

# Technology Immersion Package Summary

## Dell Inc.

### I. Summary of Package Contents

The Dell technology immersion package that was developed for the TIP project brings together world-class partners that are experts in the field of educational technology. Each partner and component of the Dell Technology Immersion Package is built upon industry and K-12 research and best practices for integrating technology into the classroom environment. In order to develop this offering, Dell evaluated a wide variety of products and services. The Dell TIP package provides a seamless integration of products and services that will significantly improve the teaching and learning environment for students and teachers.

#### a. Software Solutions

Wireless Mobile Computing Device	Supporting Software	Professional Development	Online Instructional Resources	Online Formative Assessment Tools
Dell	Microsoft Office eChalk	Co-nect	Classroom Connect netTrekker	CTB/McGraw Hill

#### b. Hardware Solutions

- i. Dell Latitude D505 notebook

#### c. Services Solutions

- i. 3-year on-site next-business-day warranty
- ii. Installation
- iii. Pre-installed image
- iv. Single point of contact for break/fix and software support
- v. On-site project lead
- vi. Program management

### II. Description of Package Contents

#### a. Wireless Mobile Computing Devices

- i. Award winning Latitude D505: 1.2 GIG Celeron, built-in wireless, 256MB RAM, 40MB HD, 24XCD, Nylon Carry Case, 3 YR Next Business Day Onsite warranty.

#### b. Productivity, Communications and Presentation Software

- i. Microsoft Office: The Microsoft Office System optimizes students' innate ability and desire to communicate and collaborate with each other, while increasing their opportunity to learn. Familiar programs in Microsoft Office (Word, Excel, Outlook, PowerPoint and Access) create enhanced learning environments that engage students and support teaching in the classroom.

- ii. eChalk: eChalk serves as a natural launching point, or “portal,” to the other web-based applications and resources included in this package. eChalk’s Student-Safe Email<sup>SM</sup> solution, allows a school or district to confine student email communication to the school environment they belong to. Additionally, eChalk is a research-based basic infrastructure product that supports the Texas Essential Knowledge and Skills for Technology Applications (TEKS correlations included as an Attachment), TIP goals, and enables teachers to easily deliver and combine various instructional resources through the Internet.
- c. On-line Instructional Resources
- i. Connected Tech from Classroom Connect: This online program is designed to streamline the integration of technology applications skills into the TEKS core curriculum and improve the entire educational experience for Texas’ students and educators alike. Classroom Connect has created the lessons and projects in Connected Tech independently after extensive research and collaboration with hundreds of educators, designing the teaching methodology for maximum effectiveness in the online environment. Teachers can use Connected Tech’s resources to adapt teaching methods in any subject to a variety of student capabilities. Includes more than 450 tutorials, lessons, projects and assessments in reading, language arts, mathematics, science and social studies.
  - ii. netTrekker from Thinkronize: netTrekker is a superior academic search engine specifically designed for school use. It is a supplemental curriculum product that extends, supplements, and enhances learning in the four core curriculum content areas of English language arts, mathematics, science, and social studies as well as non-core curriculum content areas of health education, physical education, technology applications, languages other than English, career orientation, and fine arts for all grades including grades 6-8. There is no other educational search engine that provides the quality of content, depth of content, and ease of use. It is Internet-based, and therefore, accessible by teachers and students from any Internet accessible computer. netTrekker increases teacher productivity and students’ time on task by providing fast and easy access to over 180,000 high quality, prescreened, and educationally relevant K-12 online resources that link directly to the Texas Essential Knowledge and Skills (TEKS) for all subject areas. These standards-based online resources, including more than 18,000 lesson plans and learning exercises, can be used in the classroom and curricula to stimulate instruction and learning.

d. On-line Formative Assessment Tools

- i. *i-know* from CBT McGraw Hill: developed to provide teachers the ability to easily access all needed test information, schedule students for testing, monitor the testing process itself, and quickly and easily access score reports. With *i-know*, students take the test using an interface that is easy to read and navigate and that allows them to move forward and backward throughout the test to review items as needed. The system is secure, using logons and passwords as well as security of data during transmission to ensure confidentiality of student data. CTB has designed *i-know Texas* to assist Texas districts to:
  1. determine student knowledge of state (TEKS) standards content at a more detailed level
  2. provide close alignment to TEKS standards
  3. provide multiple administrations that permit longitudinal inferences
  4. support instructional effectiveness
  5. indicate how well students are prepared to meet the demands of state standards and annual state summative assessments
  6. construct a system that adds new features and improves over time.

e. Professional Development

- i. Co-nect: a two-year professional development program designed around collaborative learning for educators and includes:
  1. Planning, evaluation, and monitoring
  2. Seminars: multi-day seminar held prior to the beginning of each school year
  3. Workshops: instructor-led workshops at the school or district site
  4. Coaching of individual and small groups of teachers
  5. Support of ongoing collaborative study groups at the school – Co-nect provides a methodology, professional development content and curricular examples, and Co-nect consultant support to guide groups of teachers through collaboratively learning and through the application of new skills and knowledge
  6. Online Learning- The Co-nect Exchange which includes a library of self-paced courses aligned to ISTE and the Texas STaR Chart, projects tied to Texas content standards, and Dr. Texas, an email resource designed specifically for teachers in Texas.

f. Technical Support

- i. Dell will provide 800 telephone number for end-users to call for break/fix and software support.
- ii. Dell will route calls to Dell for Break/Fix and the correct Software Application Dell for warranty support calls.
- iii. Call Center will operate Monday through Friday 8am to 5pm.

g. Project Management

- i. Dell will provide an assigned Project Manager (PM) for standard support services consisting of purchasing and deploying Dell products. Guided by Customer overall requirements, Dell Project Managers lead cross-functional project teams to plan, implement, and manage deployment programs using consistent and proven "Best Practice" project management methodologies. Dell's Project Managers ensure compliance to mutually agreed upon project parameters and schedules, and provide the planning, scheduling, and management of all assigned resources.

Once in the Program Operations phase, the primary objective of each PM will deliver quality service by implementing cost effective business practices that improve existing processes. The Dell PM leverages Dell's business model to streamline services in the areas of: Project Setup / Planning, Project Implementation / Execution, Project Completion / Closeout and Coordination of Dell activities

h. Pricing

- i. Package with Latitude D505 -- ABC Middle School has 450 students and 25 teachers. Using this example, our Technology Immersion Package would cost

1. \$536,275 in Year 1 of implementation ( $475 \times \$1,129 = \$536,275$ )
2. No additional cost for Year 2 of implementation
3. \$40,346.50 in Year 3 of implementation ( $475 \times \$84.94 = \$40,346.50$ )

ii. Options:

1. Hardware upgrades available upon request (also included in our original response)
2. Additional services available upon request (also included in our original response)

III. **For Further Information**

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