

Products **Plus**

THE DOUGLAS STEWART COMPANY | WINTER 2013

The Latest on Mobile Tech

Updates on Your Customers' Mobile Learning Adoption



Introducing the Mobile Learning Ecosystem

The mobile learning ecosystem is our holistic, channel-friendly solution that enables you to make the most of this important trend in education. By providing a functional, fully formed suite of mobile learning solutions, you can help your customers avoid wasting time and money.



Wireless Solutions

Mobile learning is creating intense demand for a more robust generation of wireless networking solutions. To ensure that our partners are well placed to take advantage of these trends, we now offer wireless networking solutions from Meru Networks, a key vendor in our mobile learning solutions ecosystem.



Security Solutions

Security in a mobile learning program includes traditional antivirus and firewall functionality, as well as web filtering and identity management for the various mobile devices active on the network.



Mobile Device Management Solutions

Mobile device management provides IT administrators with control over the settings and usage for all mobile devices on the network. This ensures the appropriate use of school-owned devices and tighter control of bandwidth quotas.



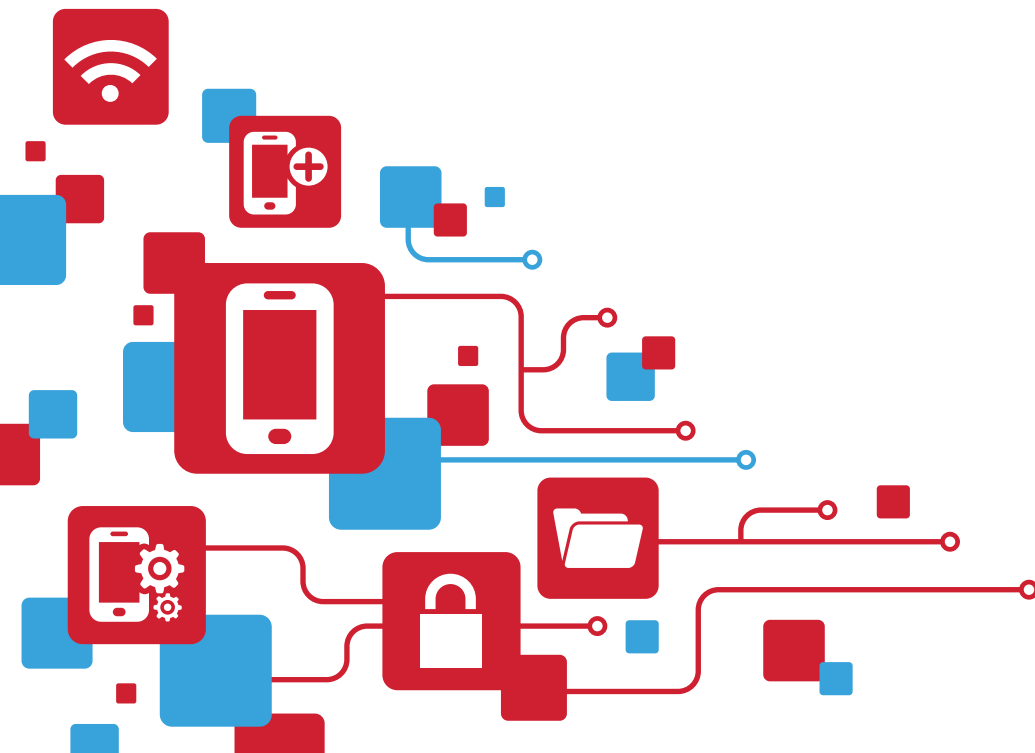
Mobile Device Accessories

While many resellers cannot resell popular mobile devices due to manufacturer restrictions, the widespread use of these devices presents a major opportunity for add-on sales in protection, storage, syncing, charging and peripheral solutions.



Content & Curriculum Solutions

Content and curriculum is a broad category which includes access to content, content delivery, management of content, and libraries of the educational content itself.



Mobile Learning Vendors

Wireless



Meru Networks

From BYOD and 1:1 computing to flipped classrooms, Meru delivers easy-to-deploy, simple-to-manage campus Wi-Fi that supports uninterrupted learning. Meru Education-Grade solutions are an integral part of transforming learning.



Symantec

Symantec provides security solutions and configurations that are tailored for education customers. Virtualization, backup, antivirus, and all other security concerns are addressed by Symantec solutions.



Meru Networks Identity Manager

Meru Identity Manager is a software platform for onboarding teacher, student admin, and guest devices. It dramatically reduces IT workload and ensures a trouble-free end-user experience.

Mobile Device Management



Absolute Software

Absolute Manage MDM allows organizations to remotely manage and secure iOS, Android, and Windows Phone devices. It includes support for student-owned devices as well as a web-based user interface.



Symantec

Symantec's mobile device management tool reduces IT costs and complexities while improving efficiencies with comprehensive, integrated client and server management.

Mobile Device Accessories



Lock 'n' Charge

Lock 'n' Charge Technologies designs security, charging and transport solutions for storing laptops, netbooks, tablets, and any other mobile device. Their carts and cages are designed by teachers specifically for use in the classroom.



Trident Case

Trident offers a line of robust, innovative iPad® cases that help make mobile devices more accessible to users of all dexterity levels and age groups.



Big Grips

Big Grips iPad cases are big, squishy and safe for all students, ideal for iPad deployments with younger students who have a harder time holding the tablet.

Content & Curriculum Solutions



Swivl

Swivl is the first iPhone® accessory that lets educators capture hands-free video, facilitating the production of flipped classroom content.



Global Grid for Learning

The GGL Library offers teachers and students a safe and reliable way to search, stream and download high quality, copyright-cleared, digital learning resources from trusted content providers, while GGL's Edutone Xchange platform enables schools to streamline the secure delivery, aggregation and administration of online services and resources.



Adobe

Adobe offers teachers and administrators integrated software, curriculums, and instructional resources, as well as certification options and professional development tools.



TechSmith

TechSmith provides tools that help educators create and record learning content for flipped classroom environments.

Contact your Account Manager today at 800-279-2795 to learn more about our mobile learning ecosystem, and start positioning yourself as the mobile learning resource your customers need!



Incase Protection in Education—for the iPad® and Samsung Galaxy®



Now you can offer enhanced functionality and protection for iPad® and Samsung Galaxy® tablets to educational institutions.

How to Purchase

Becoming an authorized Incase reseller is as simple as contacting your Account Manager at 800-279-2795.

Understanding the Needs

Tablet devices are rapidly permeating the education market, which creates an inherent need to protect them. Your job, as their go-to resource, is to deliver that external protection.

Incase Protection

Incase assortments are perfect solutions for the protection of tablet devices in education. Offering Incase will provide schools with protection for their technology investments. Incase jackets, cases and shells provide:

- Options for conversion to device stands with multiple viewing angles
- Easy access to all devices' ports
- Magnetic jacket covers work with tablets to provide wake/sleep functionality
- Lightweight material
- Maximum durability



DSC#	Description	SRP	Cost
99590	Snap iPad Case	\$29.95	\$15.36
99468	Magazine Jacket iPad 2	\$49.95	\$21.05
99325	Convertible Book Jacket	\$59.95	\$25.26
99585	Magazine Jacket iPad 2/3/4	\$49.95	\$25.62
99578	Book Jacket Select – Portfolio	\$59.95	\$30.74
99433	Neoprene Sleeve	\$39.95	\$15.36



DSC#	Description	SRP	Cost
37346	Book Jacket 7 Inch – Black	\$49.95	\$25.62
37347	Book Jacket 7 Inch – Pop Pink	\$49.95	\$25.62
37342	Book Jacket 10.1 Inch – Black	\$59.95	\$30.74
37343	Book Jacket 10.1 Inch – Cranberry	\$59.95	\$30.74

To order, contact your Account Manager at 800-279-2795.

Limited-time offer!

Get a great deal on Adobe® Creative Cloud™ desktop apps with an Adobe Education Enterprise Agreement (EEA).

Bring the world's best new creative tools to your customers. When they buy Adobe® Creative Cloud™ desktop applications as part of an Adobe Education Enterprise Agreement (EEA), they'll get a great discount on a one- or two-year term. You can also add new per-install product licenses to an existing agreement at any time, and the cost of the licenses will be prorated to the end of your current term. Offer good from September 1, 2013, through January 31, 2014, and valid for K-12 schools (Tier 1) and higher education departments (Tier 4) of Adobe EEA.

Discounts

K-12 Schools — Tier 1

50% off retail price of K-12 Design & Web Collection and Video Collection add-on

Higher Ed — Tier 4

20% off retail price of HED Design & Web Collection and 60% off retail price of Video Collection add-on

Benefits

With an Adobe® Education Enterprise Agreement, your K-12 or higher education institution can:

- » Get all the new Adobe Creative Cloud desktop apps—including Photoshop® CC and InDesign® CC—to give their educators, students, and staff access to industry-leading creative tools on institutionally owned or leased computers.
- » Improve budget planning with a predictable annual licensing fee.
- » Count on flexible deployment options so they can distribute software the way that works best for their institution. The EEA is best for classroom and lab environments.
- » Find all the learning resources they need, including Adobe curriculums, certifications, professional development programs, and online communities that help ensure they get the most out of their investment.

For more information or to request a quote, please contact our Adobe Licensing Desk either via email (adobelicensing@dstewart.com) or phone at 800-356-8370.



Adobe Deal Registration Threshold Now Lowered to \$5,000!

This promotion will allow you to earn a Deal Registration Rebate for EEA deals with eligible revenue as low as \$5,000 (instead of the standard \$12,500) minimum rebate threshold. Rebate payout rate remains unchanged. For more details on Adobe Deal Registration, please contact your Adobe rep.

We have the intelligence to keep you safe.



5.5 billion attacks blocked in 2011.

Symantec has an unparalleled view of the threat landscape. We have over 64.6 million sensors monitoring attacks in more than 200 countries and territories every day. The result? In 2011, we scanned over 8.2 billion URLs for malware infection, blocked 1.7 million Web attacks, and discovered 403 million unique malware variants plus 4,989 new vulnerabilities. No other company has the intelligence to protect your customers like this. Go to partners.symantec.com

Confidence in a connected world.  **Symantec**TM

Contact your Account Manager at 800-279-2795 for more information about selling Symantec.

Antivirus & Security Solutions



Use this product comparison guide to select the right product to meet the security needs of your customers.

	Under 100 Seats		Over 100 Seats
	Symantec Endpoint Protection Small Business Edition	Symantec Protection Suite Small Business Edition	Symantec Endpoint Protection
Endpoint Security			
Reputation-based Security, Symantec Insight	●	●	●
Real-time Heuristics Protection, SONAR	●	●	●
Antivirus / Antispyware (Windows®, Mac®, Linux®)	●	●	●
Desktop Firewall	●	●	●
Intrusion Prevention, Generic Exploit Blocking	●	●	●
Intrusion Prevention, Generic Exploit Blocking			●
Messaging and Web Security			
Antivirus/antispam/antiphishing		●	
Reputation-based spam filtering			
Content filtering/compliance		●	
Data Loss Prevention			
Microsoft® Exchange		●	
Lotus Domino®			
Messaging Gateway subscription, virtual appliance			
Messaging Gateway physical appliance			
Web Gateway subscription, virtual appliance			
Web Gateway physical appliance			
Backup and System Recovery			
Backup desktops/laptops, threat-driven backups		●	

Contact your Account Manager today at 800-279-2795 for more information about Symantec Endpoint Protection!



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Avid® creative tools are used by more professionals in the music, film, and television industries than any other products. Get a head start on your competition by mastering the skills you'll need in the real world with Media Composer®, Pro Tools®, and/or Sibelius®—at special \$295* pricing for education. What's more, students get up to four years of complimentary upgrades.**

Media Composer 7

Gain more time to be creative and tell the best stories possible using the industry's most used and trusted film and video editing solution.

Pro Tools 11

Get everything you need to create and mix music and soundtracks using the same award-winning tools in use at recording studios and post facilities worldwide.

Sibelius 7

Compose music with the world's best-selling notation software, which combines the sophisticated tools pros demand with a simplicity that's ideal for students.

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Help Customers Keep Their Classrooms On Track



Introducing OnTrack™ from ClassLink — the web-based lesson planner and curriculum management solution that utilizes curriculum and instruction to drive student achievement. With OnTrack, teachers can design and manage their entire curriculum, online. Electronic student portfolios enable teachers to instantly compare student work with the curriculum to evaluate and differentiate instruction.

With OnTrack, teachers will be able to leverage:



Pacing Guide

Time slider for creating pacing guides linked to your customers' actual curriculum.



Cloud-based

Hosted in the cloud with no software to install.



Curriculum

Curriculum maps aligned to state standards give teachers an instant visual reference.



Plan Books

Create and submit weekly plan books.

Contact your Account Manager at 800-279-2795 to inquire about authorization!

Protect Customer Devices with Cases from The Douglas Stewart Company



Big Grips Frame for iPad®

Green, Gray, Purple, Blue, and Black versions available.

Also available:

- » Big Grips Stand
- » Big Grips Hipster Travel bag
- » Big Grips Tweener Case for iPad Mini
- » Big Grips Wedge iPad stand
- » Big Grips Buddy iPod® case



GripCase iPad Case

Green, Red, Purple, Blue, and Black versions available.

Also available:

- » GripCase iPad Mini Case
- » GripCase GripBase Stand for iPad



Trident iPad Case

Black, Blue, Pink, Red, and Green versions available.

Also available:

- » iPad Case Handstrap attachment
- » Trident iPhone® case
- » Trident Samsung Galaxy® case
- » Trident smartphone case

Contact your Account manager today at 800-279-2795 to place an order!

The Latest on mobile Technology

As featured in Fall 2013 issue of *Scholastic Administrator!*

IT'S OFFICIAL.

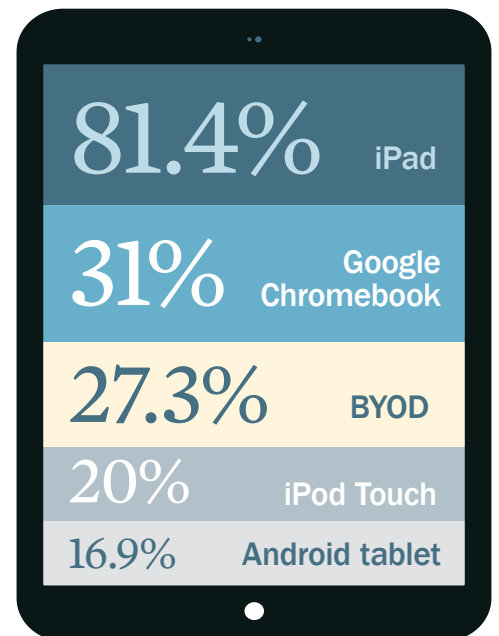
Even if your customers haven't adopted mobile technology for students, they are seriously considering it. A new poll about tablets, BYOD, and smartphones in K-12 education shows that 70 percent of tech-savvy districts have tablets or are considering buying them for student use. But don't worry if they're not there yet—the most revealing part of the survey, written by Interactive Educational Systems Design, might be that most districts start slow and are liking what they find. Of the districts that have dipped their toes in the tablet world, 93 percent said they would expand use within two years.

Money remains the biggest hurdle, but districts are meeting the demand in any way possible, using tech funding, general district funds, grants from the state or feds, or even local fundraising. What wasn't a big surprise was the why. Officials are looking to engage students; nearly half say that the devices will allow them to personalize learning.

The world is going mobile, and schools don't want to be left behind. See what your customers think about implementation, their biggest roadblocks, and the best types of apps.

WHAT ARE YOU USING?

iPads still dominate the mobile tech category. More than 8 in 10 say they are using iPads or that they plan to.



WHO'S BRINGING THEIR OWN?

BYOD is still shaking out in most districts: 3 in 10 say their policies are being developed. Only 3 in 20 say student-owned devices are not allowed in schools.

30%
BYOD POLICY BEING DEVELOPED

32%
BYOD ENCOURAGED

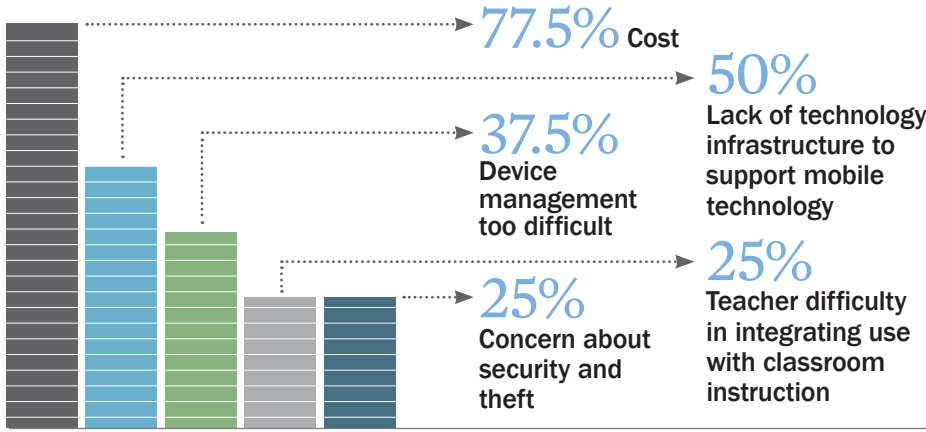
19%
BYOD DECIDED BY SCHOOL/CLASS

15%
POLICY PROHIBITS BYOD

WHAT'S HOLDING DISTRICTS BACK?

While the benefits of mobile tech are tempting, roadblocks remain significant. Cost and a poor infrastructure are the top two hurdles for districts to overcome.

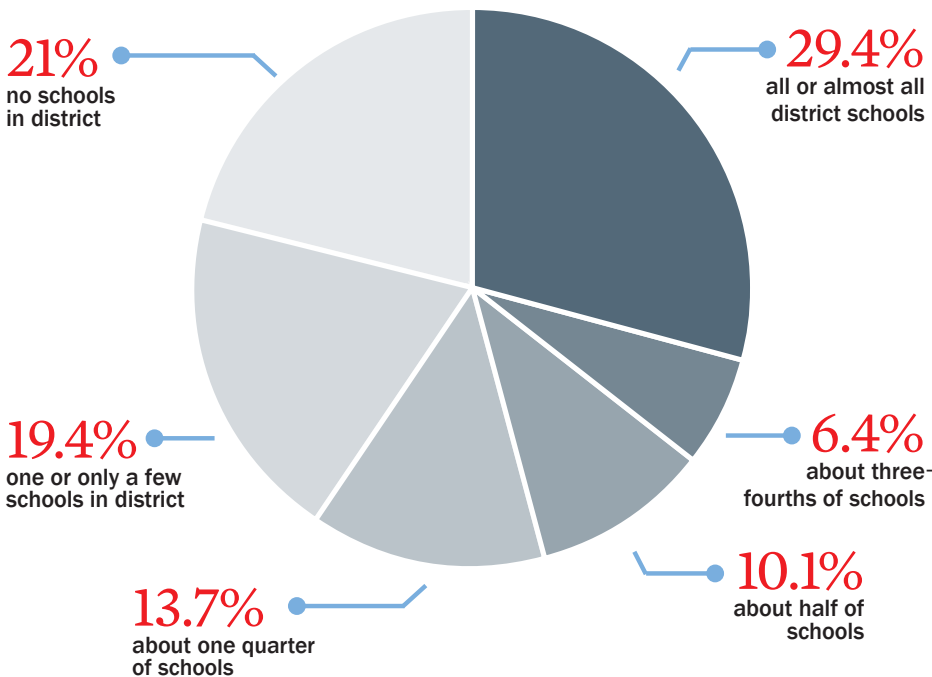
RESPONDENTS WERE ASKED TO PICK THE TOP THREE PROBLEM AREAS.



MORE THAN 3 IN 4 RESPONDENTS say digital textbooks are the most popular category of learning apps. Student productivity and creation tools were also named by more than half of administrators.

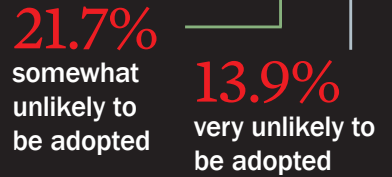
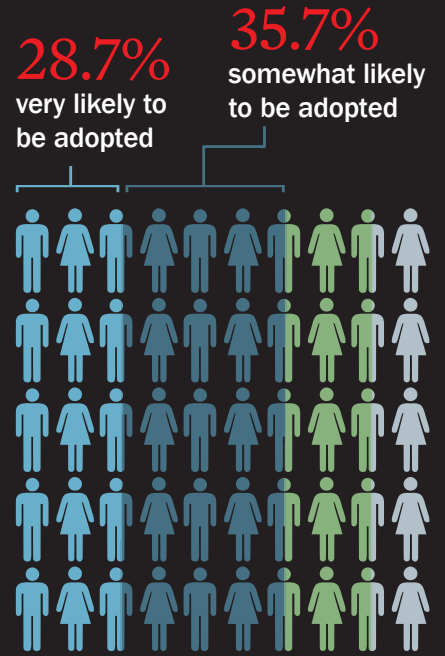
HOW WIDESPREAD IS MOBILE TECHNOLOGY?

6 in 10 respondents say mobile tech for student instruction is in 25% or fewer of their schools, with 1 in 3 saying 75% or more of their schools have adopted mobile tech.



WHO'S READY TO ADOPT?

A majority of respondents say their districts will likely adopt mobile devices for student learning in the next one to two years.



MORE THAN 93%

OF RESPONDENTS WHOSE DISTRICTS HAVE ALREADY ADOPTED MOBILE TECHNOLOGY SAY THEY WILL INCREASE ITS USE IN THE NEXT TWO YEARS.

SOURCE: "National Survey on Mobile Technology for K-12 Education," August 2013, Interactive Educational Systems Design (iesdinc@aol.com), in collaboration with STEM Market Impact (info@stemreports.com)

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Visit the Mobile Learning Portal at dstewart.com!

Visit www.dstewart.com/mobile-learning to learn about the categories and vendors in our mobile learning ecosystem and access sell sheets to help you position mobile learning solutions with your customers! For more information, contact your Account Manager at 800-279-2795.

