



# MANAGED

## Bring Your Own Device

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# BYOD versus Centrally Managed



The biggest question you need to ask is how teachers will teach using your chosen solution.

Teachers need to be able to confidently go into a classroom and know most students will have a working device that provides a consistent experience for all students, otherwise the technology will simply not be used.

There are many ways to fund and source 1:1 programs for your school but the most important consideration has to be how the technology will be used, whether it will be used effectively and whether it will improve education outcomes.

Learning with Technologies has been supplying 1:1 and BYOD solutions to schools for over 5 years and can help assist your school to find a solution that best suits your school and community.

Or simply put, you need to avoid Bring-Your-Own-Disaster. We can help.



Managed BYOD can reduce your costs across the board

# Avoiding Bring-Your-Own-Disaster



You can't control what a retail store will sell your parent community. It's almost guaranteed that if parents buy a unit themselves many will opt for the cheapest option available.

Unfortunately many of these units are not suitable for school.

## So what can go wrong?



### Short battery life

Probably the most critical problem of all. Retail laptops generally have a 2 to 3 hour battery life - meaning students won't have a machine to use after 11:00 AM.



### Long repair times

Turn around time on warranty repairs for retail customers is generally over 2 weeks and is Return To Base. It means hassles for parents and big requirements on loan units.



### Slow wireless connectivity

Most schools operate on the faster more scaleable 5 GHz band. Most non-education specific laptops only support 2.4 GHz meaning more wireless issues for schools.



### Bad backs

Weight is a serious issue when considering everything students have to carry to school. Many cheap laptops weigh around 3 kgs. It's generally recommended that devices be no more than 2 kgs.



### High repair costs

Out of warranty repairs such as damage can cost upwards of \$400 from a retail shop, quite often more than the machine in the first place. They are also Return To Base warranties, making it a hassle for parents.



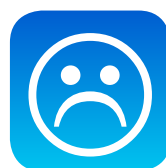
### Mixed operating experiences

Apple/Windows/Android all operate differently making it hard for teachers to teach. You need the same device or a solution that brings the same operating experience to all devices.



### Decreased speed

Slow performance of devices in the classroom will end up slowing down everybody as the teacher waits to get everyone up and running.



### Upset parents

For many schools BYOD is aimed at easing the burden put on schools but implemented poorly will have angry parents lining up, or voting with their feet.

# Centrally Managed - Master Lease with LWT Collection Portal



Centrally managed programs give the school the most control over what is brought to school, maintaining structured consistency in the classroom, removing many of the headaches and enhance student uptime.

Schools get some of the best leasing rates in the market and leases over 2, 3 or 4 years can help spread the cost of a fleet.

## A Windows-based device can be leased from as little as \$120 per year.



LWT can help collect money from parents via a recurring billing set up. We simply provide your parents with an online setup link and they sign up to your chosen structure – whether it be \$120 per year or \$360 upfront. Please note we do not guarantee payment from parents but the use of a third party to collect money may help bring in funds that are sometimes not paid.

### Key advantages of this solution

- o Able to use school owned software without breaching licensing laws.
- o Greater level of control over device content and device management.
- o Uniformity of learning as all devices will be the same.
- o Volume purchase pricing - Lowest cost for school and parents
- o Free image roll out for purchases of more than 100 devices.
- o Single delivery at pre-arranged date.

Please note this is a collection service for

**Payment Frequency:** Monthly  
**Number of Payments:** 36  
**Payment Amount:** \$50.00  
**First Payment:** Immediately

If you are happy to go ahead please fill out the form accept our terms and conditions and click Proceed to

This will take you to a secure Westpac Payway porta

### Sign Up Form

**Your First Name:**

**Your Last Name:**

**Student First Name:**

**Student Last Name:**

**Year Level:**

**Best Contact Number:**

**Email Address:**

**Physical Address:**

**Suburb:**

**State:**

**Postcode:**

You may have to supply Westpac with some of the above details as well

Many schools use a master lease for parents who opt in upfront and then setup a BYOD portal for remaining parents.

# Managed BYOD via LWT

In some cases centrally funding your 1:1 program just isn't feasible and that's where Managed BYOD comes in.



A customised order portal is created for your school where parents can purchase directly from LWT.

## Advantages of Managed BYOD

- o Schools can nominate the devices to suit their requirements and ensure they have the right:



Battery Life ✓



Wireless ✓



Weight ✓



Service ✓



Insurance ✓

- o Uniformity of learning as all devices will be nominated by the school.
- o Devices can still ship with a standard software image supplied by the school.
- o Device is paid for in full with no leasing or administration follow up required.
- o Little or no school involvement for purchases.
- o Online-approved Finance available including 36 months Interest Free backed by GE.
- o Delivery direct to parents reduces handout headaches.

## Disdvantages to consider

- o School software licenses often cannot be used.
- o Parents end up paying more as volume purchase prices / savings do not apply.

# New and Improved Order Portal

Learning with Technologies has been providing BYOD solutions to schools for over 2 years, and this experience combined with our new order portal gives us the best solution to help your school provide a managed BYOD solution.

## Get your own customised order portal with dedicated web address

We can create customised portals quickly featuring your school logo, a customised welcome message with the products and configurations you choose.

You get an easy-to-access dedicated web address for your school.

[http://\[yourschoolname\].orderportal.com.au](http://[yourschoolname].orderportal.com.au)

We can also as part of your customised portal

- 1) Collect a fee that is then paid to the school.
- 2) Make parents read and accept your school's terms and conditions as part of the order process.



**LEARNING**  
with technologies

## AUS School order Portal

Welcome to the AUS School Order Portal. We have chosen the below units as the best options for child's education next year.

Learning with Technologies is one of the largest education technology suppliers in Australia.

We can assist you finding the product with the right weight, battery life, bag and insurance options to give your child the best possible experience while at school.

[Contact Us](#) [Frequently Asked Questions](#) [How To Order](#) [How To Get Support](#)

**AUS**  
school of education

## Or use our generic portal

If you have parents looking for options for a laptop or tablet for their child to bring to school, you can also send them to our generic portal which contains our entire BYOD range.

<http://school.orderportal.com.au>

## Delivery direct to parents via Australia Post



To reduce admin hassles and ensure parents get their unit as quickly as possible we can deliver directly to parents with Australia Post. Parents not at home will be left a card to pick up at the local post office when suitable.

We can deliver to school as well and all units will come fully labelled with Parent/Student Name to ensure easy hand out.

## Easy Selection, Configuration and Filtering


We understand it's not always easy for parents to understand the technology they are buying. We try to make this easier by graphically representing the differences between units.

Units can also easily filtered based on screen size, brand, and processor.

**Products**

Show products with:  10" |  11.6" |  Acer |  Atom |  Celeron |  Core i3 |  Core i5 |  Lenovo |  Notebook |  Tablet |  Touch | [Scroll right for more products](#)


**ACER Travelmate B113**  
Celeron CPU



- Intel Inside Celeron
- 11.6"
- 7.5 HRS
- 1.47 KG
- 320 GB
- 5 GHz

A light weight 11.6" business notebook. Great for web surfing and document creation.


**ACER Aspire Switch 10**  
Atom



- Intel Inside atom
- 10.1"
- 10 HRS
- 0.58 KG
- 64 GB
- 5 GHz

A stylish 10" Tablet with new generation Intel Atom Processor with dockable keyboard. Great for web surfing and document creation.

**ACER Travelmate B113**  
Core i3, i5



- Intel Select Below
- 11.6"
- 7.5 HRS
- 1.47 KG
- 320 GB
- 5 GHz

A light weight 11.6" business notebook with the power of the Core i3 and i5 Intel Processor.

We also display the configuration options of each unit side by side so it's easier to compare as well as make it easy to configure units with bigger processors, memory and hard drives with a click of a button.

	<b>Acer Travelmate B113 11.6" Celeron Notebook</b> <a href="#">View Brochure</a>	<b>Acer Iconia Switch 10 10.1" Tablet with Keyboard Dock</b>	<b>Acer Travelmate B113 11.6" Core I Notebook</b> <a href="#">View Brochure</a>
<b>PRICE</b>	<b>\$525.00</b> Inc GST	<b>\$549.00</b> Inc GST	<b>\$679.00</b> Inc GST
<b>ESTIMATED DELIVERY TIME</b>	In stock - Within 5 days	In stock - Within 5 day	
<b>OPERATING SYSTEM</b>	Windows 7 Home Premium	Microsoft Windows 8 32-bit	Windows 7 Home Premium
<b>CPU</b>	Intel Celeron Processor 1007U - 1.5GHz	Intel Atom processor Z3740 (up to 1.8 GHz) Quad Core	<input checked="" type="radio"/> Intel Core i3 processor 2377MB - 1.5GHz <input type="radio"/> Intel Core i5 processor 3317U - 1.7GHz <b>(\$64.55)</b>
<b>SCREEN</b>	11.6" HD 1366 x 762 (WXGA) LED-backlit TFT LCD	10.1" HD 1366 x 768 resolution, supporting 5 finger touch	11.6" HD 1366 x 762 (WXGA) LED-backlit TFT LCD
<b>MEMORY</b>	4GB DDR3-1066 Memory	2GB LPDDR3 system memory on board (Non-upgradeable)	<input checked="" type="radio"/> 4GB DDR3-1066 Memory <input type="radio"/> 8GB DDR3-1066 Memory <b>(\$70.00)</b>
<b>WIRELESS</b>	a/b/g/n Wireless (2.4/5.0 Ghz)	a/b/g/n Wireless (2.4/5.0 Ghz)	a/b/g/n Wireless (2.4/5.0 Ghz)
<b>HARD DRIVE</b>	<input checked="" type="radio"/> 320GB SATA Hard Disk Drive <input type="radio"/> 120GB Solid State Drive <b>(\$136.38)</b>	64GB eMMC	<input checked="" type="radio"/> 320GB SATA Hard Disk Drive <input type="radio"/> 120GB Solid State Drive <b>(\$135.71)</b>

## Wide range of payment options

We provide a wide range of online payment methods



### 36 Month Payment Options – Best Outright Prices



We can offer finance in 6, 12 and 24 months interest free as well as 36 Month Payment Plans. 36 Months is recommended as assuming all payments are made, no money is owed at the end of the period.

### Asking a Parent to spend \$20 a month is easier than asking for \$700.



Our portal now offers the best price up front but lets parents looking at financing add a special bundle pack to get finance terms such as a 36 Month Payment Plan.

### Frequently Asked Questions



The pain point of any BYOD portal will be parents calling the school and asking questions. Our frequently asked question page tries to answer as many questions as possible to reduce the admin strain on both the school and ourselves.

### Protect IT Insurance



We use Protect IT Insurance to provide accidental damage and/or theft insurance to parents.

# Protect IT

This insurance product allows parents to call the insurer to log claims and pay excess directly, removing the overhead from the school speeding the process. Jobs are then allocated to LWT for repair. Schools can still log jobs directly with LWT where they wish.



## Onsite Service



One of the biggest problems you will face with BYOD is trying to keep units working so students have them in class ready to use.

Standard Return to Base Warranties can take weeks and means the student will be without a device for a prolonged period.

Onsite service at the school helps you assist your parent community as well as greatly decrease the turnaround time on repairs.

## Software Imaging



We can pre-image devices with a school image before leaving our warehouse. This can be a great way to get parent buy-in to a program as you can deliver what is seen as hundreds of dollars of quality software for free that they may not be able to get to work on a retail purchased device.

## Assistance with Image Creation



Our technicians are experts in Windows 7 and Windows 8 image creation. We can help ensure your image works out of the box and minimises admin work required once the unit is turned on. Examples include automated onboarding procedures such as network provisioning and domain joining.

## Assistance with Parent Nights and School Committee Meetings



Our 1:1 specialists are available to attend both parent nights and school committee meetings to help explain the school's chosen solution to its parent community.

## Online Helpdesk



Schools can choose to provide assistance in diagnosing machines and logging service jobs with LWT or they can let parents log directly on our website <http://service.orderportal.com.au>.

# Online Reporting



Get up to date information for both your online order portal and collection portals by simply logging into the My Account section of our website.

From here the My Portals section of our website allows you to see who has paid, what they've ordered and view serial numbers allocated to each person. With easy date filters and a simple click to export to a spreadsheet, you have all of the information you need to manage your program.

<b>My Account</b>	Quotes	Orders	Invoices	Jobs	User Accounts	My Serials	My Portals	Reports	Your Details
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### My Portals

#### My Collection Portals

Web Link	Company	Payments To Collect	Payment Amount	Payment Frequency	Registered People	View Transactions	View People
<a href="https://www.lwt.com.au/collect/...">https://www.lwt.com.au/collect/...</a>	St Helena Secondary College	1	1485.00	Once	296	<a href="#">View Transactions</a>	<a href="#">View People</a>
<a href="https://www.lwt.com.au/collect/...">https://www.lwt.com.au/collect/...</a>	St Helena Secondary College	1	1607.00	Once	91	<a href="#">View Transactions</a>	<a href="#">View People</a>
<a href="https://www.lwt.com.au/collect/...">https://www.lwt.com.au/collect/...</a>	St Helena Secondary College	1	122.00	Once	52	<a href="#">View Transactions</a>	<a href="#">View People</a>

#### My Order Portals

Order Portal ID	Order Portal Title	Finished	Web Link	View Orders
112	St Helena Accessory Portal	<input type="checkbox"/>	<a href="http://www.sthelena.orderportal.com.au">http://www.sthelena.orderportal.com.au</a>	<a href="#">View Orders</a>
86	St Helena Secondary College	<input type="checkbox"/>	<a href="http://www.sthelena.orderportal.com.au">http://www.sthelena.orderportal.com.au</a>	<a href="#">View Orders</a>
59	St Helena Secondary College	<input type="checkbox"/>	<a href="http://www.sthelena.orderportal.com.au">http://www.sthelena.orderportal.com.au</a>	<a href="#">View Orders</a>

<b>My Account</b>	Quotes	<b>Orders</b>	Invoices	Jobs	User Accounts	My Serials	My Portals	Reports	Your Details
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### My Order Portal Orders

Date From:  Date To:

You can click Column headers to sort

First Name	Last Name	Phone	Email	Total Items	Main Product	Total	Amount Owing	
...	...	...	...	3	Lenovo Thinkpad Yoga - 12.5" (1920x1080), Core i3, Active Stylus, 128GB SSD, Win 8.1 Pro, 3 Year RTB	\$1,616.89	-\$0.01	<a href="#">View Order Details</a>
...	...	...	...	3	Lenovo Thinkpad Yoga - 12.5" (1920x1080), Core i3, Active Stylus, 128GB SSD, Win 8.1 Pro, 3 Year RTB	\$1,807.50	\$0.00	<a href="#">View Order Details</a>
...	...	...	...	3	Lenovo Thinkpad Yoga - 12.5" (1920x1080), Core i3, Active Stylus, 128GB SSD, Win 8.1 Pro, 3 Year RTB	\$1,807.50	\$0.00	<a href="#">View Order Details</a>

# LWT BYOD Technician rates and plans

## With an LWT onsite technician, we can

- Provide technical support to students
- Reimage machines
- Diagnose faults
- Log Warranty and Out of Warranty/Insurance Jobs
- Complete repair work as required
- Collect Payments from Parents Direct
- Manage your repair jobs

## Rates<sup>^</sup>

3 Hour Block	<b>\$199 ex GST</b>
Full Day (7.5 Hours)	<b>\$349 ex GST</b>
Weekly Rate (5 x 7.5 Hours)	<b>\$1599 ex GST</b>

Plus we reimburse you \$25 per repair job

<sup>^</sup> Service not available in all areas, Prices based on 6 month contract, 23 weeks work

## Company Profile

### One of the largest Education Resellers in Australia.

Learning with Technologies (LWT) was established in 2001 and is today one of the largest I.T. hardware providers to the Australian education sector.

We have 4,500 education customers across Australia and supply approximately 50,000 desktops, notebooks and servers every year to Schools, Universities, TAFEs, Government Departments and funded agencies.

LWT is an authorised service provider of Acer, Lenovo and Asus and proudly services more than 2000 computers per month.

We provide our customers with a one stop shop for all I.T. purchasing. Our website lists in excess of 13,000 products and offers a full online solution to manage your IT procurement.

LWT works closely with a range of hardware suppliers to provide the best pricing and service to its customers.



## Learning with Technologies

Tel: 1300 550 717 Fax: 1300 550 718

Warranty Service and Repairs: 1300 556 788

Email: [sales@lwt.com.au](mailto:sales@lwt.com.au)



[www.lwt.com.au](http://www.lwt.com.au)

