportunities for client institutions to implement technology initiatives. These professional services ensure that Fujitsu products and services are effectively implemented and hit the mark. Fujitsu understands that leadership wants solution partners who embrace their vision and bring best practices and experience to institutions from across the country.

**ABOUT FUJITSU AMERICA**

---

Fujitsu America, Inc. provides a complete portfolio of business technology services, computing platforms, and industry solutions. Fujitsu platform products are based on scalable, reliable and high-performance server, storage, software, point-of-sale, and mobile technologies. Fujitsu combines its renowned platform offerings with a full suite of onshore, near shore and offshore system integration, outsourcing, and datacenter services covering applications, operations, infrastructure, customer service, and multi-vendor lifecycle services. Fujitsu provides industry-specific solutions for retail, manufacturing, healthcare, government, education, financial services, and telecommunications sectors. For more information on Fujitsu America's business scope, visit: <http://us.fujitsu.com/solutions>.

**FUJITSU AMERICA, INC.**

1250 East Arques Avenue  
Sunnyvale, CA 94085-3470, U.S.A.  
Telephone: 800 831 3183  
or 408 746 6000

Web: <http://solutions.us.fujitsu.com>

Contact Form:

<http://solutions.us.fujitsu.com/contact>

Fujitsu and the Fujitsu logo are trademarks or registered trademarks of Fujitsu Limited in the United States and other countries. All other trademarks and product names are the property of their respective owners.

The statements provided herein are for informational purposes only and may be amended or altered by Fujitsu America, Inc. without notice or liability. Product description data represents Fujitsu design objectives and is provided for comparative purposes; actual results may vary based on a variety of factors. Specifications are subject to change without notice.

Copyright ©2010 Fujitsu America, Inc.  
All rights reserved.

FPC58-2912-01 02/11.

11.0254