

Apple in the Classroom



Our purpose is simple

To deliver IT solutions which enable educators to evolve and transform the way they work.

Through our extensive experience and understanding of the EdTech trends set to shape education, we help provide educators with the tools to deliver enhanced learning experiences, address the increasing student expectation for flexible and differentiated learning provision and begin to save time for teaching staff.

When shifting towards the modern classroom and introducing new technologies, it's our knowledge and relationship with Apple that enables us to lay the foundations for a fully immersive, integrated learning experience for all abilities and teaching methods.

XMA in Education

Working closely with your school to enhance learning and teaching outcomes is at the top of our agenda. With over 30 years' experience as a Public Sector Reseller, we have provided endless value to our education customers, and are best placed to help your school execute on its vision.



The heart of our approach



Dedicated education team

Our in-house team of experts have been specifically trained to support your school in delivering the best possible outcomes for your IT solutions. They are equipped to give you expert advice regarding your technology requirements, work closely with you to understand your school's objectives and support you from the beginning to end of your project.



Perfectly sized for your needs

No matter what size your school or project is, we guarantee you will always be treated as a valued customer. Whether you need us to support you with a device roll-out or an entire infrastructure refresh, helping you achieve your outcomes will remain as our top priority.



Acting as an extension of your IT department

We have extensive experience in delivering a multitude of services to our education customers. From initial scoping and planning, through to technology provision and deployment, to staff training and on-going support. Our 24/7 UK operated Service Desk has been designed to provide your school with a single point of contact for the resolution of all incidents and service requests.



Enabling teaching and learning

We deliver bespoke training for your teaching and support staff, focusing on professional development and learning outcomes with Apple technology. Our hands-on sessions are held at your school or college, and are tailored to your specific needs to make sure you are getting the most out of your Apple devices.



Our long-standing relationship with Apple

Our most prominent education partnership is with Apple. XMA is at the forefront of deploying and supporting Apple technology to schools and colleges throughout the UK, and this is evident through our status as one of Apple's top Education Resellers.

The marriage of XMA's knowledge, insight and expertise across the education market, along with Apple's future driven technology solutions, means that education market is more empowered than ever to drive learning outcomes and enhance teaching staff's professional development.

"For over 10 years, our relationship with Apple has put XMA at the front of transformational change within the classroom across every area of the education landscape. We have supported many schools across the UK reach Apple Distinguished School status, become centres of excellence as a Regional Training Centre, and helped to deliver large scale change throughout some of the largest Multi Academy Trusts."

Our relationship with Apple has allowed XMA to earn a position on every major procurement framework so that all educational institutions can have confidence in XMA's services and capabilities in delivering, managing, and supporting Apple in education."

Andy Wright, Commercial Director at XMA

dataJAR Ltd.
Apple Device Management Specialists

Our partners play a fundamental part in delivering IT to make a real difference in the way our customers work. We partner with dataJAR to provide an elegant and powerful Apple Device Management solution for schools and colleges throughout the UK, so you can have the most seamless experience with your Apple devices as soon as they come out of the box.

Introducing Apple to your school

Technology has a major role to play in learning and in preparing students for the world and careers they'll be responsible for in the future - a future where 65% of jobs they will apply for do not exist today.*

Apple devices give students the freedom to explore and express new ideas, and learn the essential life skills children need. This spans from creativity and teamwork, to critical thinking and problem solving. The curriculum programs available across the Apple device portfolio have been specifically designed with the classroom in mind by educators, parents, artists, musicians and photographers.

Why Apple for Education?

- Improve academic performance, engagement and motivation
- Incorporated learning tools that support reflective thinking
- A better and more integrated learning environment
- Teachers can spend more time teaching and less time on administrative tasks
- Easy to deploy and simple to manage
- Flexible finance options, making it an affordable solution for your school



Get access to thousands of apps for the classroom designed by education software developers

Providing a curriculum that brings creativity and critical thinking to life

Empower pupils to develop and carry essential life skills through school and beyond

Built to inspire every student of any ability with a wide range of accessibility features



*World Economic Forum, "The Future of Jobs: Employment, Skills and Workforce Strategy for the Fourth Industrial Revolution," January 2016

Contact one of our education experts today: www.xma.co.uk/education | 01727 201 820 | schools@xma.co.uk

Bringing creativity and critical thinking into your classroom

Apple technology has been designed to equip students with future-proof skills, ready for life beyond the classroom. Each device has built-in features for creative expression, monitoring individual performance, project work and communication based tasks.

One of the greatest qualities of an Apple device, is that it has an appreciation that every student learns at different paces with individual ways of learning. That is why the accessibility features on Apple devices ensure that no student is ever left behind, and supports their learning no matter what their level of ability is.



Accessibility

Apple devices hosts a combination of multimedia materials; animation with narration, to images with text embedded, are providing a multitude of benefits.

These less formal ways of working and conversational learning are proving effective not just in the SEN space, but in mainstream education via interactive learning methodologies.



Vision



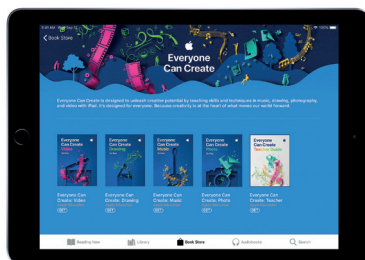
Hearing



Physical &
Motor Skills



Learning &
Literacy



Everyone Can Create

Creative expression can lead to deeper student engagement, becoming better problem solvers, communicators and collaborators.

The lesson ideas are designed to emphasise elements that deepen student learning.

- Real-world engagement
- Communication and creation
- Teamwork



Everyone Can Code

When you teach code, you're also teaching logic, creativity and problem solving skills all students need for the future.

The Everyone Can Code curriculum from Apple introduces students to the world of coding through interactive puzzles, playful characters and activities for both in and out of the classroom.

- Critical thinking
- Problem solving
- Inspiring students to code

"We have seen the power of the iPad in over-coming barriers to learning. For one learner with EAL who arrived at the start of Year 5, the iPad was an indispensable support. It not only provided a translation tool to use in class and at home but it gave her something to facilitate communication with her peers."

Prescot Primary School

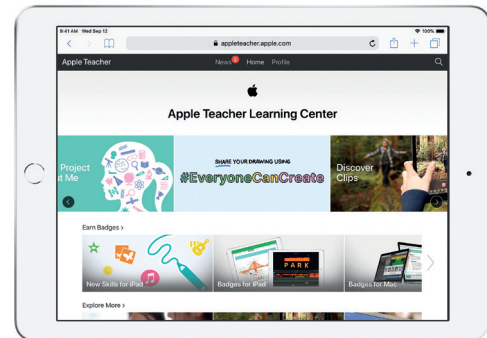
Reduce teacher workload and increase valuable teaching time

Teachers need access to tools that can help them to streamline their workflow and reduce their overall workload.

Tools that can provide instant feedback on schoolwork, guide students through a lesson and keep the class focused on the task, as well as share information and documents with pupils, staff and the parents across the school. By adopting the right technologies and use of the right apps, you can finally focus on what's most important: teaching.

- Report and keep track of students progress on a daily basis
- Reduce marking on the evening & weekends
- Keep pupils focused on the task at hand with the Classroom app
- Assistive software for planning your lessons

Teachers can save time marking, streamline planning and give students deeper, more meaningful feedback with digital tools on Apple devices. We provide everything that a school would need to achieve this in a classroom, including coaching from an Apple Professional Learning Specialist to embed the tools in teaching practice.



"Having the iPad means that support is readily accessible, whether online or by creating an appointment with a teacher."

Tynecastle High School

Planning and preparing for your school's vision

We understand how important your IT investment is to you, and we want to make sure that we can support you in making the best possible decisions for your school and its technology.

Our Planning Essentials Workshops

Planning Essentials is a half-day workshop to engage school leadership teams in planning and accelerating a successful deployment with Apple technology.

With Planning Essentials Workshops, school leadership teams understand the essential elements for creating a technology-rich learning environment, create an individual project plan for their context, and discover an integrated approach for managing the deployment through each stage of implementation. By the end of the workshop, you will leave with the beginnings of an effective plan grounded in your vision for a more relevant and personal learning environment.

What to expect from the day

- 1** Examine essential elements for creating a technology-rich learning environment, which we will base on best practices from schools all over the world
- 2** Work to develop an integrated approach for managing your project through every stage of implementation
- 3** We will then create an individual project plan tailored for your school which will identify, plan and mitigate potential risks



"We have been extremely satisfied with all aspects of the complete service provided by XMA through all phases of the project; from trial, through initial rollout, implementation and now ongoing. They have been with us every step of the way and continue to be a valued long-term strategic partner."

Director of Primary Education, Unity Schools Partnership

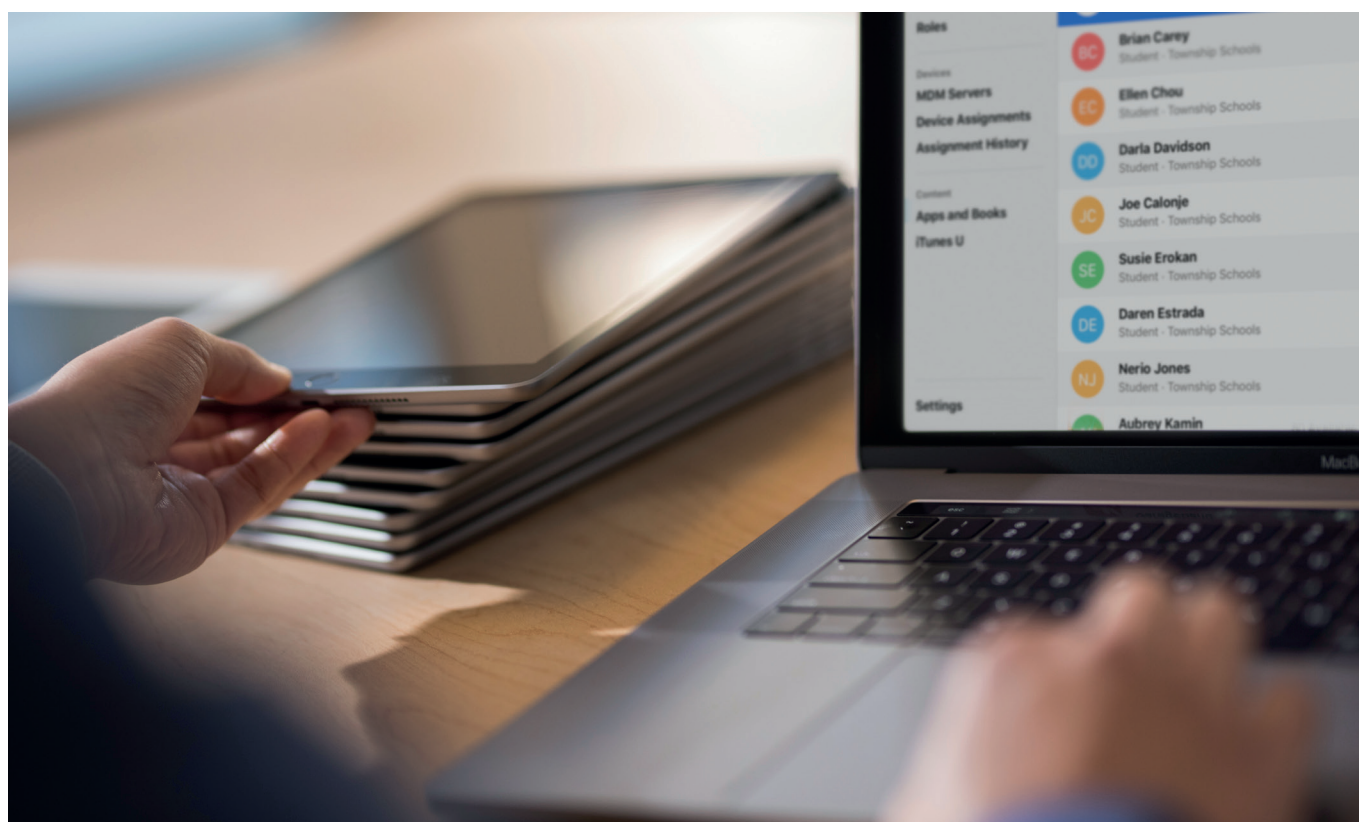
Supporting you with your deployment

XMA are here to support you every step of the way on your Apple journey, and that starts at the very beginning with the IT deployment. We are here to help you get started with your new devices to ensure a seamless experience from the moment you open the box.

500,000 Apple devices deployed into Education

90,000 devices being managed across UK schools

Over 100 years of combined experience in Apple deployment across our team of experts



XMA can also help you manage the distribution of your devices to students and staff, and we will guide you through the steps you need to take to complete the device configuration.

1

Consultation

We will work to understand your schools desired outcomes from technology. This stage enables us to make the best possible recommendations and plan your deployment efficiently

2

Planning

We then develop a bespoke deployment plan unique to your requirements, and will recommend best practices regarding Apple deployment methodology

3

Deployment

Our team of experts will configure the Apple devices in-house ready for the deployment to your students and staff

4

Management

We will support you in the ongoing management of the devices through our professional services, as well as enabling you to be self-sufficient in device updates for the longer-term

"We decided to use iPads specifically as the device to roll out to staff and students because we recognised that the sort of technology that Apple were introducing was perfect for the flexibility that our students demand in a modern learning environment."

Academic Registrar, Teesside University

Empowering your teaching and support staff

We understand that your teaching staff need to be completely confident after the deployment of new technologies. That's why we offer hands-on training, mentoring and coaching tailored to your requirements so that your school can amplify the way you work and better facilitate learning in the workplace and classroom.

The Digital Learning Team (DLT) are XMA's in-house team of Apple Professional Learning Specialists (APLS). All lifelong educators, they are from a variety of backgrounds which mean that they are all uniquely qualified to demonstrate and advise on how best to use Apple products to enhance learning and teaching. Our APLS coach, mentor and support educators from Early Years to Further Education to advance their technology skills with an emphasis on innovation

and creativity to engage students in deeper more meaningful learning in line with national priorities and key learning experiences and outcomes. Every pupil, teacher and educational establishment is different and therefore every day is different. Our APLS facilitate leadership discussions to support vision and planning, and provide professional learning plans which match learning goals as well as hands-on instructional coaching and mentoring.



Trained thousands of teachers across the country, enabling them to become confident and self-sustaining with iPad



Over 35 years of teaching experience between our trainers



Delivered over 750 training sessions to schools across the UK, ensuring that their investment in technology is maximised as much as possible



Our DLT are a key part of the largest deployment of Apple technology in Europe and are an integral part of its success through the training they are delivering to the teaching staff



"We have worked with XMA to get our staff to use the tools, to understand the need for the cultural change in terms of introducing broader technology into the classroom."

Teesside University

"85% of our teaching staff are Apple Teachers, using their new skills within the classroom to further enhance teaching and learning."

St Cyres

"For most of my classes the iPad has become a key tool, particularly for sharing classroom resources."

Tynecastle High School

"From meeting to looking at requirements of our schools, to planning how to meet needs of schools and to researching and presenting presentations and hands-on professional learning sessions Dr Steve Bunce has provided an excellent example of partnership in learning to bring about a greater level of confidence in our teachers in embedding the use of digital technology to impact positively on learning and teaching in our classrooms."

ICT Curriculum Development Officer, Falkirk Council Children's Services

Making your budget go further

We understand that you want the best possible technology for your school. We also understand that you have a specific budget when it comes to your IT procurement – but your budget doesn't need to hold you back, and your school doesn't need to compromise education with price.

Our flexible finance solutions allow you to invest in the best possible technology without stretching past the budget. No matter how much or how little you have to spend, we work with you to develop a payment plan that suits your needs.



Apple Financial Services gives your school or college multiple long-term leasing options

Capital leasing:

- Own your technology at the end of your lease
- Increase the number of computers available to students and teachers
- Own the equipment at the end of your financing term
- Leverage your annual budget to finance more equipment than you could buy outright

Operating lease:

- Offering educational institutions affordable payments with the option to upgrade at the end of the lease term
- Place more computers in the classrooms by leasing instead of buying outright
- At the end of the lease, extend it or purchase the equipment at current market value



Take advantage of our Buy Back model

- Want to make money from your old IT equipment?
- Want to increase the amount of money available to you for new technology?
- Want to recycle your outdated assets in the most sustainable way possible?

If you have old and outdated IT equipment, you can speak to a member of our education team and we will advise you how much you get for your old technology. You can then receive credits that can contribute towards your overall budget! We also ensure disposal of your older equipment with WEEE compliant data destruction, sustainable and responsible recycling, and re-use with industry recognised certifications.



Education Framework Accreditations

We are an approved supplier to all major education purchasing frameworks to ensure maximum value from the procurement of IT products and services.

We support public sector organisations in achieving cost efficiency without compromising the level of choice and compliance.

- CCS RM6068 (TePAS)
- CPC – Desktop Hardware Lot 4
- Healthtrust Europe
- Link2 IT Hardware
- The Scottish Procurement Web Based & Proprietary Client Devices Framework (SP-19-013)

We are the sole supplier for iPad and Mac into all schools across Scotland

For the past 8 years, XMA has been the selected sole supplier for iPad and Mac into all of Scotland's schools through The Scottish Procurement Web Based & Proprietary Client Devices Framework.

At the end of 2019, we secured our position as selected sole iPad and Mac supplier for another 4 years on the new The Scottish Procurement Web Based & Proprietary Client Devices Framework, giving us the privilege to continue to work with our customers as the trusted partner to source, supply, deploy and manage their Apple estates, and help to continue the journey of ongoing improvement and digital inclusion through the extensive professional development being delivered throughout all of Scotland.

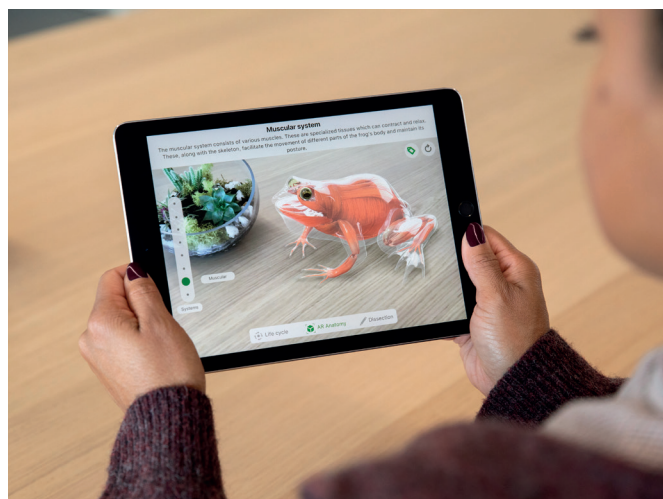
The scope of services available through the framework will allow us to help schools and local authorities to transform experiences inside and outside of the classroom and help to achieve attainment goals in line with the National Improvement Framework.

Scottish Borders: The Inspire Learning Programme

Through a newly approved digital education strategy, XMA are thrilled to be working with Apple and CGI to deliver every child aged 11 to 17 across the Scottish Borders Council with an iPad.

This strategy has been named “The Inspire Learning Programme.”

Part of this programme was about investing in teachers and empowering them to use technology to positively change the way they deliver their lessons. Digital technology will allow them to maximise every student's learning potential and opportunities, as well as contribute to their own professional development.



“Not only does the programme open up the opportunity for pupils to learn in new and exciting ways, it also brings with it a raft of wider benefits including extra support and professional development opportunities for teachers, expansion of Wi-Fi to provide fast and reliable internet access in every school and the rollout of flexible audio visual learning spaces through equipping classrooms with wireless and efficient technology.”

Carol Hamilton, East Berwickshire Councillor

“It's an exciting time to be a pupil or a teacher in the Borders and this project addresses the nationwide challenge of attainment, pupil equity and the digital skills gap. As the National Framework provider for Scottish Procurement, XMA are delighted to be partnering with CGI, Apple and SBC to help deliver this truly transformational project.”

Dennis Fox, Scotland Business Director XMA

It's easier than ever to do business with XMA

The XMA School Store is the easiest way for educational institutions to purchase IT goods and services, at prices that are exclusive to our education customers. This eProcurement solution provides a customised online portal that already supports thousands of transactions a day.

This is all managed by XMA's in-house ecommerce team and we have experience in providing several methods of access, including a direct secure login, access via IP range, and punch-out connection from your finance or procurement system.

- A customised and user-friendly online portal managed by our in-house team
- Full integration with your procurement platforms
- Direct secure login with access to over 100,000 products
- Management and maintenance of customer-specific catalogues

Visit: schoolstore.xma.co.uk



theEDUstore

theEDUstore is a personal purchasing platform where you can receive exclusive education discounts on Apple technology.

By simply registering with your .sch.uk or .ac.uk email address, you will have access to some of the most competitive prices in the market.

- Access to over 100,000 products
- Exclusive savings for education students and staff
- Free delivery on all orders, with next working day delivery on in-stock items
- Free 4 year warranty on all iPad and Mac products



Register now at: www.theedustore.co.uk



01727 201 820

schools@xma.co.uk

www.xma.co.uk/education

Twitter @WeareXMA

LinkedIn XMA-Ltd

Head Office - St Albans

7 Handley Page Way
Old Parkbury Lane
Colney Street
St Albans
AL2 2DQ

Glasgow

Pavilion 2
Junction 24 Business Park
Helen St
Glasgow
G51 3AD

Nottingham

Wilford Industrial Estate
Ruddington Lane
Wilford
Nottingham
NG11 7EP

Halifax

1 Quarry Court
Beacon Hill Road
Halifax
HX3 6AQ

We are certified to the British Standards Institute (BSI) which ensures that various aspects of quality, security BS environmental management are achieved across our services, and consistently meet customer's requirements



FM 636554
(Nottingham & St. Albans)



IS 636555
(Nottingham & St. Albans)



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ITMS 636556
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