douglas stewart **edu**

£duSales

BACK-TO-SCHOOL TOOLKIT

SEPTEMBER 2018

ABBYY®

DREMEL DIGILAB

GRIPCASE

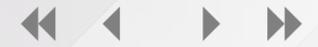kaptivo

mindjet

Parallels®

PowerGistics

skoog music

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Skoog 2.0, the musical instrument we can all play. Works with iPad®, so you can play, jam and create music right out the box.

What are the benefits to the end users?

Skoog is an easy to use musical instrument for iOS and MacOS devices. It requires no musical training or knowledge. Within minutes of it being taken out the box, it keeps children engaged, while giving them the confidence to express themselves. Teachers can create the most engaging lessons with Skoogmusic's range of free apps, lesson plans and resources. Skoog can be used cross-curricular. Link up to apps like GarageBand to create professional sounding music, use Swift Playgrounds alongside a Skoog for the most engaging coding lessons or use as an accessibility device. Skoog supports physical, sensory and cognitive disabilities, enabling music-making to be accessible to everyone.

Why should resellers sell this solution?

Fifteen years of research has gone into Skoog to transform learning in a fun, accessible way. Teachers can bring learning to life and deliver unforgettable lessons with Skoog and the range of free supporting apps for music, coding and accessibility applications. Skoog's range of free lesson plans and activities, enable teachers to create interactive, curriculum-led lessons for children of all ages. Skoog is light, portable, robust and wipe-clean and comes with a 1-Year Warranty. Ongoing **support** is available.

Create the opportunity for the full power of Skoog to be used in music, accessibility and coding alongside iPad hardware being purchased by schools/end-users
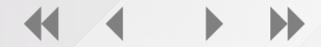
What tools are needed to sell this product?

- Access to Skoog's **website** which provides a wealth of resources from videos, classroom lessons and more
- Dedicated **marketing resources**
- **Training is available** for active sales teams
- For demonstrations, 1 x Skoog/1 x iPad®
  *Special pricing available for demonstration units, contact **info@skoogmusic.com**

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GRIPCASE

Lightweight
Abrasion resistant
Shock absorbent
UV and fade resistant

What are the benefits to the end users?

Gripcase products provide the ultimate solution for iPad® device protection and transportation. With ergonomic handles, a lightweight, shock-absorbent foam body and smart design, Gripcase provides convenience, control and security.

Why should resellers sell this solution?

Handling—Gripcase has a continuous protective bumper that doubles as ergonomic handles on all sides, giving users complete control and confidence when using an iPad.

Protection—Gripcase features a "crumple zone" between the body of the iPad device and the bumper corners. This crumple zone absorbs the energy created during an impact and directs it away from the iPad device.

Portability—Traveling is easy with the slim, lightweight design and the case is ideal for all users, regardless of physical capability.

What tools are needed to sell this product?

Contact a member of the team for marketing assets. Demo product can also be provided if necessary—requests can be sent to **dstewart@dstewart.eu**.

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PowerGistics

Think Outside the Cart
Simple, Smart,
Effective Solutions

What are the benefits to the end users?

With PowerGistics Towers, schools save time, gain valuable classroom space, and save on costs in repairing and replacing devices. The open concept allows teachers to confirm devices are plugged in and accounted for while the unique cord management design allows students to manage their own pick up and drop off. Teachers can spend their time teaching rather than worrying about device deployment in the classroom.

Why should resellers sell this solution?

PowerGistics's creates an opportunity to present and offer a unique solution to device storage and management. These Towers withstand years of abuse from students and offer a lifetime warranty to protect the investment. The vertical design and small footprint is a huge selling point because space is limited in the classroom. Both the reseller and purchaser will feel confident they have made the right decision when it comes to quality and ease of use for all parties involved. Powergistics offers excellent margins for a hardware product and a competitive deal registration program. They are a secure US Company with UK presence and support and are committed to making purchasing easy for resellers and end users. Demo units are available for larger opportunities and UK BDM support is developing on end-user brand awareness, lead generation and and general reseller support and campaigns.

What tools are needed to sell this product?

Sell Sheets/reseller pack/battle card »

Learn more!
www.powergistics.co.uk »
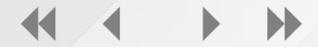Digital Brochure »

Follow us online!
Facebook »
Twitter »

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DREMEL® DIGILAB

Less Frustration.
More Creation.

What are the benefits to the end users?

Bring ideas to life with the advanced, yet easy-to-use and reliable Dremel DIGILAB 3D printer. The easy setup, with features advanced like the Semi-Auto levelling and RFID filament recognition (3D45), mean experimental creation to prototyping for beginners or experts is easy. Wireless connectivity allows users to stay connected to the build; they can start a build or receive updates directly on their laptop. The 3D45 model even has an integrated camera for them to watch the progress of their creations. Supported by more than 10 lesson plans, teaching 3D printing has never been easier.

Why should resellers sell this solution?

Dremel is known globally for producing quality, reliable products backed by the Dremel 1 Year Warranty and 5 Day Service promise. The DIGILAB printers are quiet to run, the two transparent doors mean the self-contained build are safe from prying fingers and the semi-auto levelling, Filament Run Out Detection, Auto Pause Function and maintenance free extruder mean you are supplying a hassle-free printer. Supported by over 10 STEM based lesson plans to encourage creativity, this solution will promote and assist learning in the classroom.
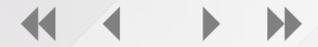
What tools are needed to sell this product?

Dremel Printer 3D45
Images »
Online content »

Dremel Printer 3D40
Images »
Online content »

MindManager helps you turn free-floating information into clear, actionable plans that drive results.

What are the benefits to the end users?

MindManager by Mindjet, a division of Corel Corporation, is a visual mind mapping software that offers a quick and easy way for students to gather and retain information. Learning material can be collected, structured and presented in a memory-friendly way that helps students easily visualize, process and internalize complex topics. It's the perfect tool for students and teachers who want a quick and easy way to structure and process information.

MindManager is suitable for all learning levels and subjects

Why should resellers sell this solution?

MindManager by Mindjet, a division of Corel Corporation, offers attractive licensing models and special rates for individual students, teams, colleges, academies, universities and more.

And with its strong Microsoft Office integration, MindManager works seamlessly with MS-Word, MS-Excel and MS-Outlook, perfectly fitting alongside the most common student work software.

What tools are needed to sell this product?

Our **vendor landing page** for Mindjet provides resellers with useful information and material including:

- What MindManager is, and how it works
- Why MindManager is the perfect education tool
- Licensing options and information
- Cheat sheets
- Data sheets
- Comparison charts
- Case studies

Additionally, you may be interested in reading our new **case study** about how a high school Physics teacher increased his students' overall grades, and reduced his lesson prep time by 90% using MindManager.

7

kaptivo

Contact us for a full product demo of Kaptivo!

Save and Share Any Whiteboard

Add Kaptivo to any whiteboard.
Capture content automatically.
Securely share live with anyone.

What are the benefits to the end users?

Kaptivo, a camera that attaches to any whiteboard, automatically saves images and shares content in real time without changing the way people work. Whiteboard images are instantly enhanced to remove any reflections, glare, and people blocking the board. Kaptivo transforms the economical whiteboard into a powerful collaboration tool.

Benefits include

- Collaboration with students and lecturers around the campus or around the globe
- Boost in productivity and engagement by enabling students to focus on the lesson, not note taking
- Accommodates flexible learning styles and flipped learning strategies

Why should resellers sell this solution?

Kaptivo transforms teaching and learning without the need to implement costly and complicated technology. This easy-to-use device transforms an economical whiteboard into a collaboration system that improves knowledge retention and facilitates student success.

Kaptivo can be sold as an integral component to **lecture capture systems** as well as to educational institutions that want to implement **huddle rooms, research collaboration tools, and distance learning** initiatives.

Kaptivo is committed to providing its resellers with the support and materials necessary to be successful in selling Kaptivo. This support includes:
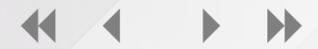
- Lead distribution
- Deal registration
- Marketing materials
- Event support
- Volume rebates
- Dedicated sales support

What tools are needed to sell this product?

As a authorised reseller of Kaptivo, you will have access to a brand new reseller portal containing marketing assets, sales leads and tools.

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ABBYY FineReader 14 for Windows
Edit, convert, and compare PDFs and scans with all-in-one software.

ABBYY

What are the benefits to the end users?

Educational content is based on all types of documents. The digital transformation of research and classrooms makes teaching and learning easier. With ABBYY FineReader, teachers, researchers and students can be significantly more productive and efficient.

- ABBYY FineReader 14 facilitates collaboration by making it possible to edit any PDF, including scans, to combine a PDF from multiple files, to comment and annotate, search and prepare the documents for sharing.

- It combines those PDF features with world-leading OCR technology to accurately convert documents, scans and PDFs to Word®, Excel®, searchable PDF and other formats. Its recognition supports 192 languages, making it ideal for the inclusion of foreign original sources in the international academic work.

Why should resellers sell this solution?

Special educational discounts and options available.

- Attractive discounts for students, school teachers and university lecturers
- Volume licensing and discounts for educational institutions (starting at 5 seats)
- Special Campus Licensing—flat fee pricing to equip all institutionally owned PCs with the option to provide students and staff with licenses for off-campus PCs

Different versions of FineReader offer the perfect level of features for your educational purpose: One combines PDF editing with superior OCR accuracy, the other one offers additional document comparison and batch processing.

ABBYY FineReader 14 Standard

£ 169 | £ 89 (one-time-payment, inc VAT)

- ✓ Edit and comment PDFs
- ✓ Convert PDFs and scans (text recognition/OCR)

ABBYY FineReader 14 Corporate

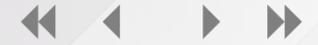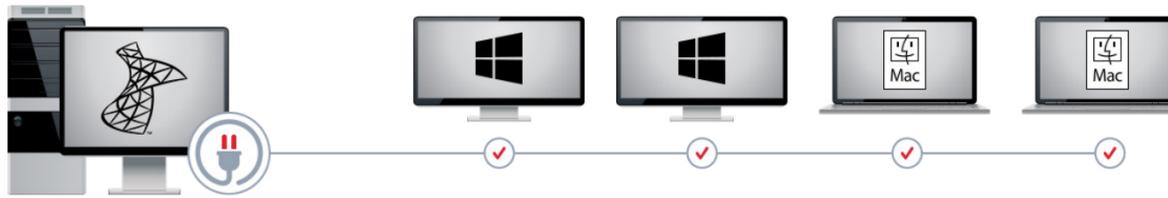£ 249 | £ 129 (one-time-payment, inc VAT)

- ✓ Edit and comment PDFs
- ✓ Convert PDFs and scans (text recognition/OCR)
- ✓ Compare documents
- ✓ Automate conversion with Hot Folder (5,000 pages per month, 2 cores)

What tools are needed to sell this product?

Use cases »
FineReader 14 brochure »
Watch What is FineReader »

Watch How to use FineReader »
Watch Why FineReader »
Download 30-day trial »

Seamlessly integrate Mac into existing Microsoft SCCM infrastructure.

What are the benefits to the end users?

Experience unified endpoint management for PC and Mac® with **Parallels® Mac Management for Microsoft® SCCM**. Manage Mac computers the same way as PCs. Parallels Mac Management is a Microsoft-certified plug-in for SCCM, extending its management capabilities to Mac devices. IT administrators can discover, enroll and inventory Mac computers into SCCM; enforce compliance; administer FileVault® 2 encryption; deploy software and patches; deploy macOS® images with task sequencing support; deploy user applications via a self-service Application Portal; remote wipe; and use software metering. Use the same tools, processes and people to manage Mac devices via SCCM.

Why should resellers sell this solution?

Your customers need it—More than 70% of FE/HE colleges and Universities use Microsoft SCCM to manage their Windows estates. They all have Macs—and most leave their Macs unmanaged—which is dangerous for all kinds of reasons—compliancy and GDPR being just two. Establish the need with two simple questions "Do you use SCCM?" "How do you manage your Macs?"

It's an annual subscription—providing you with predictable renewal revenues.

Your customers will thank you—you are solving a problem they are often hiding from as they don't know a solution to it exists.

What tools are needed to sell this product?

All you need are some simple questions and a little knowledge. "Do you use SCCM?" "Do you have Macs?" "How do you manage your Macs?" Parallels provides pre-sales webinars and fully qualified sales engineers to help you and your customers understand if this is the right solution for them.

[Sign up for a webinar »](#)

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