K-12 Playbook
2017 Season

NA 4P Brand Team
EDU Solutions and Market Opportunity
Why Choose Lenovo for your ‘Digital District’?

As the world’s leading provider of education technology, Lenovo is helping districts and schools transform the future, one student at a time.

• **First to market** with education-built devices

• **Portfolio-wide innovation**, from cutting-edge ThinkPad mobility to powerful System x data center transformation

• **Powerful partnerships** with leading education service and solutions providers

Lenovo always builds for reliability first, ensuring IT dollars are always well-spent.
Classrooms / Labs...“Stay at School”
Your requirements that can be met with Lenovo hardware, software and services solutions

- EDU-Rugged design
  - Protection from bumps, drops, spills, and student-induced damage
- Solid performance
- Form factors designed to be handled easily by students (size and weight)
- Great WIFI connectivity
- Budget-friendly
- Easy to secure and manage
- Compatible with industry-standard mobile carts
- Accidental Damage Protection Services
- Touch-enabled for natural learning in early grades
- Pen-enabled for natural writing in later grades

Your requirements that can be met with Lenovo hardware, software and services solutions
# Classrooms / Labs...“Stay at School”

## Recommended Notebooks

<table>
<thead>
<tr>
<th>Why This Device?</th>
<th>LENOVO N22</th>
<th>LENOVO N23</th>
<th>LENOVO N23 Chromebook</th>
<th>LENOVO N23 Yoga Chromebook</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Processor</strong></td>
<td>Intel® Celeron® processor</td>
<td>Intel® Celeron® processor</td>
<td>Intel® Celeron® processor</td>
<td>Mediatek Arm</td>
</tr>
<tr>
<td><strong>OS</strong></td>
<td>Up to Windows 10 Pro</td>
<td>Up to Windows 10 Pro</td>
<td>Chrome OS</td>
<td>Chrome OS</td>
</tr>
<tr>
<td><strong>Form Factor / Size</strong></td>
<td>Laptop Starting at 2.8 lb / 0.88” thin</td>
<td>Convertible with a 360° hinge Starting at 3.1 lb / 0.92” thin</td>
<td>Laptop Starting at 2.8 lb / 0.88” thin</td>
<td>Convertible with a 360° hinge Starting at 3.0 lb / 0.83” thin</td>
</tr>
<tr>
<td><strong>Display Size</strong></td>
<td>11.6” HD TN</td>
<td>11.6” HD IPS LED</td>
<td>11.6” HD TN (IPS option)</td>
<td>11.6” HD IPS LED</td>
</tr>
<tr>
<td><strong>Maximum Memory / Storage</strong></td>
<td>4GB RAM, 128GB SSD</td>
<td>8GB RAM, 128GB SSD</td>
<td>4GB RAM, 32GB eMMC</td>
<td>4GB RAM, 32GB eMMC</td>
</tr>
<tr>
<td><strong>Battery Life</strong></td>
<td>Up to 10 hours</td>
<td>Up to 10 hours</td>
<td>Up to 10 hours</td>
<td>Up to 10 hours</td>
</tr>
</tbody>
</table>
Classrooms / Labs...“Stay at School”
Recommended Desktops and AIOs

<table>
<thead>
<tr>
<th></th>
<th>THINKCENTRE M810z ALL-IN-ONE</th>
<th>THINKCENTRE M710 TINY</th>
<th>THINKCENTRE TINY-IN-ONE 22/24</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Why This Device?</strong></td>
<td>MIL-SPEC tested and rugged with a sleek, new impressive design that saves space</td>
<td>Ultrasmall form factor, integrates quickly with the Lenovo ThinkCentre Tiny-in-One 22/24 for completely modular all-in-one computing</td>
<td>Desktops that allow for flexibility and freedom, modular all-in-ones that can be paired with most ThinkCentre Tiny PCs</td>
</tr>
<tr>
<td><strong>Processor</strong></td>
<td>Up to Intel® Core™ i7 processor</td>
<td>Up to Intel® Core™ i7 processor</td>
<td>Up to Intel® Core™ i7 processors when paired with compatible ThinkCentre Tiny PCs</td>
</tr>
<tr>
<td><strong>OS</strong></td>
<td>Up to Windows 10 Pro</td>
<td>Up to Windows 10 Pro</td>
<td>Up to Windows 10 Pro</td>
</tr>
<tr>
<td><strong>Form Factor</strong></td>
<td>21.5” Ultrathin all-in-one with optional touchscreen</td>
<td>Ultrasmall form factor PC, starting at 2.9 lb</td>
<td>Modular all-in-ones</td>
</tr>
<tr>
<td><strong>Maximum Memory</strong></td>
<td>32GB DDR4</td>
<td>32GB DDR4</td>
<td>32GB DDR4 with compatible ThinkCentre Tiny PC</td>
</tr>
<tr>
<td><strong>Manageability</strong></td>
<td>Embedded manageability and security tools integrate into your existing solutions</td>
<td>Easy manageability tools, including PC Cloud Manager 2.0</td>
<td>Refresh smarter by upgrading components together or independently</td>
</tr>
</tbody>
</table>

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1:1 Computing...“Take Home”

Your requirements that can be met with Lenovo hardware, software and services solutions

- Ultimate in EDU-Rugged design
  - Travel from school to home introduces even more opportunity for damage

- Backpack or protective sleeve

- Form factors designed to be handled easily by students (size and weight)

- Loss prevention, anti-theft (ability to track and find a lost device)

- Easy to secure and manage

- Great WIFI connectivity
  - Compatible with wireless routers, mobile hotspots, smartphone tethering

- Accidental Damage Protection Services

- Budget-friendly

- Solid performance
### 1:1 Computing...“Take Home”

#### Recommended 1:1 Notebooks

<table>
<thead>
<tr>
<th>Why This Device?</th>
<th>THINKPAD 11e</th>
<th>THINKPAD YOGA 11e</th>
<th>THINKPAD 11e Chrome</th>
<th>THINKPAD 11e Yoga Chrome</th>
</tr>
</thead>
<tbody>
<tr>
<td>Productivity and durability for the challenges of learning in and out of the classroom</td>
<td>Education-built multimode functionality that supports diverse learning styles and spaces. Optional Active Pen available for a pen-to-paper feel.</td>
<td>In the classroom and at home, enjoy a personalized learning experience that is simple &amp; secure, while schools benefit from a cost effective learning tool that can be easily managed.</td>
<td>Great for multitasking with a 360-degree hinge. Go from writing a report in laptop mode to reading assignments in tablet mode.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Processor</th>
<th>Up to Intel® Core™ i3 processor</th>
<th>Up to Intel® Core™ i5 processor</th>
<th>Intel® Celeron® processor</th>
<th>Intel® Celeron® processor</th>
</tr>
</thead>
<tbody>
<tr>
<td>OS</td>
<td>Windows 10 Pro</td>
<td>Windows 10 Pro</td>
<td>Chrome OS</td>
<td>Chrome OS</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Form Factor / Size</th>
<th>Laptop Starting at 3.3 lb / 0.88&quot; thin</th>
<th>Convertible with a 360° hinge Starting at 3.5 lb / 0.90&quot; thin</th>
<th>Laptop Starting at 3.3 lb / 0.88&quot; thin</th>
<th>Convertible with a 360° hinge Starting at 3.5 lb / 0.90&quot; thin</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Display Size</th>
<th>11.6&quot; HD LED</th>
<th>11.6&quot; HD IPS Touch LED</th>
<th>11.6&quot; HD TN</th>
<th>11.6&quot; HD IPS Touch LED</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Maximum Memory / Storage</th>
<th>8GB RAM, 256GB SSD</th>
<th>8GB RAM, 256GB SSD</th>
<th>4GB/16GB eMMC</th>
<th>4GB/16GB eMMC</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Battery Life</th>
<th>Up to 10 hours</th>
<th>Up to 10 hours</th>
<th>Up to 10 hours</th>
<th>Up to 10 hours</th>
</tr>
</thead>
</table>
STEM Learners...“Stay at School”

Your requirements that can be met with Lenovo hardware, software and services solutions

• Rugged design
  – Protection from bumps, drops, spills, and student-induced damage

• More powerful graphics capability

• Multi-mode devices for creating and collaborating

• Outstanding performance

• Better audio and video capability

• Easy to secure and manage

• More powerful processing capability

• Great WIFI connectivity capability

• Accidental Damage Protection Services

• Supports Project Lead the Way requirements

Can we get photo of workstation in action?
### STEM Learners...“Stay at School”

#### Recommended Workstations

<table>
<thead>
<tr>
<th>Why This Device?</th>
<th>Processor</th>
<th>OS</th>
<th>Graphics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Workstation Power, Desktop Value</strong></td>
<td>Up to Intel® Xeon® processor</td>
<td>Up to Windows 10 Pro</td>
<td>SFF: NVIDIA NVS / Quadro up to dual K1200</td>
</tr>
<tr>
<td>Reliable, serious, affordable, and upgradeable computing capabilities all in one package. Designed for media instruction, classrooms, and labs. Perfect for 2D CAD/CAM, and entry photo/video learning.</td>
<td>Up to Intel® Xeon® processor</td>
<td>Up to Windows 10 Pro</td>
<td>Tower: NVIDIA NVS / Quadro up to M4000</td>
</tr>
<tr>
<td><strong>Performance, Reliability and Power</strong></td>
<td>Up to Intel® Core™ i7 processor</td>
<td>Up to Windows 10 Pro</td>
<td>Full line of NVIDIA Quadro, NVS graphics cards</td>
</tr>
<tr>
<td>Perfect for STEM and research workloads, with robust redundancy, toolless design, and flexible I/O that brings dependable performance.</td>
<td>Up to industry-first Intel® Xeon® processor for mobile workstations</td>
<td>Up to Windows 10 Pro</td>
<td>NVIDIA Quadro M500M</td>
</tr>
<tr>
<td><strong>World’s First ISV-certified Multimode Mobile Workstation</strong></td>
<td>Up to industry-first Intel® Xeon® processor for mobile workstations</td>
<td>Up to Windows 10 Pro</td>
<td>NVIDIA Quadro M500M or M2000M graphics</td>
</tr>
<tr>
<td>Features Wacom® Active ES™ pen technology with 2,048 levels of pressure sensitivity, making it the most precise pen on the market. Great for engineering, architecture, and design students.</td>
<td>Raising the Bar for Mobile Workstation</td>
<td>Up to Windows 10 Pro</td>
<td>Four different NVIDIA Quadro graphics cards available, up to M5000M</td>
</tr>
</tbody>
</table>
| MIL-SPEC tested, ISV certified, and features up to a 15.6” 4K UHD display with optional X-Rite Pantone color calibration, not to mention expandability up to three storage devices. | Redefining the Mobile Workstation | Raising the Bar for Mobile Workstation | Raising the Bar for Mobile Workstation

**Performance, Reliability and Power**

Perfect for STEM and research workloads, with robust redundancy, toolless design, and flexible I/O that brings dependable performance. Designed for media instruction, classrooms, and labs. Perfect for 2D CAD/CAM, and entry photo/video learning.

**World’s First ISV-certified Multimode Mobile Workstation**

Features Wacom® Active ES™ pen technology with 2,048 levels of pressure sensitivity, making it the most precise pen on the market. Great for engineering, architecture, and design students.

**Raising the Bar for Mobile Workstation**

MIL-SPEC tested, ISV certified, and features up to a 15.6” 4K UHD display with optional X-Rite Pantone color calibration, not to mention expandability up to three storage devices.
Teacher Devices

Your requirements that can be met with Lenovo hardware, software and services solutions

- **Rugged design**
  - Protection from bumps, drops, spills, and student-induced damage

- **Multi-mode devices for creating and collaborating**

- **Outstanding performance**

- **Supports Project Lead the Way requirements**

- **Easy to secure and manage**

- **Better audio and video capability**

- **More powerful graphics and processing capability**

- **Great WIFI connectivity**

- **Professional Development Services**

- **Accidental Damage Protection Services**
## Recommended Teacher Devices

<table>
<thead>
<tr>
<th>Why This Device?</th>
<th>THINKPAD YOGA 11e</th>
<th>THINKPAD 11e Yoga Chrome</th>
<th>ThinkPad Yoga 260</th>
<th>ThinkPad Yoga 370</th>
<th>ThinkPad 13</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Education-built multimode functionality that supports diverse learning styles and spaces. Optional Active Pen available for a pen-to-paper feel.</strong></td>
<td>Great for multitasking with a 360-degree hinge. Go from writing a report in laptop mode to reading assignments in tablet mode.</td>
<td>Combining power, performance, and portability, the stylish yet durable ThinkPad Yoga gives you the freedom to work/play anywhere.</td>
<td>Powerful and durable, yet extremely light. Ideal for working on the move, with an appetite for productivity.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Processor</strong></td>
<td>Up to Intel® Core™ i5 processor</td>
<td>Intel® Celeron® processor</td>
<td>Up to Intel® Core™ i7 processor</td>
<td>Up to Intel® Core™ i5 processor</td>
<td></td>
</tr>
<tr>
<td><strong>OS</strong></td>
<td>Windows 10 Pro</td>
<td>Chrome OS</td>
<td>Windows 10 Pro</td>
<td>Windows 10 Pro or Chrome OS</td>
<td></td>
</tr>
<tr>
<td><strong>Form Factor / Size</strong></td>
<td>Convertible with a 360° hinge Starting at 3.5 lb / 0.90&quot; thin</td>
<td>Convertible with a 360° hinge Starting at 3.5 lb / 0.90&quot; thin</td>
<td>Convertible with a 360° hinge Starting at 3.0 lb / 0.70&quot; thin</td>
<td>Clamshell with 180° hinge Starting at 3.1lbs / 0.78&quot; thin</td>
<td></td>
</tr>
<tr>
<td><strong>Display Size</strong></td>
<td>11.6&quot; HD IPS Touch LED</td>
<td>11.6&quot; HD IPS Touch LED</td>
<td>12.5&quot; HD or FHD Touch – ThinkPad 260</td>
<td>13.3&quot; FHD IPS Touch – ThinkPad 370</td>
<td></td>
</tr>
<tr>
<td><strong>Maximum Memory / Storage</strong></td>
<td>8GB RAM, 256GB SSD</td>
<td>4GB/16GB eMMC</td>
<td>16GB / 512GB SSD</td>
<td>8GB / 32GB eMMC – Chrome</td>
<td>32GB / 512GB SSD - Windows</td>
</tr>
<tr>
<td><strong>Battery Life</strong></td>
<td>Up to 10 hours</td>
<td>Up to 10 hours</td>
<td>Up to 10 hours</td>
<td>Up to 10 hours</td>
<td></td>
</tr>
</tbody>
</table>

*Images for reference.*
Lenovo Windows EDU Portfolio
Why choose Lenovo for your Windows devices?

Lenovo has a very close relationship with Microsoft across the business including development, marketing and sales. We have come a long way from our beginnings as the very first IBM PC to now being the worldwide leader in PC sales to education customers.

Back in 2012, Lenovo was the first PC vendor to announce a rugged notebook designed specifically for K-12 institutions. That first ThinkPad X130e was a huge success and we have improved upon the design every year. The current ThinkPad 11e and ThinkPad 11e Yoga have evolved from 5 years of improvement on the EDU-rugged concept. With over 2.2M units deployed, the EDU-rugged ThinkPad has been a very successful product in North America.

Lenovo has the most comprehensive portfolio of EDU-rugged notebooks in the market. In addition, we have outstanding notebook offerings for teachers and administration.

- Great relationship with Microsoft
- Tight engagement between Microsoft and Lenovo development teams
- PC market leadership
- Deep understanding of K-12 Institution requirements
- Comprehensive portfolio of student and teacher devices
**2017 Lenovo Education Windows Lineup**

**ThinkPad 11e Benefits**
- Extremely Rugged EDU design & Mil-Spec Tested:
  - Reinforced Corners and Ports
  - Rubber Bumpers on Top & Bottom Covers
  - Anchored keys and spill proof keyboard
  - Hinges tested up to 50k cycles
- ThinkPad Torture Tested & ThinkPad EDU Tested for Durability
- 7th Gen Intel Core i CPU
- Up to 8GB RAM & 256GB SSD
- ThinkPad Depot warranty
- Authorized Channel partners & Self Maintainers may provide warranty repair service

**Additional N23 Benefits**
- Multi-touch display w/360° Hinge for 4 usage modes
- Supports 4 modes (tent, stand, tablet, notebook)

**Additional ThinkPad 11e Yoga Benefits**
- Multi-touch display w/360° Hinge
- Supports 4 modes (tent, stand, tablet, notebook)
- Active Pen Support

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- **N24**
  - Starting at TBD
  - *May SS

- **N22**
  - Benefits
  - EDU rugged design & Mil-Spec Tested
  - Rotatable "World Facing" camera on N22
  - Anti-glare display
  - Dual-band 2x2 AC WiFi
  - Up to 10hrs of Battery life

- **N23**
  - Benefits
  - Rotatable "World Facing" camera on N23

- **N22**
  - Benefits
  - Rotatable "World Facing" camera on N22

- **11e**
  - Benefits
  - Multi-touch display w/360° Hinge

- **11e Yoga**
  - Benefits
  - Multi-touch display w/360° Hinge
  - Supports 4 modes (tent, stand, tablet, notebook)
The Lenovo N22 is an affordable notebook that doesn’t sacrifice features or performance. Lenovo™ N22 features a bright 11.6” HD screen, powered by 6th Generation Intel® Braswell processors. Perfect for the needs of students, it’s designed for durability and with battery power to go all-day long. The Lenovo N22 is packed with features like a 180° rotatable webcam to capture photos and videos, and socialize with friends. It’s the ideal notebook for today’s students and schools.

**EDU-Rugged Design**
- Peel resistant keys
- Drop Resistant – built to withstand bumps and drops from up to 70cm (2.3ft)
- Reinforced ports and hinges
- 180° Hinge to minimize hinge damage
- Water resistant keyboard and touchpad
- Non-slip texture
- Fanless design

**Military-Grade Testing for Durability**
- Passes twelve MIL-STD 810G tests

**Design for Education**
- Industry only ‘world-facing’ (rotatable) camera
- Anti-glare screen
- Dual-band 2x2 AC WIFI for great connectivity
- Up to 10 hours of battery life

**Topseller Model Specifications**
- Thin (21.7mm)
- Light (2.7lbs)
- 11.6” HD 1366x768 display
- Rotatable 1.0MP HD Camera
- Integrated microphone rotates with camera
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth
- Up to 10 hours of battery life
- Serviceable battery (can be replaced by School IT)
- One USB 3.0 port, Two USB 2.0 ports
- HDMI port
- 2-in-1 card reader
- Kensington security lock slot

**Popular Accessories and Services or your Lenovo N22 Windows**

<table>
<thead>
<tr>
<th>Accessory</th>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2nd AC Adapter</td>
<td>GX20L23044</td>
<td>($39.99)</td>
</tr>
<tr>
<td>Work-in-Case</td>
<td>4X40L56488</td>
<td>($39.99)</td>
</tr>
<tr>
<td>Performance Backpack</td>
<td>41U5254</td>
<td>($29.95)</td>
</tr>
<tr>
<td>Security Cable Lock</td>
<td>57Y4303</td>
<td>($24.99)</td>
</tr>
<tr>
<td>Upgrade to 3 Year Depot Warranty</td>
<td>5WS0H71478</td>
<td>($59)</td>
</tr>
<tr>
<td>Upgrade to 3 Year Depot with Accidental Damage Protection</td>
<td>5PS0H71476</td>
<td>($129)</td>
</tr>
</tbody>
</table>
Lenovo N23 Windows Yoga (11.6”)

Powerful and rugged for the classroom.

Powered by a 6th Gen Intel® Braswell processor, the Lenovo™ N23 combines the performance of a desktop PC with the mobility of a laptop. Its Yoga-type design lets your students learn in 4 different modes: laptop, tablet, tent and stand—perfect for the educational learning environment. Dust and spills are never a problem, thanks to rugged engineering that meets IP52 certification. And with up to 8 hours of battery life, the N23 is perfect for students.

EDU-Rugged Design
- Drop Resistant – built to withstand bumps and drops from up to 70cm (2.3ft)
- Reinforced ports and hinges
- Anti-peel keys
- Water resistant keyboard and touchpad
- IPS2 certification for dust-proof and spill-proof
- Non-slip texture
- Fanless design

Military-Grade Testing for Durability
- Passes twelve MIL-STD 810G tests

Designed for Education
- 360 Degree hinge allows for seamless transition from traditional PC to Tablet
- Anti-glare screen
- Up to 8 hours of battery life
- Dual-band 2x2 AC WIFI for great connectivity

Topseller Model Specifications
- Thin (0.92” / 23.2mm)
- Light (3.1lbs)
- 11.6” HD IPS 1366x768 Touch display
- 1.0MP HD Camera
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth 4.0
- Up to 8 hours of battery life
- Serviceable battery (can be replaced by School IT)
- One USB 3.0 port
- Two USB 2.0 ports
- HDMI port
- 3.5mm combo jack
- Micro SD card reader
- Kensington security lock slot
Lenovo N24 Windows Yoga (11.6”)

N24 Key Change VS N23

• Apollo Lake Platform
• Active Pen Support
• Pen Holder
• LP-DDR4 DRAM
• Remove port covering
ThinkPad 11e Windows (11.6"")

Tough, versatile laptop that’s perfect for students

The ThinkPad 11e notebooks are proven tools for learning that are versatile and built to last. The 11.6" ThinkPad 11e stands at the head of the class – designed for education with powerful Intel Core processors, all-day battery and the Yoga models support our Stylus Pen and four different learning modes (laptop, tablet, stand and tent). Rigorous MIL-SPEC testing ensures it’s ruggedly durable.

EDU-Rugged Design
- Anchored keys
- Drop Resistant – built to withstand bumps and drops from up to 90cm (2.9ft)
- Reinforced ports and hinges
- Clamshell has 180° Hinge to minimize hinge damage
- Yoga has 360° Hinge
- Water resistant keyboard and touchpad
- Non-slip texture
- Fanless design

Military-Grade Testing for Durability
- Passes twelve MIL-STF 810G tests

Designed for Education
- Anti-glare screen on clamshell
- Dual-band 2x2 AC WIFI for great connectivity
- Up to 11 hours of battery life

Topseller Model Specifications
- Thin (22.3mm clamshell, 22.9mm Yoga)
- Light (3.3lbs clamshell, 3.5lb Yoga)
- Clamshell: 11.6" HD 1366x768 display
- Yoga: 11.6" HD IPS Touch display with Active Pen Support
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth
- Up to 11 hours of battery life
- Serviceable battery (can be replaced by School IT)
- Two USB 3.0 ports
- HDMI port
- RJ45 Ethernet port
- 4-in-1 card reader
- 720p camera
- Kensington security lock slot

Popular Accessories and Services for your ThinkPad 11e

- 2nd AC Adapter
- Work-in-Case
- Performance Backpack
- Active Pen (11e Yoga Only)
- Upgrade to 3 Year Depot Warranty
- Upgrade to 3 Year Depot with Accidental Damage Protection
Lenovo Chrome EDU Portfolio
Why choose Lenovo for your Chrome devices?

Lenovo has a great relationship with Google. We are the only PC vendor in the market with a global team that is dedicated to supporting Google products across Android Phones, Android Tablets, Chrome Notebooks and the Chrome Management Console.

Back in 2013, Lenovo was the first PC vendor to announce an EDU-rugged Chromebook designed specifically for K-12 institutions. Since that date, we have sold over 3.4M EDU-rugged Chromebooks in North America.

Lenovo has the most comprehensive portfolio of EDU-rugged Chromebooks in the market that span across multiple price points and use cases.

- Great relationship with Google
- Global marketing and development team dedicated to supporting Google products
- PC market leadership
- Deep understanding of K-12 Institution requirements
- Comprehensive portfolio of student and teacher devices
2017 Lenovo Education Chrome Lineup

ThinkPad 13 Benefits
- 13.3” HD, or FHD IPS Touch Display
- Up to 8GB of RAM and 32GB eMMC Storage
- Passes 12 Mil-Spec tests
- ThinkPad Depot warranty

ThinkPad 11e Benefits
- Extremely Rugged EDU design & Mil-Spec Tested:
  - Reinforced Corners and Ports
  - Rubber Bumpers on Top & Bottom Covers
  - Anchored keys and spill proof keyboard
  - Hinges tested up to 50k cycles
- ThinkPad Torture Tested & ThinkPad EDU Tested for Durability
- Latest Intel CPU
- Up to 4GB RAM & 32GB eMMC
- ThinkPad Depot warranty
- Authorized Channel partners & Self Maintainers may provide warranty repair service

ThinkPad 11e Yoga Benefits
- Multi-touch display w/360° Hinge
- Supports 4 modes (tent, stand, tablet, notebook)

Additional ThinkPad 11e Yoga Benefits
- Reinforced Corners and Ports
- Rubber Bumpers on Top & Bottom Covers
- Anchored keys and spill proof keyboard
- Hinges tested up to 50k cycles

Additional N23 Yoga Benefits
- Multi-touch display w/360° Hinge
- Supports 4 modes (tent, stand, tablet, notebook)

Additional N23 Benefits
- EDU rugged design & Mil-Spec Tested
- Added rubber bumpers on top & bottom covers
- Rotatable “World Facing” camera on N22
- Anti-glare display w/optional touch
- Dual-band 2x2 AC WiFi
- Up to 10hrs of Battery life
- 14” HD or HD IPS Touch Display
- EDU rugged & Mil-Spec tested
- Added rubber bumpers on top & bottom covers

ThinkPad 13
- Teacher Device

Best
- 11e Yoga
- 11e

Better
- N23 Yoga
- N23

Good
- N23
- N24

Teacher Device

N23 Benefits
- EDU rugged design & Mil-Spec Tested
- Rotatable “World Facing” camera on N22
- Anti-glare display w/optional touch
- Dual-band 2x2 AC WiFi
- Up to 10hrs of Battery life

Additional N24 Benefits
- 14” HD or HD IPS Touch Display
- EDU rugged & Mil-Spec tested
- Added rubber bumpers on top & bottom covers

N23 Benefits
- EDU rugged design & Mil-Spec Tested
- Anti-glare display w/optional touch
- Dual-band 2x2 AC WiFi
- Up to 10hrs of Battery life

N24 Benefits
- 14” HD or HD IPS Touch Display
- EDU rugged & Mil-Spec tested
- Added rubber bumpers on top & bottom covers

N23
- EDU rugged design & Mil-Spec Tested
- Rotatable “World Facing” camera on N22
- Anti-glare display w/optional touch
- Dual-band 2x2 AC WiFi
- Up to 10hrs of Battery life
ThinkPad 11e Chrome (11.6”)

Tough, versatile laptop that’s perfect for students

The ThinkPad 11e notebooks are proven tools for learning that are versatile and built to last. The 11.6” ThinkPad 11e stands at the head of the class – designed for education with powerful Intel Core processors, all-day battery and the Yoga models support four different learning modes (laptop, tablet, stand and tent). Rigorous MIL-SPEC testing ensures it’s ruggedly durable.

EDU-Rugged Design
- Anchored keys
- Drop Resistant – built to withstand bumps and drops from up to 90cm (2.9ft)
- Reinforced ports and hinges
- Clamshell has 180° Hinge to minimize hinge damage
- Yoga has 360° Hinge
- Water resistant keyboard and touchpad
- Non-slip texture
- Fanless design

Military-Grade Testing for Durability
- Passes twelve MIL-STD 810G tests

Designed for Education
- Anti-glare screen on clamshell
- Dual-band 2x2 AC WIFI for great connectivity
- Up to 12 hours of battery life

Topseller Model Specifications
- Thin (22.3mm clamshell, 22.9mm Yoga)
- Light (3.3lbs clamshell, 3.5lb Yoga)
- Clamshell: 11.6” HD 1366x768 display
- Yoga: 11.6” HD IPS Touch display
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth
- Up to 12 hours of battery life
- Serviceable battery (can be replaced by School IT)
- Braswell models: Two USB 3.0 ports
- Apollo Lake models: 1 x USB 3.0 (Type A), 2 x USB C ports
- HDMI port (Braswell models only)
- 4-in-1 card reader
- 720p camera
- Kensington security lock slot

Popular Accessories and Services for your ThinkPad 11e
- 2nd AC Adapter (USB-C) for Apollo Lake models
- 2nd AC Adapter for Braswell models
- Work-in-Case
- Performance Backpack
- Security Cable Lock
- Upgrade to 3 Year Depot Warranty
- Upgrade to 3 Year Depot with Accidental Damage Protection
Lenovo N23 Chromebook (11.6”)

The Lenovo™ N23 Chromebook™ offers a powerful learning advantage with a durable, student-focused design inspired by the lessons learned in the classroom. The rugged design was developed by studying the areas where students typically damage their notebooks. The Lenovo N23 Chromebook results in more learning, in more places, for fewer dollars, which is why Lenovo is the world’s No. 1 PC education technology provider.

**EDU-Rugged Design**
- New! Anchored Keys
- Drop Resistant – built to withstand bumps and drops from up to 70cm (2.3ft)
- Reinforced ports and hinges
- 180° Hinge to minimize hinge damage
- Water resistant keyboard and touchpad
- Non-slip texture
- Fanless design

**Military-Grade Testing for Durability**
- Passes twelve MIL-STD 810G tests

**Designed for Education**
- Industry only ‘world-facing’ (rotatable) camera
- Integrated carry handle
- Anti-glare screen
- Dual-band 2x2 AC WIFI for great connectivity
- Up to 10 hours of battery life

**TopSeller Model Specifications**
- Thin (21.8mm)
- Light (2.7lbs)
- 11.6” HD 1366x768 display (HD IPS on Touch model)
- Rotatable 1.0MP HD Camera
- Integrated microphone rotates with camera
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth
- Up to 10 hours of battery life
- Serviceable battery (can be replaced by School IT)
- Two USB 3.0 ports
- HDMI port
- 2-in-1 card reader
- Kensington security lock slot
Lenovo N23 Yoga Chromebook (11.6”)

Flexible, powerful and durable.

The Lenovo™ N23 Yoga Chromebook™ offers a Yoga design that lets your students learn in 4 different modes: laptop, tablet, tent and stand – perfect for the educational learning environment. In addition to being flexible, the N23 Yoga Chromebook is also rugged. The new anchored keys make it even more difficult for students to pry the keys away from the keyboard.

EDU-Rugged Design
• New! Anchored Keys
• Drop Resistant – built to withstand bumps and drops from up to 70cm (2.3ft)
• Reinforced ports and hinges
• 5mm Rubber Bumpers on top & bottom covers
• Water resistant keyboard and touchpad
• Non-slip texture
• Fanless design

Military-Grade Testing for Durability
• Passes twelve MIL-STD 810G tests

Designed for Education
- Supports 4 different modes to support different learning styles
- Anti-glare screen
- Dual-band 2x2 AC WIFI for great connectivity
- Up to 10 hours of battery life

Topseller Model Specifications
• Thin (21.2mm)
• Light (3.0lbs)
• 11.6” HD IPS Touch 1366x768 display
• Stereo Sound
• 2x2 AC WIFI
• Bluetooth
• Up to 10 hours of battery life
• Serviceable battery (can be replaced by School IT)
• One USB 3.0 port, One USB Type C port
• HDMI port
• 2-in-1 card reader
• Kensington security lock slot

Popular Accessories and Services for your Lenovo N23 Yoga Chromebook

- 2nd AC Adapter (USB-C)
- Work-in-Case
- Performance Backpack
- Security Cable Lock
- Upgrade to 3 Year Depot Warranty
- Upgrade to 3 Year Depot with Accidental Damage Protection
Lenovo N42 Chromebook (14.0”)

Portable, powerful, and durable, the Lenovo™ N42 Chromebook is a perfect fit for the classroom—and your budget. This versatile Chromebook meets the day-to-day needs of teachers and students with its 14” antiglare HD screen, powerful Intel® processor and up to 11 hours of battery life. With its semi-rugged design, the Lenovo N42 can stand up to daily wear and tear. Combined with the speed, simplicity, security, and versatility of the Chrome OS, the N42 Chromebook offers the ultimate in classroom productivity.

EDU-Rugged Design
- Drop Resistant – built to withstand bumps and drops from up to 70cm (2.3ft)
- Reinforced ports and hinges
- Anti-peel keys
- Water resistant keyboard and touchpad
- Non-slip texture
- Fanless design

Military-Grade Testing for Durability
- Passes twelve MIL-STD 810G tests

Designed for Education
- Anti-glare screen
- Up to 11 hours of battery life
- Dual-band 2x2 AC WIFI for great connectivity

Topseller Model Specifications
- Thin (0.91” / 23.2mm)
- Light (3.3lbs)
- 14.0” HD 1366x768 display
- 1.0MP HD Camera
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth 4.1
- Up to 11 hours of battery life
- Serviceable battery (can be replaced by School IT)
- Two USB 3.0 ports
- HDMI port
- 3.5mm combo jack
- 2-in-1 card reader
- Kensington security lock slot
Boost productivity with Chromebook versatility and ThinkPad performance. The ThinkPad 13 Chromebook combines the speed and simplicity of the Chrome OS with a high-performance Lenovo notebook. It’s 19.8 mm thin and weighs just 3.2lbs, yet can tackle the toughest tasks thanks to an Intel Core I CPU and up to 8GB of memory. With its legendary ThinkPad keyboard, 13.3” display and 10 hour battery life, you can work comfortably all day.

**Topseller Model Specifications**
- Thin (19.8mm)
- Light (3.2lbs)
- 13.3” HD (1366x768) Display
- HD 720p Camera
- Stereo Sound
- Intel® 2x2 AC WIFI
- Bluetooth 4.1
- Up to 10 hours of battery life
- Serviceable battery (can be replaced by School IT)
- Two USB 3.0 ports
- Two USB C ports
- 3.5mm combo jack
- 4-in-1 card reader
- Kensington security lock slot

**Military-Grade Testing for Durability**
- Passes twelve MIL-STD 810G tests

**Designed for Education**
- Anti-glare screen
- Up to 10 hours of battery life
- Dual-band 2x2 AC WIFI for great connectivity

**Popular Accessories and Services for your Lenovo N42 Chromebook**
- Upgrade to 3 Year Depot Warranty
- Performance Backpack
- Security Cable Lock
- 2nd AC Adapter
- 13” Sleeve
- Upgrade to 3 Year Depot with Accidental Damage Protection
Services Playbook – Education
Warranty Upgrades & Extensions
Lenovo Services for Education

Why services is must!

There are only 180 days in a school year so if a device fails that's permanently lost classroom time

✓ Our Onsite upgrade or Advanced Exchange for Chromebook has a service tech or replacement device at your campus the next day

Manage unplanned device repair expenses

✓ Extended warranty allows schools to budget upfront to avoid unexpected expenses

Minds are not the only things challenged in the classroom

✓ Accidental Damage Protection (ADP) covers unintentional damage from drops, spills, & surges

The standard 1-year Chromebook warranty requires the school cover the device shipping to the depot for service

✓ Upgrade to Depot warranty to cost effectively cover all shipping costs

New tech is only as good as the people using it

✓ Lenovo’s Professional Development, in partnership with Educational Collaborators, offers a comprehensive portfolio of training courses
Lenovo Services for Education

New offerings designed to support the unique needs of the education market

School Year Warranty – Designed to accommodate the education buying cycle
  ▪ Purchase a warranty within the calendar year and receive coverage the following school year

<table>
<thead>
<tr>
<th>Purchase Here</th>
<th>Get School Year Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan</td>
<td>Feb</td>
</tr>
</tbody>
</table>

Advanced Exchange for N Series Chromebook
Provides Next Business Day replacement product delivered free of freight charges to your location
  ▪ Customer returns defective device in replacement packaging

Basic Accidental Damage Protection (ADP) – Entry priced offering that limits claims to 1 per year.
  ▪ Gives School Districts with budget restrictions access to basic ADP coverage at a lower cost
  ✓ **Standard ADP with unlimited claims will still be available as a step up**

Annual Refresh - On-site annual device detailing and diagnostic check
  ▪ Includes ADP coverage to repair devices damaged by accidents such as drops, spills or surges
  ▪ Cosmetic repair can purchased for additional fee
Lenovo School Year Warranty

**WHAT is it?**

- Warranty that matches the needs of schools and their buying cycles
  - Buy School Year Term in January – enjoy coverage throughout the upcoming school year
- School Year Warranty services are priced equal to existing 12 month services
- Available with Depot, Onsite and Accidental Damage Protection
- Available on the Education Portfolio: Lenovo N Series, ThinkPad 11e and ThinkPad 13

**WHY customers want it?**

- Often hardware is purchased months before the school year begins, however traditional warranty coverage could expire while systems are still in use during the school year putting customers at risk
- School Year Warranty enables customers to have coverage when their systems are in use, NOT when they are still in a box

**HOW is it different?**

<table>
<thead>
<tr>
<th>Buying Period</th>
<th>School Year Coverage</th>
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<tr>
<td>Jan</td>
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<tr>
<td>Feb</td>
<td>Sept</td>
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<td></td>
<td>Jun</td>
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<tr>
<td></td>
<td>July</td>
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</tbody>
</table>

1YR School Year Warranty
Advanced Exchange

Lost class time cannot be recovered, so when you have a device fail you need fast resolution

**Advanced Exchange** provides advanced replacement product to be delivered next business day free of freight charges to your location along with postage to return the defective device in the replacement packaging.

- Only available on Lenovo N23 or N23 Yoga
- Available for up to 4 years of extended warranty support
- Replacement device will be a new or refurbished device of the same model/spec or better.
- Defective hardware must be returned within 30 days

1) Contact Lenovo Customer Service  
2) Replacement Shipped NBD  
3) Return Defective Device w/Prepaid Label
Accidental Damage Protection (ADP)

Let’s face it, kids are tough on everything. Just because your Lenovo PC is exceptionally engineered doesn’t mean that a student won’t accidentally drop their PC on the way to science class or spill chocolate milk on it during lunch.

**ADP Provides Coverage for Non-Warranty Damage Such As:**

- Minor liquid spills on the keyboard
- Unintentional bumps or drops
- An electrical surge that damages the Notebook’s circuitry
- Failure of the integrated LCD screen

**Why Lenovo ADP**

- Lenovo customers save, on average, 28% with ADP compared to the cost of repairs in the absence of coverage
- Repairs are performed by Lenovo trained technicians using Lenovo Qualified parts
- Lenovo’s comprehensive diagnostic tools can identify hidden damage that may have otherwise gone untreated
- **Lenovo does not limit the number of repairs that can be performed each year**
- Lenovo does not require a deductible
Lenovo Annual Refresh Program for Education

End of School year and Peak Repair Planning:
Schools often have peak periods that require systems to be collected, repaired, and then redistributed i.e. (End of school, end of grade testing, returning to school, or from holidays). Lenovo’s Annual Refresh Program can help schools accommodate these major events by providing temporary on-site staffing to prepare devices for the next cycle.

Lenovo’s Annual Refresh Program includes:
- Detail clean-up and 36 point diagnostic check for all devices (supports multi-vendor environments)
- On-site warranty repair service performed on campus or same day pick-up & return when necessary
- Repair for non-warranted damage such as accidental drops, spills, & electrical surges, that occur during normal device usage
- Optional re-image service

Minimum Requirements:
- 5,000+ device (Lenovo or multi-vendor) or an existing service center within a 50 mile radius
## Lenovo School Year Services: N Series, ThinkPad 11e & 13

<table>
<thead>
<tr>
<th>Product</th>
<th>Base Warranty</th>
<th>Recommendation</th>
<th>School Year Part Number</th>
<th>Term</th>
<th>Depot</th>
<th>ADP</th>
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<th>Recommendation</th>
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<th>ADP</th>
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<tr>
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<table>
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<th>Product</th>
<th>Base Warranty</th>
<th>Recommendation</th>
<th>School Year Part Number</th>
<th>Term</th>
<th>Depot</th>
<th>ADP</th>
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<tbody>
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<td>5PS0N81557</td>
<td>4 Year</td>
<td>✓ ✓</td>
<td>✓</td>
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</table>
Chromebook Deployment

Solutions
**Lenovo Chromebook White Glove**

Let Lenovo provide planning, setup, and management for your Chromebook strategy

**Benefits:** Your Chromebooks will be up and running quickly because they will arrive pre-enrolled and activated in your Google console.

Lenovo’s Project Management Office develops a jointly agreed to schedule of services and oversees execution

---

**Update**
- Update the Chrome OS to the latest version

**Enroll**
- Enroll the Chrome OS devices into your Google Apps domain

**Configure**
- Perform wireless network configuration

**Package & Ship**
- Repackage all equipment and prepare the Chromebooks for delivery
Professional Development for Educators

Flexible Professional Development
The move to a web-based, collaborative learning platform creates new opportunities for anytime, anywhere learning and student-centric classroom innovation.

Through a partnership with Educational Collaborators, Lenovo is able to deliver a suite of professional development services to assist schools in creating a culture of classroom integration.

Google Professional Development
- Google Chromebook
- Google Tools for Educators
- Google Apps for Education
- Google Drive
- Google Docs
- Google+ in the Classroom
Windows Deployment Solutions
Lenovo Imaging & Configuration Services

Save time and free up resources by completing deployment steps during the manufacturing process.

Direct from the factory

- Asset
- Etching
- Image Load
- Config BIOS
- Install Apps
- Encrypt Drive
- Pack & Ship

Imaging & Asset Services
- Image Design & Build
- Image Verification
- Image Load
- Dynamic Provisioning Package
- Asset Tagging
- BIOS Integration
- Etching

Advanced Imaging
- Smart Image - Single multi-platform image
- Automated Deployment – Dynamic interview driven provisioning

First Boot Services:
- BIOS Configuration
- Common Application Installation
- Drive Encryption
- Absolute DDS (Computrace) Load
Lenovo PC Deployment Tiers

Choose from flexible deployment options designed to meet the needs of your school

From onsite technicians to **user-self provisioning through automation**

- **Small to Medium School** (10 – 99 seats)
  - Laptop & Desktop Installation
    - Onsite Technician Visit
    - Install 3 applications & peripherals
    - Data Migration *(Optional)*
    - Technical Support

- **Medium to Large District** (100 – 1,999 seats)
  - Managed Deployment
    - Project Management
    - Onsite Technician Visit
    - Install Applications
    - Configure User Settings
    - Data Migration
    - Technical Support

- **Large District** (2,000+ seats)
  - Automated Deployment
    - Project Management
    - Design Consulting
    - Factory Integration
    - User-self Deploy Wizard
    - Automated Provisioning
      - Asset Registration
      - Join AD & Network
      - Apply User Settings
      - Install Applications
      - Migrate Data
      - Apply Encryption
    - Technical Support

High ROI

Low Efficiency & Scale

Small to Medium School

Medium to Large District

Large District

Choose from flexible deployment options designed to meet the needs of your school

From onsite technicians to **user-self provisioning through automation**
Lenovo Education
Empowering Teachers and Students Through Innovation and Reliability
Lenovo Education for 1:1

How Teachers at Cary Academy Educate their Students with Lenovo Products and Software.

The shift of focus has become more about student creativity and individualized learning. Head of School Don Berger says promoting successful learning outcomes is the reason Cary Academy puts a computer in the hands of every one of its students: Ultimately, 1:1 computing allows students to learn they way they learn best.

The students move to Lenovo is helping Cary Academy stay true to its evolving 1:1 strategy, which is focused on learning outcomes and is reliant on anytime, anywhere computing. The durability and reliability of Lenovo Products ensures it works as hard as students do.

Lenovo’s suite of Education Software can help schools like Cary Academy more easily transition to 1:1, with free LanSchool classroom management and the productivity of Hapara and Lenovo Creative Suite. The Administrators appreciate the ease of keeping devices and students safe with management and security products like Microsoft Intune, Absolute Software theft prevention, and Lightspeed Systems web filtering.
Lenovo Software for Chrome


Learning Made Fun & Easy, with thousands of education apps available through the Google ecosystem, it’s easy to invest in learning. Plus, multitasking is a cinch with support through multiple tabs open across browsers and apps. What’s more, notifications are supported just like with a smartphone, so you’ll never have to worry about missing something important.

Students and teachers enjoy access to tons of educational apps for fun and easy learning, while IT administrators appreciate fast system setup and flexible management capabilities to deliver unique classroom experiences to each teacher.

Lenovo’s offering of complementary apps like LanSchool Classroom management, the productivity of Hapara and the Lenovo Creative Suite, as well as Theft deterrence through Absolute Software and Web filtering by GoGuardian.

“If they're behind on a project, we can see it and can go out there and help them.”

Lauren Nesbit, Library Media Specialist, Westlake High School

<table>
<thead>
<tr>
<th>Solution Category</th>
<th>Lenovo Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Device Management</td>
<td>Chrome Device Management</td>
</tr>
<tr>
<td>Classroom Management</td>
<td>LanSchool</td>
</tr>
<tr>
<td>Productivity</td>
<td>Hapara and Lenovo Creative Suite</td>
</tr>
<tr>
<td>Theft Deterrent</td>
<td>Absolute</td>
</tr>
<tr>
<td>Webfilter</td>
<td>GoGuardian</td>
</tr>
</tbody>
</table>

Sellable  
direct only  
Ready with PNs
Lenovo Education Software Offerings

- LanSchool
- Hapara
- Lenovo Creative Suite
- Absolute for DDS
- GoGuardian for Teachers
- Lightspeed
Built on Chrome OS, Chrome devices are flexible, easy to manage, secure, fast and cost effective with little to zero learning curve. Professional performance, ultra-portable, streamlined devices delivering new levels of mobility and productivity.

**Key Features**

- Fast out of the box, 6-second boot up
- New features every 6 week auto OS updates
- Virus protection, Sandboxing, Verified Boot
- Optimized for SaaS applications
- Seamless sync between Chrome devices
- Files are safe if you lose or damage your device
- Secure, cloud-based management

**Value Prop**

**Hardware Overview**

**11E /YOGA 11E**

**TAKE-HOME TOUGH**

Designed for 1:1

- Powerful Intel Quad Core Processors
- 11.6" HD LED screen
- Work your way w/ 4 usage modes
- Go all day with 10 hours battery life
- Touch-design optimized for education
- Play Store apps (Yoga 11e)
- Give it all you got: Reinforced ports, hinges, rubber bumpers, anti-pry keys
- Maximum protection with gorilla-glass (Yoga 11e)

**THINKPAD 13**

1st PROFESSIONAL-GRADE

**CHROMEBOOK**

- 13.3" Chromebook for full-sized education solutions
- All day battery (up to 10 hrs) lasts the school day
- Performance-packed technology
- Up to Core i5 processors for powerhouse performance
- Legendary ThinkPad keyboard experience
- Overachiever in durability - 20 Mil-Spec tests
- HD and FHD with touch display options
- 2 x USB-C
- Complement your cloud - Up to 8GB memory and 32GB storage

**Management Console**

Manage 1000s of Chrome devices with ease from a single web based platform

- 220+ configurable policies for users or devices
- Zero-touch deployment, with simple enrollment
- At-a-glance system health and user activities
- Reboot, screenshots and usage insights
- 24/7 support is here to help

**Chrome Device Management**

Sold by Annually or Perpetually

<table>
<thead>
<tr>
<th>SKU'S</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>4ZN0M55481</td>
<td>CDM Perpetual $150 MSRP</td>
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<td>4ZK0M44652</td>
<td>CDM Annual $50 MSRP</td>
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<tr>
<td>4ZN0M55483</td>
<td>CDM for Non-Profit, Perpetual $30 MSRP</td>
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</table>
LanSchool: Leveraging the Chaos

• Monitor students by using the thumbnail view to quickly see each student's screen from a distance and keep them on task. Use the chat function to communicate and help students with their project.

• Teach more effectively by broadcasting the teacher screen to the rest of the class. Select students’ screens to showcase their work.

• The communication features found in LanSchool help teachers more effectively communicate with students within the classroom. Teachers can audio chat, send a message to assist a.

• Remove distractions feature by focusing your students’ attention to the front of the classroom by blanking all student screens. Keep your students focused and on task by limiting their access to specific web sites and applications.

• Save Time Maximize valuable classroom time with quick tools and custom settings. Send and collect homework assignments. Launch applications and websites instantly.

• Assess Student Progress Use the powerful features of LanSchool to assess student progress. Get quick responses with the voting/polling function, or using Assessment Mode for a test.
Hapara Instructional Suite

Managing Digital Clutter

- **Transform** productivity applications into a platform for teaching and learning.

- **Streamline** teaching and school operations by making Google Apps for Education more useful and usable.

- **Organize** students into groups and observe their progress in summary panels.

- **Improve** mastery and skills development through formative feedback as it’s needed.

- **Support** student success by providing parents with view-only access to project work.

- **Guide** student progress throughout their learning
Lenovo EDU Creative Software

With CyberLink and Openlabs software, students now have the ability to create and edit their own audio and video content on their Windows PC.

Students & Teachers will be able to:

- PhotoDirector & PowerDirector
  Shoot photos and/or videos and import/export up to Full-HD quality

- Stagelight and AudioDirector
  Create and edit their own soundtrack

- CyberLink’s DirectorZone
  Teachers will be able to download templates and share them with the class.
The Power of Partnership

- Offer affordable photo/video/music editing software to schools
- Fills hole in market for low cost option

Lenovo EDU Creative Software

Powerdirector + Photodirector + Audiodirector + Searchlight
Absolute DDS For Education

- **Reporting & Analytics** Collect incredibly accurate and comprehensive information from each device. Analyze device usage metrics, and use them to satisfy 1:1 and other government funding initiatives and correlate them with student performance.

- **Geotechnology** Track assets on a Google Map™, including recent and historical locations. Create geofences based on school policies.

- **Risk Assessment** Identify risk conditions and receive a notification if these conditions occur. Scan for sensitive data on the endpoint and tailor your security response based on the results.

- **Risk Response** Freeze a device and communicate with the student to verify status. Set policies to ensure offline devices are automatically frozen if they don’t connect to the school network within a specified window of time.

- **Student And Device Protection** The Absolute Investigations team delivers the Absolute Safe Schools program in three simple steps: Protect, Deter, and Recover.
GoGuardian for Teachers

Activity Timeline
A live timeline shows exactly what each student is working on, complete with aggregate history reports and timely intervention opportunities.

Live Screen View
Make sure everyone is on task with Live Screen View, a real-time look into all devices in your classroom.
GoGuardian for Admins

• **Advanced YouTube Filter**  YouTube can be a great teaching resource, so it's a shame that many schools are forced to block the whole site simply for lack of a better filter. With GoGuardian, you have precise unprecedented granular control over which videos are viewable, creating a safe viewing environment for your students.

• **Customized Flagged Activity**  Marks questionable content for review without the need to blacklist entire sites. You can also flag specific searches or behaviors that might be harmful, and take appropriate action when needed thanks to instant email alerts.

• **Theft Recovery**  Find out what happened to those missing Chromebooks with just a few clicks. Once activated, GoGuardian Theft Recovery will provide vital information for fast recovery or reporting to authorities.

• **Constant Protection**  The Internet is always "on" — your filtering software should be, too. GoGuardian protects your students (and your devices) around the clock—both inside and outside the classroom.
Mobile Manager by Lightspeed (MDM)

Classic MDM use case with additional capabilities to leverage Windows 10 deployment.

- Initial provisioning of devices
- Policy Enforcement
- LMS/SIS integration
- Block, Lock, Wipe
- Need slide for web filtering
- Inventory
- Tiered permissions and organizational structures
- App deployment (including store-based apps)
thanks.