

Thank you for joining us today!



Google Chrome Community

September 16th, 2014

Randy Finley, SYNEX Corporation

Paul Hill, Daly Computers Inc.

Daly and the MEEC Contract

- IDIQ Contract for Desktops / Portables, Storage, Servers, Network, Virtual Computing, Peripherals, and Related Service. Contract No.: UB-12-B-19-D1
- Managing Agency - University of Baltimore on behalf of the Maryland Enterprise Educational Consortium (MEEC) and University System of Maryland (USM)
- Daly was ranked #1 in all categories. As the top ranked contractor, Daly is designated as a Solutions Contractor specifically authorized to provide integrated solutions using technologies from across all categories of the contract. In this capacity, Maryland educational institutions can utilize Daly's engineering and architectural capabilities as well as a multitude of professional services to obtain the needed integrated systems.



Google Chrome Community for Education

September 16th, 2014

Randy Finley

Agenda

- I. Educational Marketplace – The Opportunity
- II. The Chromebook Advantage
- III. Google Chrome Community
 - I. Chrome Professionals
 - II. White Glove Services
 - III. Support
- IV. How can DALY Help?
- V. HP Chromebook Product Offering
- VI. Questions and Answers

K-12 Market

- US K-12 approximately 50m students
 - 3m educators
 - 13.8k unique school districts
 - Microsoft 43m seats (38 years)
 - iOS 4-6m seats (iPad and Mac) (37 years)
 - Chrome 1.2m seats in (21 months)
- Canadian K-12 approximately 5m students
 - 400k educators
 - 424 unique school districts
- 2014 Chrome projections, 4 million + incremental seats
 - Every seat needs a Chromebook and Mgt Console
- Common Core for K-12 (business driver)
 - Standardized math and language arts testing
 - Requires secure browser and device w/ keyboard

Big shift in Ed-Tech happening over next 5-10 years and Synnex and Google can provide a solution

Devices

100% of K-12 IT managers expect their school to have a **1:1 device:student ratio in the next 5-10 years**

Infra-structure

89% of districts are upgrading their network to prepare for digital content
55% of K-12 IT professionals indicate they need server and storage improvements to support technology programs; **43% consider cloud computing**

Digital content

65% of school districts currently **have** a digital content strategy and **28%** are **developing** one.
64 percent of K-12 students use digital content in the classroom, and **48 percent of students would like faculty to incorporate more digital content**

Talking to Schools

learning the educational languages

What you should know:

Common Core Standards

RTI (delivering different lesson plans privately)

FERPA (Google Vault)

1 to 1

BYOD (is it equal?)

E-Rate

Title Funding

Roles and levels in decision making



We understand!

Issues the Schools Face

a. Funding

b. Charging

c. Security of the Devices

(Locking Carts, Management Console can help)

d. Teacher Training

e. Wireless Infrastructure

f. Damage to Devices



How relevant is Chrome?

- Chromebook Worldwide shipments
 - 2013 = 1.84 million
 - 2014 forecast = 4.79 million
 - 2015 forecast = 8 million+
- Top 3 shipped mobile devices in Feb, March , April, May, June and July, 2014 according to NPD data
- 2013 Windows based laptop = 34.1% market share (down 8.8% from 2012)
- 2013 Chromebook market share increased to 19% (up 1% from 2012)
- Relevant Google Numbers:
 - 6% of top 50 startups are using Google
 - 58% of Fortune 500 are using Google
 - 72 of the top 100 Universities are using Google
 - 5 million businesses are using Google Apps

Chrome Ecosystem Today

Devices



5K Schools
20%

Platform

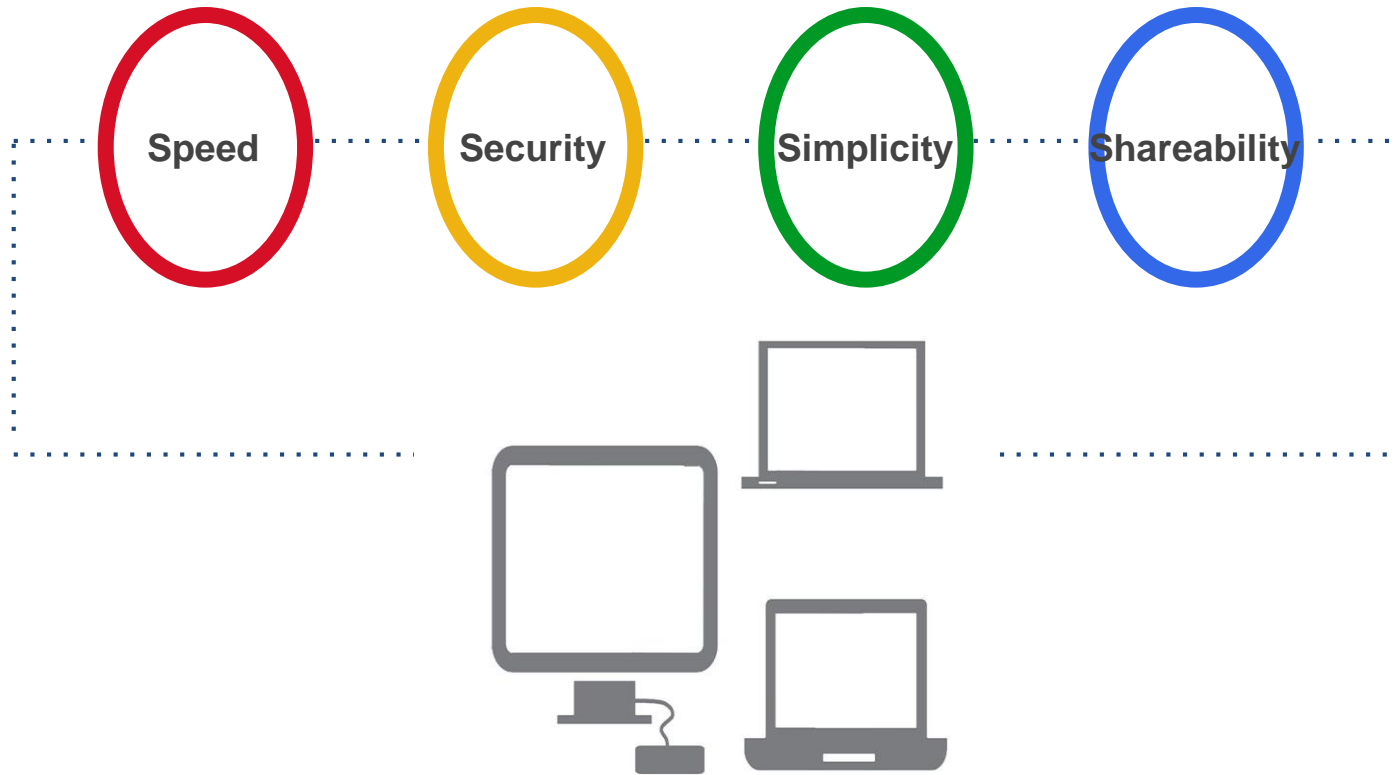


30M Apps Users
1K Certified Teachers

Content



Google Search
YouTube in Education



Chromebooks for Education



No More Waiting

Boots up in **under :10 seconds**

Versus Average boot up time,
3:26 minutes

More teaching time!

Always up to
date!

Updates frequently, automatically,
and for free

Versus Purchase and install
updates manually

Simple to Manage!

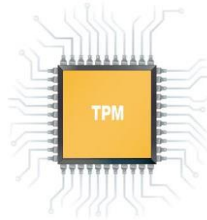
Security built-in



Sandboxing



Safe Browsing



Verified boot



Data encryption & cloud storage



Configurable auto-updates

Google's Enterprise-class Security

Reliability

- 99.9% SLA
- less than 8 mins downtime/month
- 46x more reliable than Exchange

Proven Cloud

- Data sharding
- Data center redundancy
- 300+ engineers focusing on security

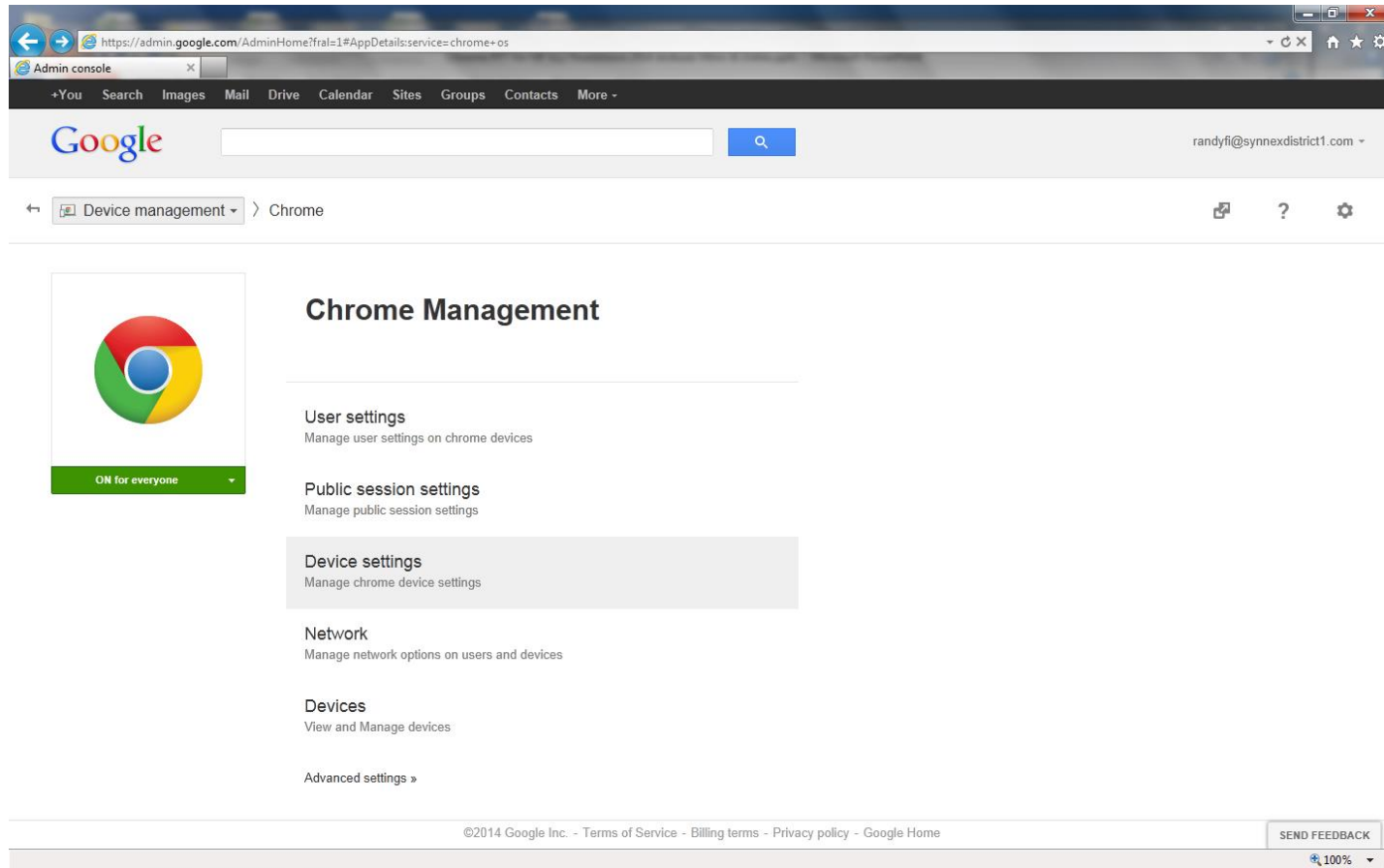
Data

- Ads off by default
- Customer data defined as Confidential Information
- Data owned by customer, no human interaction with their data

Innovation

- 2-step verification
- Admin notification of suspicious activity
- Built in mobile device management

Google Chrome Management Console License

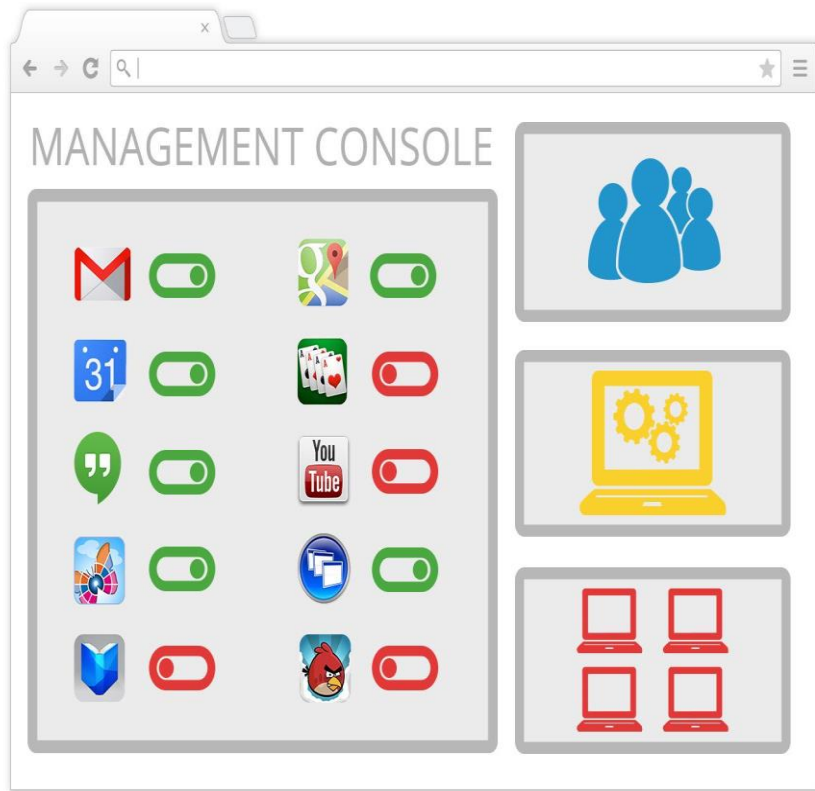


The screenshot displays the Google Chrome Management Console in a web browser. The address bar shows the URL <https://admin.google.com/AdminHome?fral=1#AppDetails:service=chrome+os>. The browser's navigation bar includes the Google logo, a search bar, and the user email randyfi@synnexdistrict1.com. The breadcrumb navigation shows 'Device management' > 'Chrome'. The main content area features the Chrome logo and a green status bar indicating 'ON for everyone'. Below this, the 'Chrome Management' section lists several settings categories: 'User settings' (Manage user settings on chrome devices), 'Public session settings' (Manage public session settings), 'Device settings' (Manage chrome device settings), 'Network' (Manage network options on users and devices), 'Devices' (View and Manage devices), and 'Advanced settings' with a right-pointing arrow. The footer contains copyright information for 2014 Google Inc. and a 'SEND FEEDBACK' button.

Chromebooks for Education Management Console

\$30 for Education, \$150 for Business

Lifetime management and 24/7 support



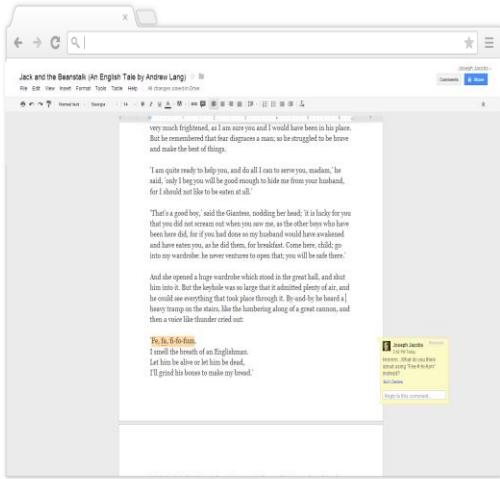
Speed

Simplicity

Security

Shareability

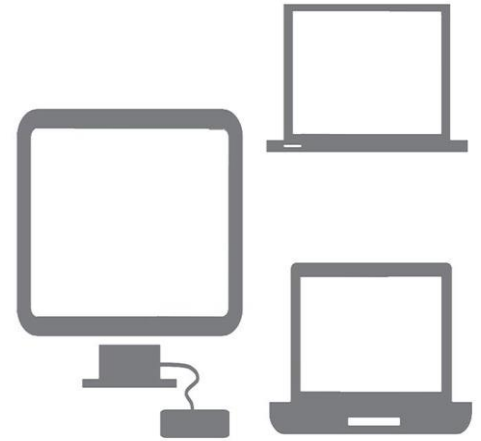
Chrome for Education



Browser

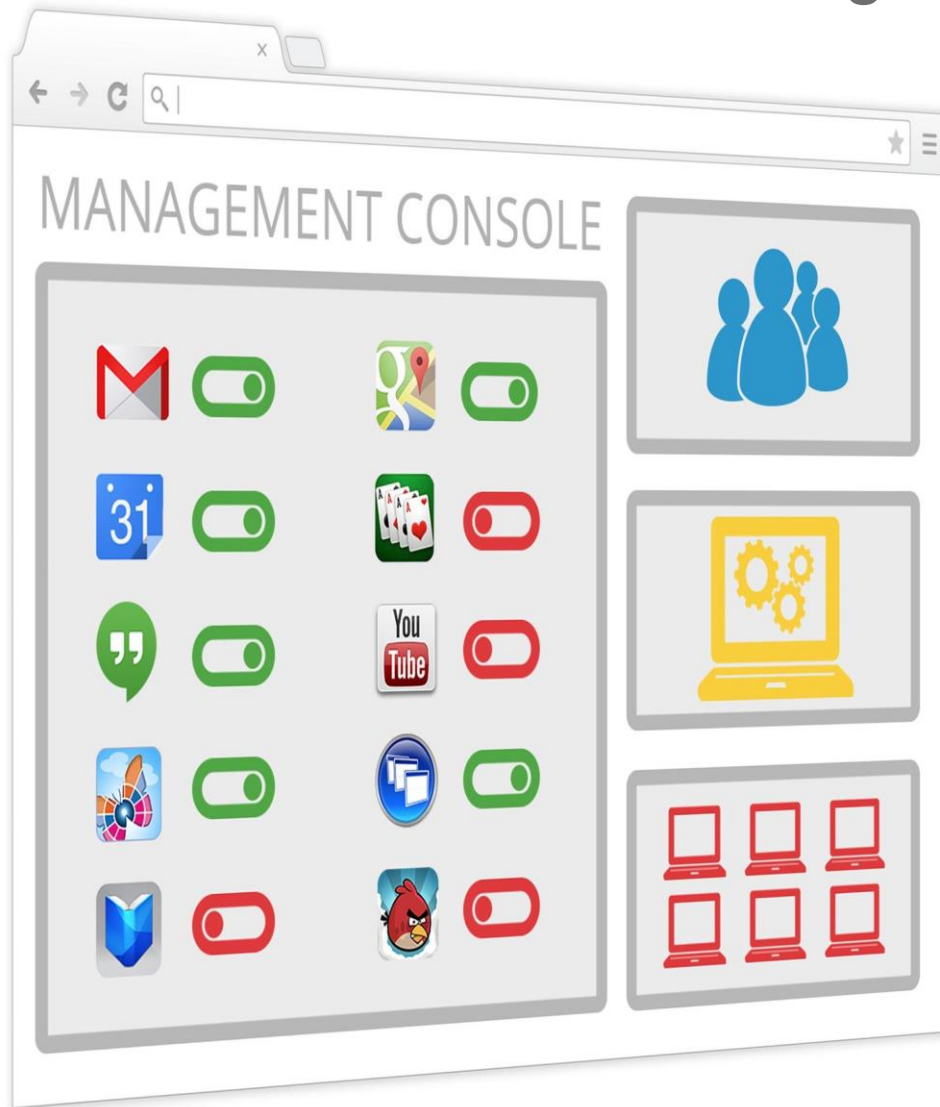


Management



Chromebooks

Chrome Management Console



EASY

- TO DEPLOY
- TO SECURE
- TO SCALE



CHROME MANAGEMENT

120+
POLICIES
24/7
SUPPORT

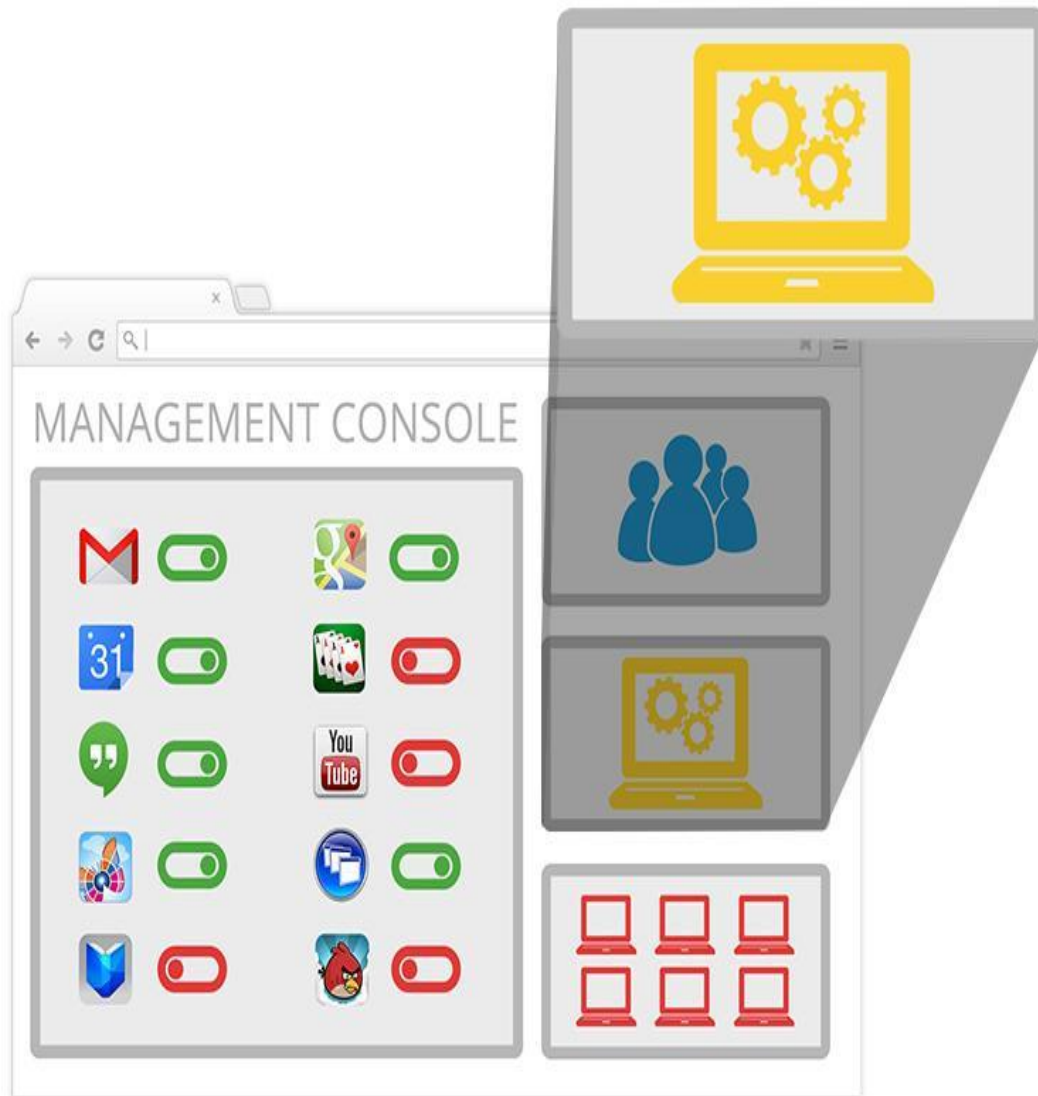


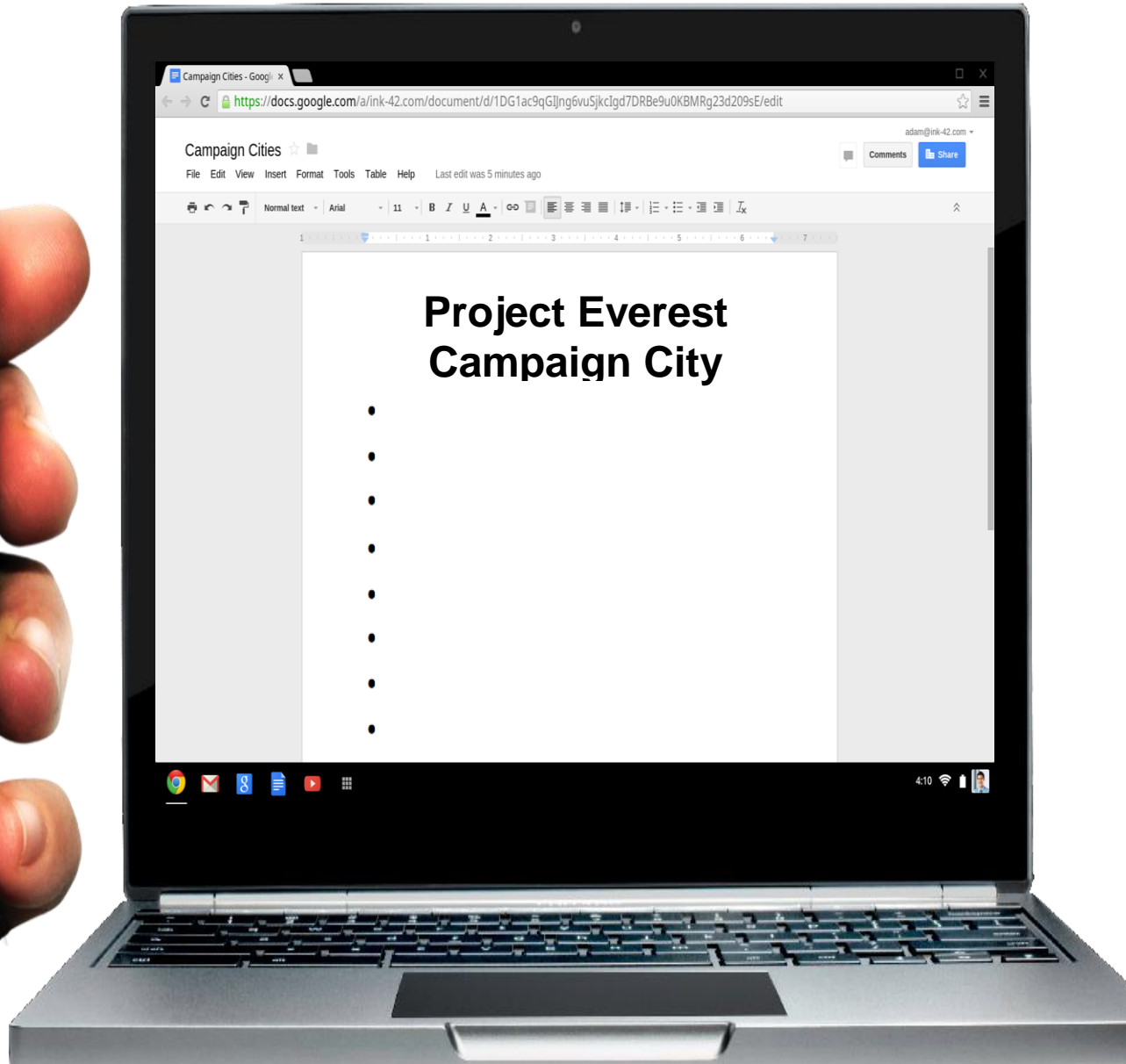
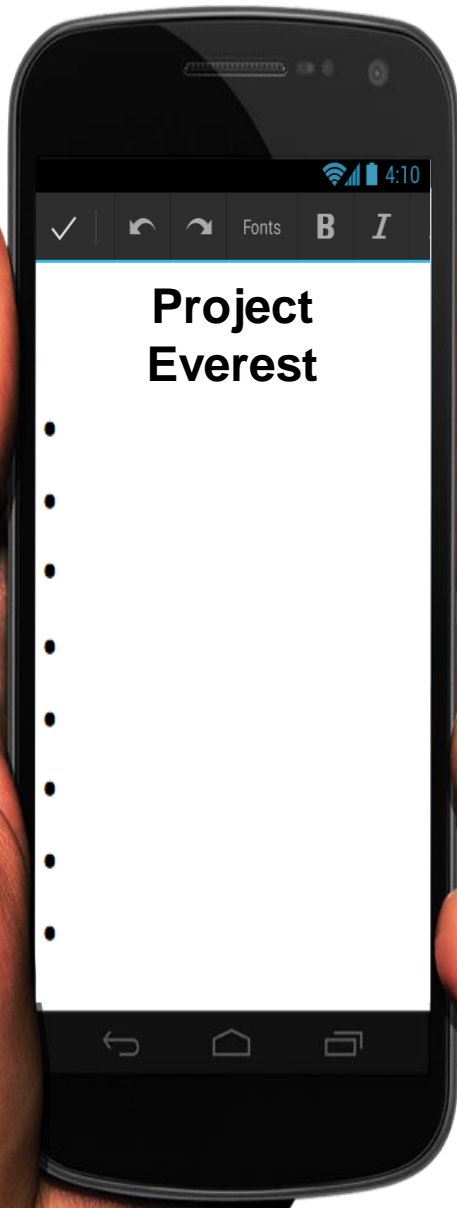
MANAGE APPS

- Pre-install apps
- Block apps & extensions
- Create private app collection
- Set homepage & tabs
- Control Google Sync

MANAGE DEVICES

- Auto-enroll device
- Control OS updates
- Restrict sign-in
- Force session timeout
- Configure networks
- Disable webcam & mic







Manage 4 devices or 40,000
all from a web browser

Google Pros

- Cadre of trained resources providing support for all facets of Chrome
 - Chromebooks
 - Chrome Management Console
 - Adjacent products
 - Google Apps
 - 3rd party Apps
- Technical Team
 - Combination of US and overseas based resources
 - Providing Pre and Post Sale support to Resellers
 - Wireless assessment services
 - Concierge desk for End User support
 - Trained integration specialists
- PM and Business Development
 - Dedicated PM support for Google Mgt Console and Apps
 - BD's w/ front of classroom experience
 - Management Console configuration support
 - Device selection
 - Demo support virtual or on premise

White Glove Servicess

- Chrome-Complete
 - Update Chrome OS
 - Enablement of Management Console Settings
 - Device enrollment
- Additional Integration Services
 - Asset tag
 - Etching *(New!)*
 - Custom size pallets
 - In Charging Cart delivery
 - Logistics support for large roll outs
- East and West Coast US facilities
- Guelph Canada



Supporting Chrome

- Concierge Desk
 - Pre and Post sales support for Community Members
 - End User support for educators, administrators and district IT staff
 - Chrome Pro's on call 7:00AM EST – 7:00PM PST
 - Supports Chrome Mgt Console, Google Docs, select Apps
- Training and Enablement
 - Trainings – reseller , teacher to teacher
 - How Chrome meets Common Core criteria
 - Mgt Console set up services
 - Go Live support (virtual and on-site)
 - App recommendations
- Chrome Polish
 - Ongoing support for Chrome implementations
 - 30-60-90 day checkpoints
 - Consultative interaction to keep Chrome on track

Google Chromebook Roadmap

- a. Google App For Education for the school (must have before you get the Chrome Management Console)**
- b. Training Teachers to develop and deliver curriculum through technology**
- c. Choosing Curriculum**
- d. Infrastructure validated for the solution support (very critical)**
- e. Choosing the Devices**



How Can DALY Help?

Does the school district have Google App deployed?



Setup & Administration Consulting

- Google Apps is a prerequisite to ordering Chromebook Management Console
- Google PIN Number for the School
- Email migration discussion (not included, but should be addressed early)

How Can DALY Help?



Google Chromebook Management Console Planning, Deployment, and First Time Setup

- Management Console design
- Correct set up of the wireless SSIDs
- Training of support staff, with demonstration of how to administer the domain and future settings

How Can DALY Help?

White Glove Services

- **Device enrollment with Full OS update, school Personalization. Ready for use by Teachers or Students upon arrival out of the box.**
- **Asset tagging**
- **Laser Etching**
- **Logistical support for large rollouts**



How Can Daly Help?

Proof of Value Pilot Kits

Schools new to using Chromebooks benefit from pre-configured managed pilots kits

Proof of Value Experience: **Chromebook Management Console Deployment Planning and First-Time Setup, 12 Chromebooks, Management Console Licenses, Cart, Wireless AP, Two-Day On-Site Teacher Training**



How Can DALY Help?

Teacher to Teacher Training

- **Two Day On-site Teacher training**
- **Additional Day**
- **Remote Teacher training 8-Hour Retainer**
- **24 - Hour Retainer**



How Can DALY Help?



Concierge Desk

Helpdesk serving the teachers

(one seat per 20 Management Console Licenses) Monthly

How Can DALY Help?

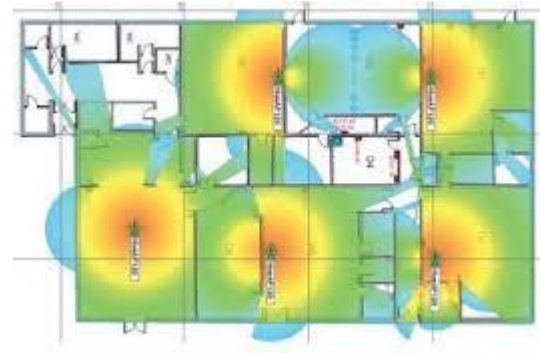
Chrome Polish with IT Adminstrators



30-60-90 Day Check Ups of Management Console Experience

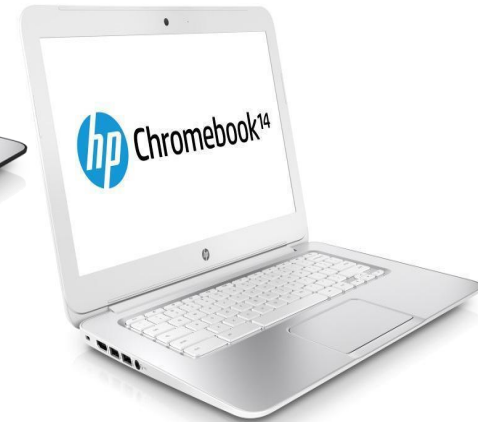
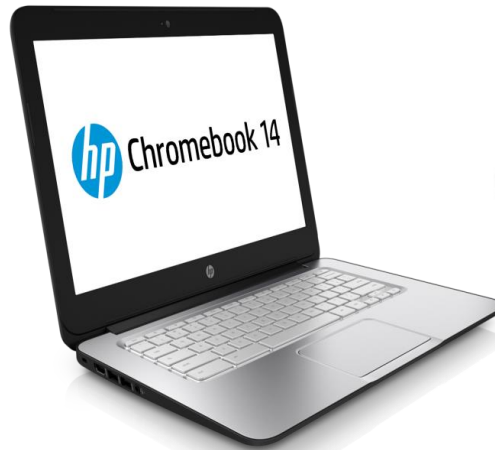
Scheduled 30/60/90 Day follow ups by the GooglePros team that did the initial setup of the Google Chromebook Management Console will ensure that the structure that was established is working as planned for the customer. GooglePros will review the management console environment, leaving time for questions on administration, and discussion around best practices included during these follow-ups. Benefit from the collective real-world experience this team has in support of educators around critical pieces of security, app delivery and user structure.

How Can DALY Help?



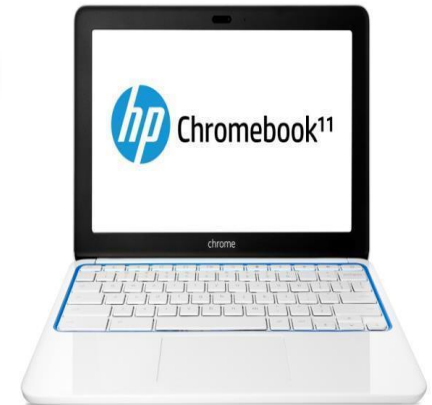
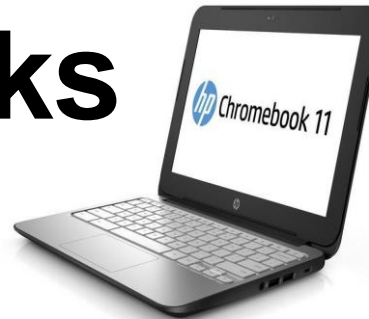
Is the network ready for the Chromebooks?

- Infrastructure assessments
- Wireless readiness via no-charge predictive survey: (start with an E-mail your DALY representative)
- Wireless On-Site Survey with heat map



HP Chromebooks

Connect from more places



HP Chromebook 11 G3

What's New

- Intel processor
- Black Keyboard
- 4.5mm barrel AC adapter
- WWAN option (planned in January)
- HDMI port
- USB 3.0 (with charging port)
- SD card slot
- Choice of 2GB or 4GB models
- 9.5 hr battery life



HP Chromebook 11 G3

Specifications

Intel Celeron N2830/N2840* (2.16GHz, turbo up to 2.42GHz)

Intel HD Graphics

2GB or 4GB RAM (DDR3L – 1600 MHz)

11.6" HD WLED AG (1366x768)

16GB eMMC

Intel 7260 WLAN AC 2x2 WiFi, BT 4.0

Optional LTE/HSPA+ w/ external SIM slot

HD Camera (1280x720, 30fps)

Digital microphone w/ echo cancellation, noise suppression

Dual speakers

TPM

SD/SDHC/SDXC media card reader

USB 2.0 (1), USB 3.0 (1 charging port), HDMI

4.5mm barrel AC adapter (same as Chromebook 14)

9.5 hr battery life

Twinkle Black color (same as G2)

Warranty 1yr

Optional Care Pack Warranty available

Dimensions (WxDxH): 11.81" x 8.1" x .8" at rear

Weight: 2.83 lbs.

DIB options: USB to RJ45 adapter, HDMI to VGA adapter

Chromebook 11 G3 Ports

Specifications



HDMI
USB 3.0 Charging Port
USB 2.0
Combo headphone/mic
Power LED



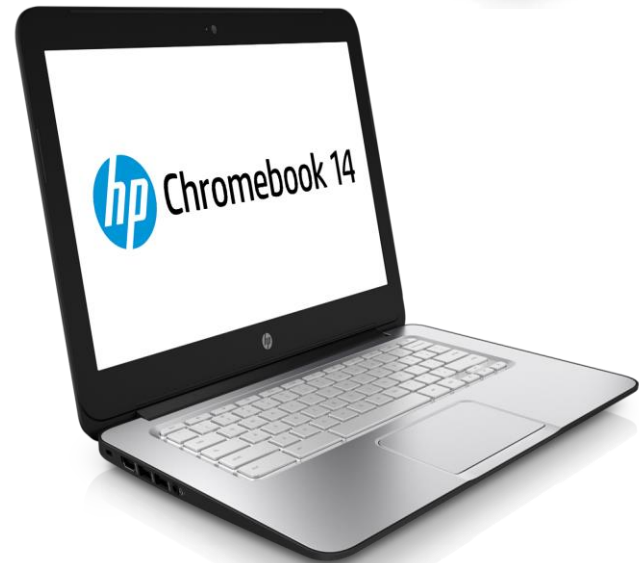
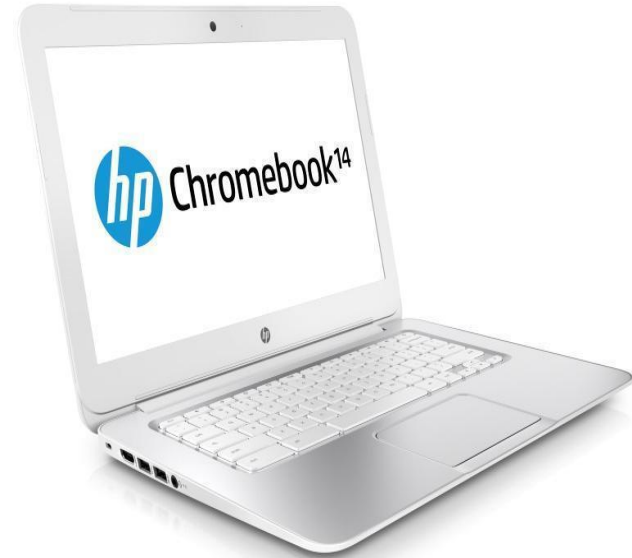
Lock slot
AC Adapter (round)
Charging LED
SIM (optional)
SD card



HP Chromebook 14

Full-size comfort with full mobility

- Take this business-ready Chromebook anywhere, thanks to a compact design that's just over 4 lbs. and 20 mm thin
- Websites and apps really pop on this Chromebook's 14-inch diagonal HD display.²
- Capture all the details with the vibrant clarity of the HP TrueVision HD Webcam.^{1, 2}
- Easily share images and videos using the multi-format digital media card reader.
- Enjoy precise navigation with the touch of a finger with the HP Imagepad



Accessories for the HP Chromebook⁴



HP Business Slim Top Load Case
Designed for the sleek and lightweight
HP slim profile notebooks (fits up to
14.1")



HP Mobile USB DVD/RW
Powered by AC power or powered USB,
the drive can read/write CD's and DVD
formats



HP Slim Ultrabook Backpack
An ideal case with comfortable
shoulder straps, external slot for
cell, and large storage space



HP 20- and 30- Notebook Charging Carts
Securely store and charge notebook while
inside the classroom in these innovative
carts

QUESTIONS?
PREGUNTAS?
VARGEN?
问题
TANONG?



Events

October 7th

8:30am - 12pm

Daly Technology Showcase Virginia

The Westin Richmond

Richmond, VA

Free admission and parking

October 10th

8:30am - 2pm

Daly Technology Showcase Maryland

BWI Airport Marriott

Baltimore, MD

Free admission and parking

THANK YOU!
GRACIAS!
DANK U!
谢谢
SALAMAT!



Randy Finley
Manager, Public Sector Business Development
randyfi@synnex.com
800-456-4822, ext 4390
864-349-4390
Mobile 510-402-7058