Slide 1

Slide 2

12 years working in Edu.
Former computing teacher and company delivering computing specialist teachers, workshops, clubs.
Worked with up to 50 schools per year, mostly primary across the West Mids & Staffs.
Trusted by SLT and asked to assist with curriculum plus non-curriculum IT services.

Set up 365 Computing as a consultancy to help this.
Sought info and formed partnerships with the best tech companies to provide services.
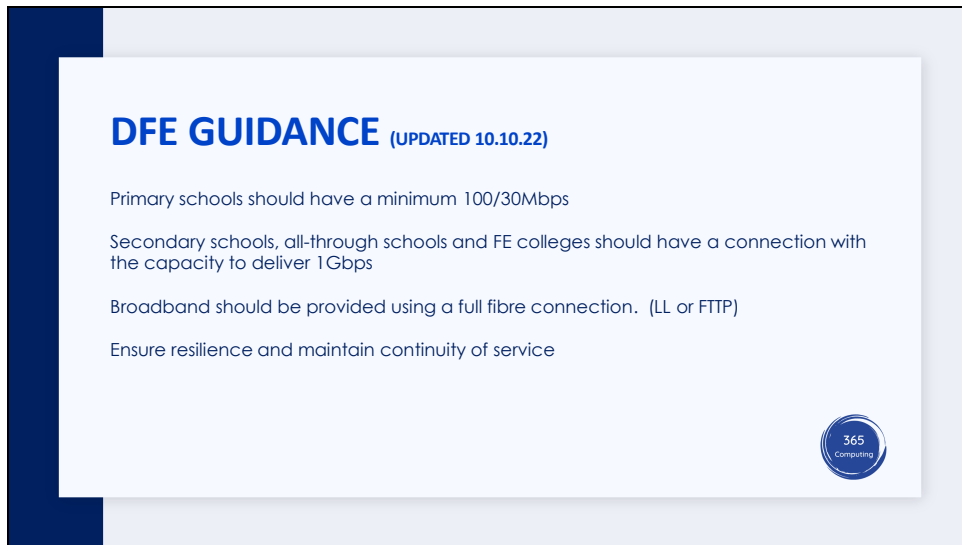
Slide 3

Exa's largest independent partner in the region. The other partner is Entrust.
With Securus, we provide managed monitoring services saving the DSL <2hours/wk viewing reports. (around 2 weeks work across the year)

Worked with Scholar Pack since 2016, when Arbor were taken over by The Key we were asked to partner with them.
We gain preferential pricing for schools compared to going direct.

Slide 4

DFE GUIDANCE (UPDATED 10.10.22)

Primary schools should have a minimum 100/30Mbps

Secondary schools, all-through schools and FE colleges should have a connection with the capacity to deliver 1Gbps
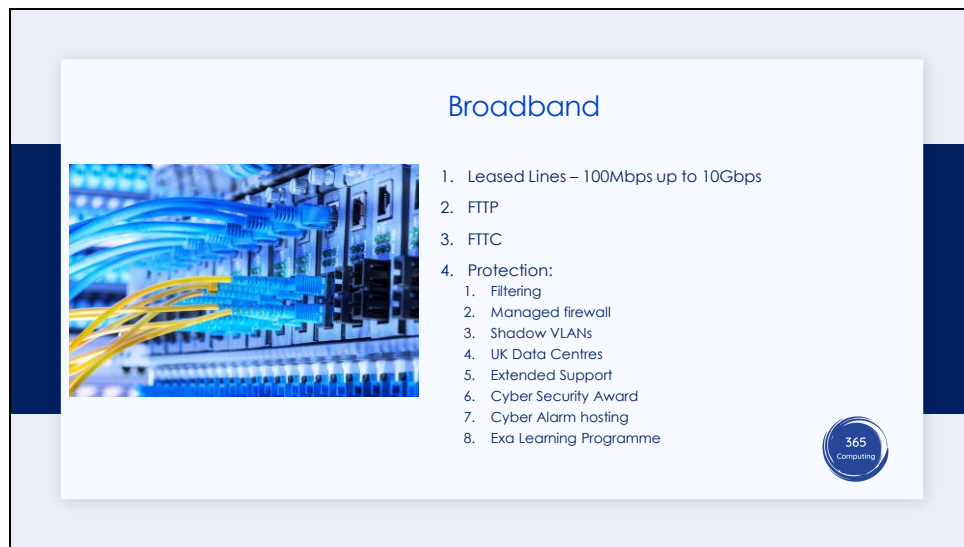
Broadband should be provided using a full fibre connection. (LL or FTTP)

Ensure resilience and maintain continuity of service

365 Computing

The DfE focus is on higher bandwidth, service agreements and resilience due to the ever increasing reliance on network connectivity

As more cloud services are used for running the school's finance, MIS, HR, payroll and telephone systems, the impact of a failure is greater.

Slide 5

Leased lines are symmetrical e.g 100 upload and 100 download.
Others are asymmetrical e.g. FTTP – 330 download and 50 upload; FTTC 80 download 20 upload.

Schools must ensure the children's safety by use of filtering - KCSiE
Exa have a resilient network – complete transparency of every route and have shadow VLANs in place to provide backup routing.

Network team monitors usage and has found cyber security issues proactively which the school are informed about to take action.

Exa won the Cyber Security service award at the ISPA awards this month.

Core Network uptime is excellent.

The learning program is led by Alan O'Donohoe CAS master teacher and ensure children and teacher are taught computing and safety lessons in an engaging imaginative method.
Alan's twitter is @teknoteach

In present circumstances, everyone is aware of the need for efficiencies.
Schools are used to changing caterer, cleaning company, energy providers or phone services.
But broadband hasn't been challenged in the same way, despite the monetary and infrastructure advantages it can deliver.

Slide 7

Able to upgrade at any time.

FTTC contracts - only 12 months. Tracked usage regularly to ensure enough capacity.

Worked with their tech support to ensure smooth transition.

Slide 8

Provides huge efficiencies for the IT support staff and ensure a modern resilient network capable of expansion when required.

All work can be done from any location – saving travel, duplication and energy.

Moved to a complete cloud based solution at all sites – removing the need for servers (maintenance and cost running over £2k/site/yr)

Savings in excess of £36k on broadband & phones alone over 3.5 years.

Slide 9

What do you (SBMs) want from your ISP?

Transparency and honesty from provider. See your usage reports at any time to ensure you're on the right package.

What does your DSL want?

Safety for Children – filtering and monitoring. Ensuring even BYOD are filtered.
That devices sent home can still provide filtered connections.

What does your Network Manager / Tech want?

Quick responses to change requests on (a) firewall (b) filtering (c) configs (d) faults
Network Resilience - backup policies at supply end and local backup lines.
Advice alongside support

Pricing
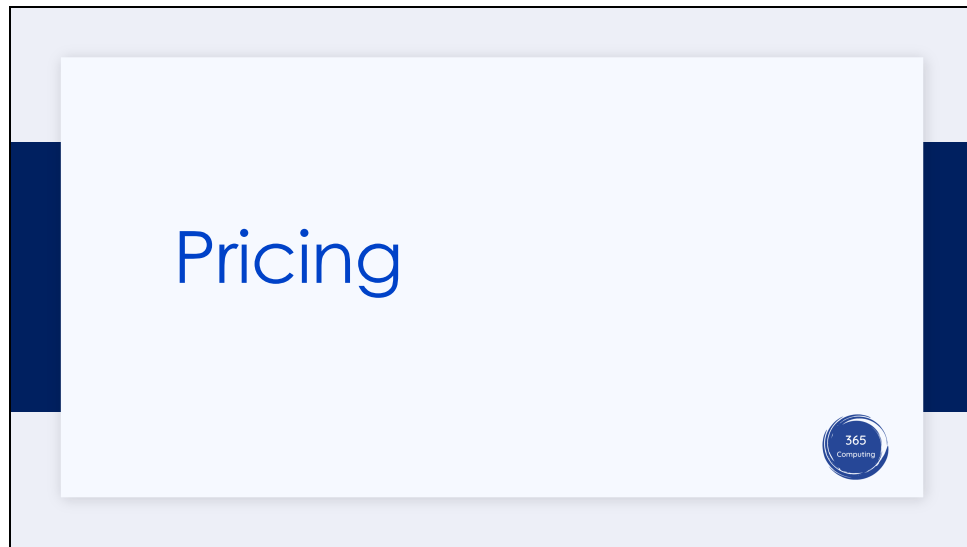
Leased lines are site specific – depends on your telecom zone.
Where Excess Construction Charges might arise (eg no fibre going to your schools) the telecoms company will pay the first £2500 of these. Only once have I had a school required to pay ECCs and it was under 800 for about 7 days work.

They are rare in most schools.

Contact for a price.
This can usually be provided with the hour.

FTTP is nearly always under 3400 for 330/50 incl full management and filtering.

COMPETITIVE COMPARISON

ENTRUST	365 COMPUTING / EXA
Per pupil pricing	Fixed service price
Support desk 8 – 5:30 (M - F only)	Support desk 8 – 6 (M-F) / 10 - 4 (S-S)
SLAs P1 to P5 (up to 25WD)	SLAs – 30 mins
No firewall access	Read-only or full firewall access
No usage reports	Real-time usage reports

Used Entrust as it's the most 'like for like' - they're the other Exa partner and where I have most data to compare.

They're also the largest provider in the west midlands / staffs but the services are different than ours as our support comes direct from EXA.

Typical savings – primary: £1.5k - £2.5k per yr.
Secondary have seen £3k - £6K per yr.
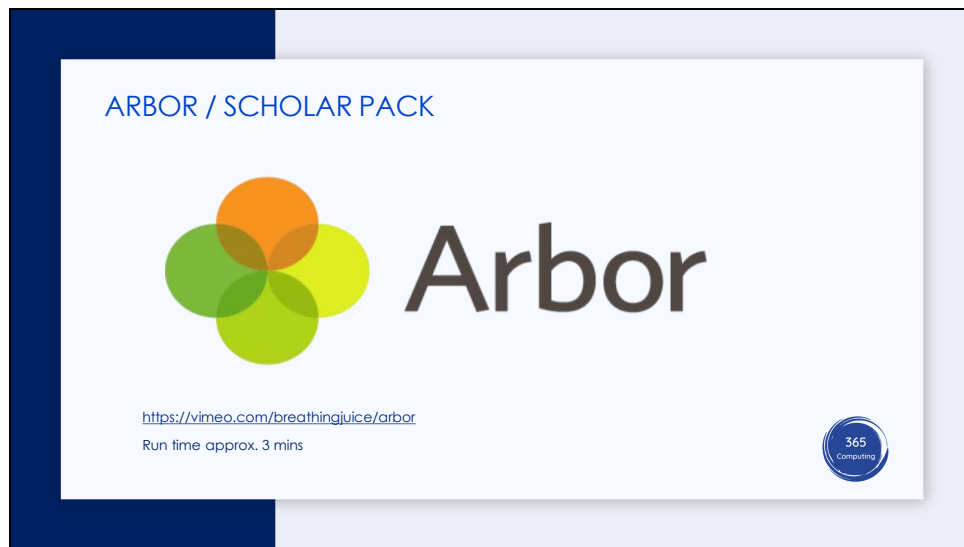
We are a referral partner for Arbor and can secure a discount against the direct price.
We can arrange demo's for your staff.

Would recommend a demo for SLT to see data, behaviour and intervention tracking.

Include Phase leaders and teachers to look at attainment as it's coverage is vast.

Benefits of Arbor are:
Wellbeing - work from anywhere.
Cost efficiencies – remove additional services like T2P, Groupcall, parent pay etc..
LIVE Feeds – Governor reports only ever need creating once. With Arbor's 'live feed' they are always updated in real time

Scalable – hosting is all done on Amazon so no server required, no patches, no downtime.

The MAT dashboard provides metrics across all the schools in your trust

Arbor has over 5000 schools so provides your school with real time benchmarking/ comparisons against similar establishments.

Arbor can provide all these services under one platform – comms, timetabling, tracking, attendance plus everything else.

Support – online, on the phone and a huge knowledgebase or videos webinars and how-to's.
Search Arbor Education on Youtube for #WhyISwitched

We are looking for BETA schools to help us develop RentMySchool to be exactly what schools need.
Free hosting on the website, free marketing – provide feedback to improvements you would like to see.

Otherwise - RMS has flat fees for the Essential or Pro services; there is also a permanent free listing service available.

NEXT STEP?

Lets's discuss your requirements

Involve other stakeholders.
Arrange demos.

Proposal for improvement

Or email me… steve@365computing.co.uk

LinkedIn   /Stephen-rentmyschool
Twitter   /Steve_365Com

Shop local this Christmas!

WHEN YOU BUY FROM A
SMALL BUSINESS AN
ACTUAL PERSON DOES
A LITTLE
HAPPY DANCE

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