SOFTWARE PRODUCT GUIDE

2021 Summer Edition

GoGuardian 3
Clarivate 4
Foxit 5
TechSmith 6
Readorium 7
Virbela 8
IMSI Design 9
Incident IQ 10
ESD Portal 11
Volume Licensing 12

GoGuardian

Safer Students. Better Learning.

GoGuardian has changed the way K-12 schools keep their students safe online and enhance learning. GoGuardian enables teachers and administrators to maximize the learning potential of the internet, while protecting their students with real-time AI filtering and monitoring, real-world learning customization, and real-time risk detection for self-harm and suicide. Today, over five million students are safely exploring more of the internet with the industry's most advanced device management solution.

What's in it for you?

- Deal Registration Program
- Resellers are provided access to the GoGuardian regional sales team to provide demos or help customers get set up with a free trial
- Easily bundled and sold with 1:1 device initiative

What's in it for your customers?

"GoGuardian allowed us to open up the internet for our students so they may explore it, learn from it, and most importantly, build smart and practical habits when it comes to using it."

– Rade Obradovic, 5th Grade Teacher

- Inspires curiosity in the classroom
- Protects students from harmful or distracting content
- Supports student mental health

Tools to help you sell

Deal Registration Guide

GoGuardian Products Flyer

CARES Act Funding Sheet

Web Banners

Comprehensive Student Safety

With GoGuardian products, teachers and administrators can create safer digital learning environments with multi-layered solutions powered by advanced machine learning.

GoGuardian Admin
Smart filtering and monitoring that sees past the URL, understanding the context of the page to help keep students safe.

GoGuardian Teacher
An advanced classroom management platform that promotes differentiated learning while keeping the class on task. The scenes featured on GoGuardian Teacher allows teachers to create their own custom learning environments—creating the perfect digital learning environment that protects, guides, and encourages students.

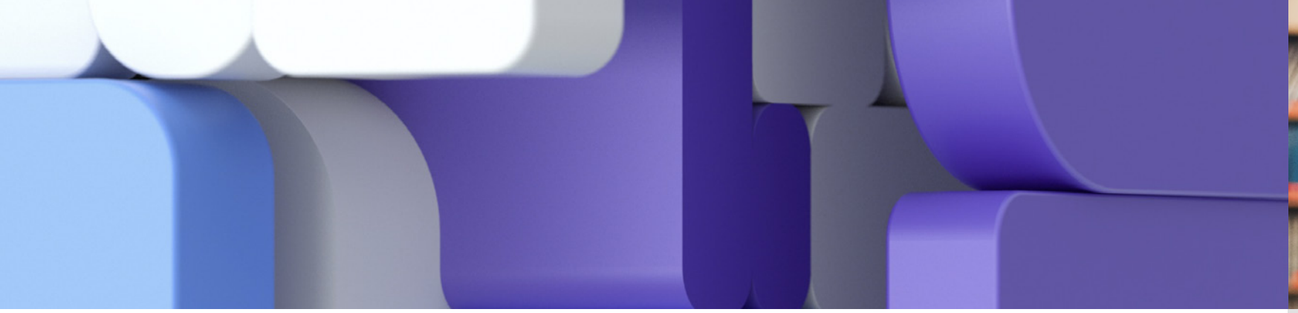
GoGuardian Beacon
Suicide and self-harm prevention tool designed for and in collaboration with school mental health experts.

Software Options:

Volume Licensing

Contact licensing@dstewart.com for a quote.

SHOW ME THE PRICE LIST »



Clarivate™

Research Made Easy with EndNote 20

EndNote 20 is a reference management software. With EndNote 20 students can easily manage different reference styles across classes and automatically generate formatted bibliographies for assignments. Plus, EndNote has built-in tools that streamline the process for working with colleagues or co-collaborators.

What's in it for you?

- ESD options
- Custom licensing options available for departments, institutions, and more

What's in it for your customers?

- Work from a single reference library with up to 100 people, no matter where they are located or what organization they are affiliated with
- Users can store and share as many reference documents and files as needed, all for one upfront price
- Share an entire library with read-only or read-and-write access
- Automatically find and apply bulk reference updates
- New and easier to use interface

Tools to help you sell

EndNote 20 Sales Sheet

EndNote 20 Fact Sheet

EndNote 20 Student Edition

The student version is the same powerful reference management software at a special price for students. Current proof of enrollment must be required at time of purchase by end-user.

New Interface Design

Save even more time preparing manuscripts and managing bibliographies with an intuitive user interface

Cite While You Write

Insert in-text citations while creating a bibliography in Microsoft® Word

7,000+ Reference Styles

Build a bibliography in any included style, or customize a new style

Improved reading & editing

Read and annotate more easily with full-size PDFs, and quickly copy a formatted reference

Share & collaborate

Share selected groups of references, manage team access and track activity and changes

Software Options:

Electronic Software Download and Volume Licensing

Description	DSC#	MFG#	SRP
Student Edition	146418	45021249	$115.95
Commercial	146417	45021248	$249.95
Commercial Upgrade	146419	45021250	$99.95

Available on ESD Portal

*Select software vendors require authorization

Enroll Now »

START RESEARCHING »

Foxit

Help Schools Do More With Documents

Foxit is the Complete Cross-Platform PDF Solution for Students, Teachers, and School IT/Admins.

What's in it for you?

- Deal Registration Program
- Resellers can connect with Foxit Sales team for demos and training
- Flexible licensing for schools

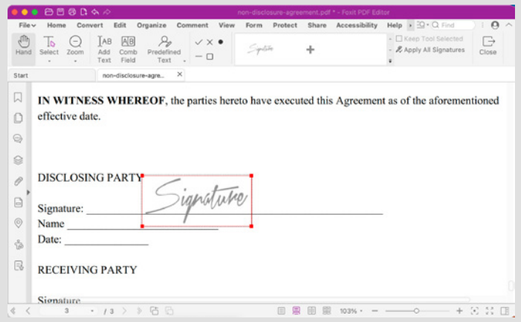
What's in it for your customers?

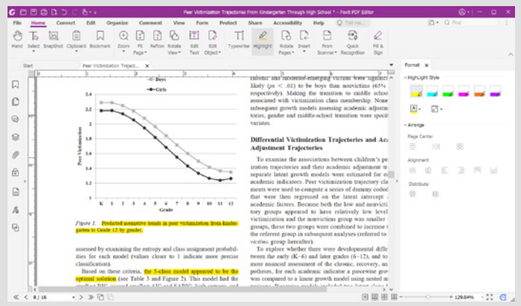
- Create and edit PDF documents and fillable forms
- Sort pages, add headers/footers/watermarks, and export PDF
- Convert paper into editable and searchable PDF for paperless
- Collaborate with other users so the whole team can participate
- Protect information no matter where documents go
- Understand how users are utilizing documents

Tools to help you sell

Case Studies

One Pager





Foxit for Every Department

Schools & IT Admins

Standardize on a unified PDF Solution for teaching, learning, researching and school operations across campus. Easily deploy and manage on all device types and make your transition as streamlined as possible. Encourage collaboration and communication between students, teachers, and staff.

Teachers

Change the way you create and manage instructional material and student documents. Enhance digital learning for you and your students.

Students

Discover new ways to digitize your learning materials and access them anywhere, anytime.

Software Options:

Volume Licensing

Contact licensing@dstewart.com for a quote.

HELP THEM DO MORE WITH DOCUMENTS »

Personalize Teaching with Powerful Images & Videos

Most people struggle to communicate effectively. Whether it's giving feedback on a project, teaching a course, or training others, if the message isn't quick and engaging, the communication will fail. TechSmith helps your customers create high-quality images and videos for better communication.

What's in it for you?

- ESD options
- Competitive margins

What's in it for your customers?

- Screenshot capture
- Flipped and blended learning capabilities
- Lecture capture

TechSmith products are some of the best solutions for teaching and learning. Snagit and Camtasia will supply educational institutions with features such as screenshot capture, screen recording, and video editing to enhance the classroom experience.

Software Options:

Volume Licensing

Contact licensing@dstewart.com for a quote.

CREATE ENGAGING LESSONS »

Readorium

The Adaptive Solution for Understanding Science Text

Readorium teaches reading comprehension to students in grades 3 through 8 using science text that automatically adapts to each student's level, as they progress. Kids love the content, they love the games, and they receive a personalized learning experience. Teachers can get stay informed with progress reports and supplemental resources.

What's in it for you?

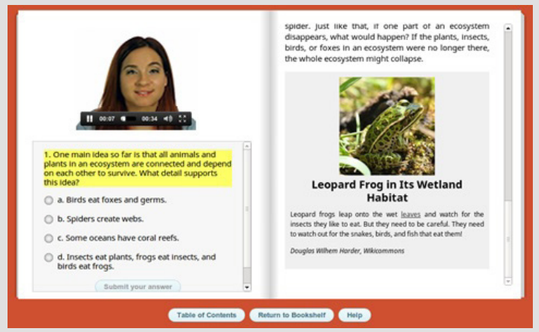
- Partner programs with free NFRs
- Easily bundled and sold with 1:1 device initiative or any distance or hybrid learning solution

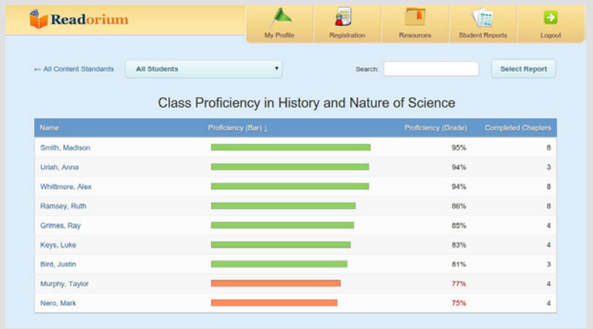
What's in it for your customers?

- Easy to use on any device
- Research-based reading strategy lessons
- Comprehensive reporting system
- Meets criteria for funding
  - » Title I, II, III & IV
  - » IDEA
  - » CAREs Act
- Recommended by National Science Teachers Association

Tools to help you sell

One Pager





Readorium helps students become science whizzes and reading enthusiasts. All chapters in Readorium's 80 interactive science books are written at 10-12 levels, with video mentor guides. All students will be able to understand the same rich information because the readability levels of the chapters and support they receive, continually adjusts to their individual needs. Readorium's gamified approach makes the program fun, and students engage because Readorium is serious reading played like a game!

Software Options:

Volume Licensing

Contact licensing@dstewart.com for a quote.

CREATE ENGAGING LESSONS »

Virbela

Solve the Challenges of Remote Education With Realistic Classrooms and Interactive Lessons

Now, schools and universities can design their own virtual campus to engage students, empower faculty, and bring the spark back to learning. All in an immersive, socially-connected educational world powered by Virbela.

What's in it for you?

- Live demos any time with the DSS Education Campus

What's in it for your customers?

- Keeps students engaged and connected from anywhere
- Creates a virtual community for students
- Supports continuity of learning

Tools to help you sell

Download Campus

Features

Increase Student Engagement and Retention

In virtual classrooms, students and faculty create and use avatars for first-person experiences. Watch class outcomes improve with genuine immersion.

Help Students Socialize And Build Relationships With Peers & Faculty

For students, meeting new people is one of the most valuable parts of school. Kickstart conversations, socialize, and get to know each other.

Build a Sense Of Community And Culture In Online Programs

Existing online or hybrid classes get a boost from virtual spaces. Explore study areas and meeting spots around campus or attend events.

Drive Higher Course Participation And Satisfaction

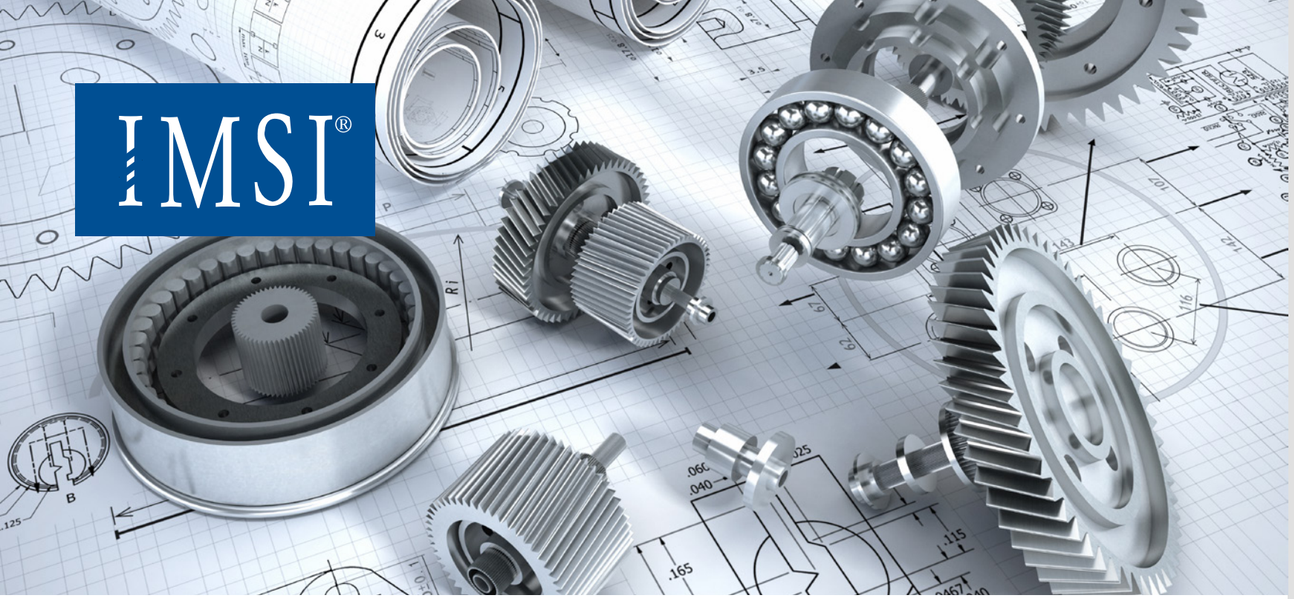
Instructors can show PDFs, play videos, browse the web, share links, or redecorate the room. Break free from one-way video tedium in no time.

Software Options:

Volume Licensing

Contact licensing@dstewart.com for a quote.

DOWNLOAD CAMPUS »



Power. Precision. Performance.

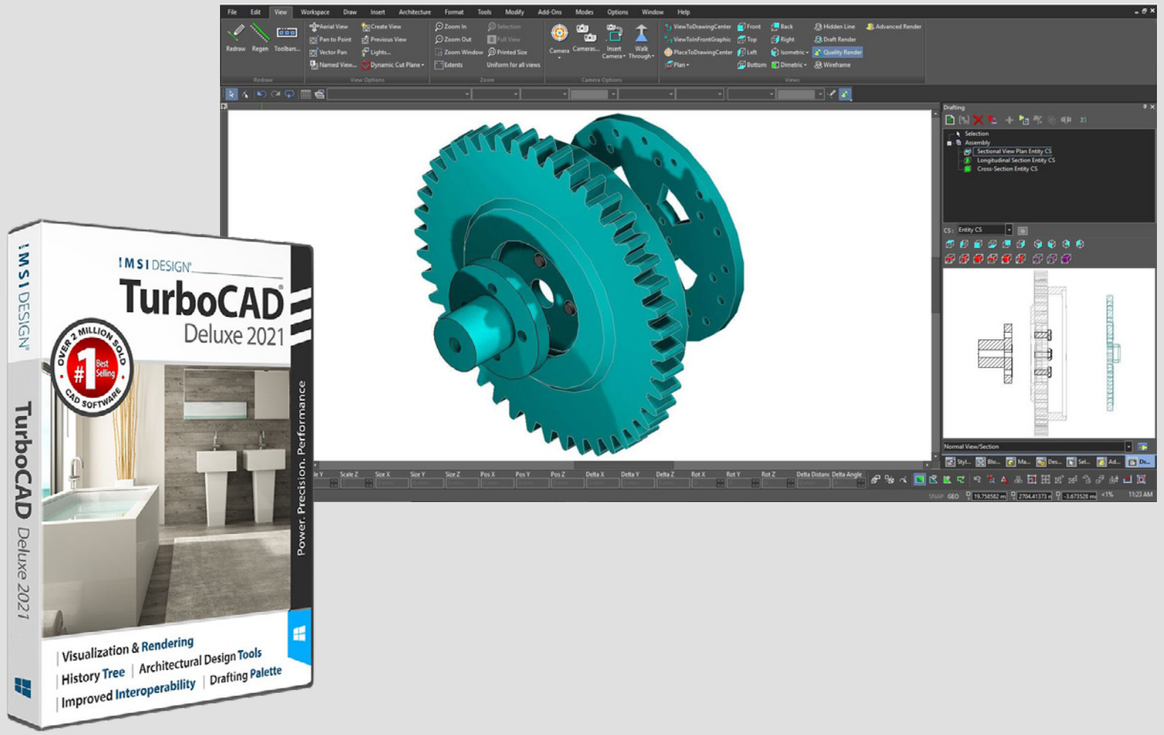
TurboCAD has been working with educators to develop curriculum tools for many years. TurboCAD's goal is to enhance student and teacher classroom performance. Their STEM Solutions provide tutorials, training guides, and carefully selected plug-ins and add-ons for a complete solution for schools.

What's in it for you?

- ESD options
- Competitive margins
- Ability to resell upgrades

What's in it for your customers?

- Complete 2D/3D design tools for drafting, modeling, modifying, rendering, dimensioning, and annotation
- Easy to learn and use with set-up wizards, context-sensitive help, snaps, alignment aids, and handle-based editing
- Great value—tons of features at affordable price



TurboCAD 2021 Deluxe

TurboCAD Deluxe is a ready-to-use 2D drafting, 3D modeling, and rendering software. This version includes hundreds of drawing, modification, dimensioning, and annotation tools. Users can quickly render designs for powerful presentations, output them as PDF files, and share with AutoCAD and other CAD and graphic program users.

Software Options:

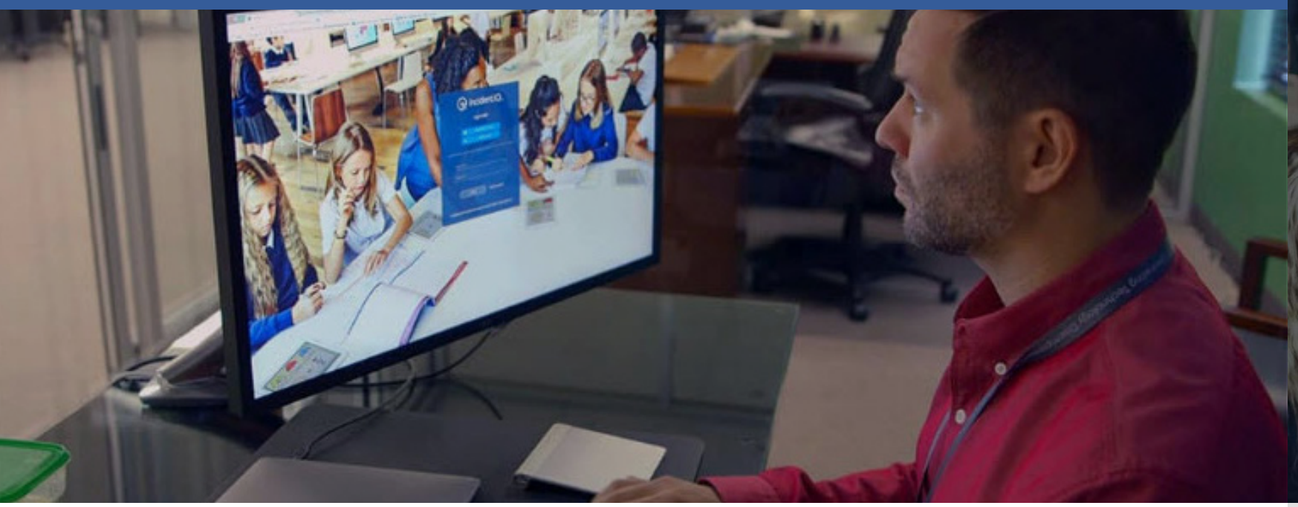
Electronic Software Download and Volume Licensing

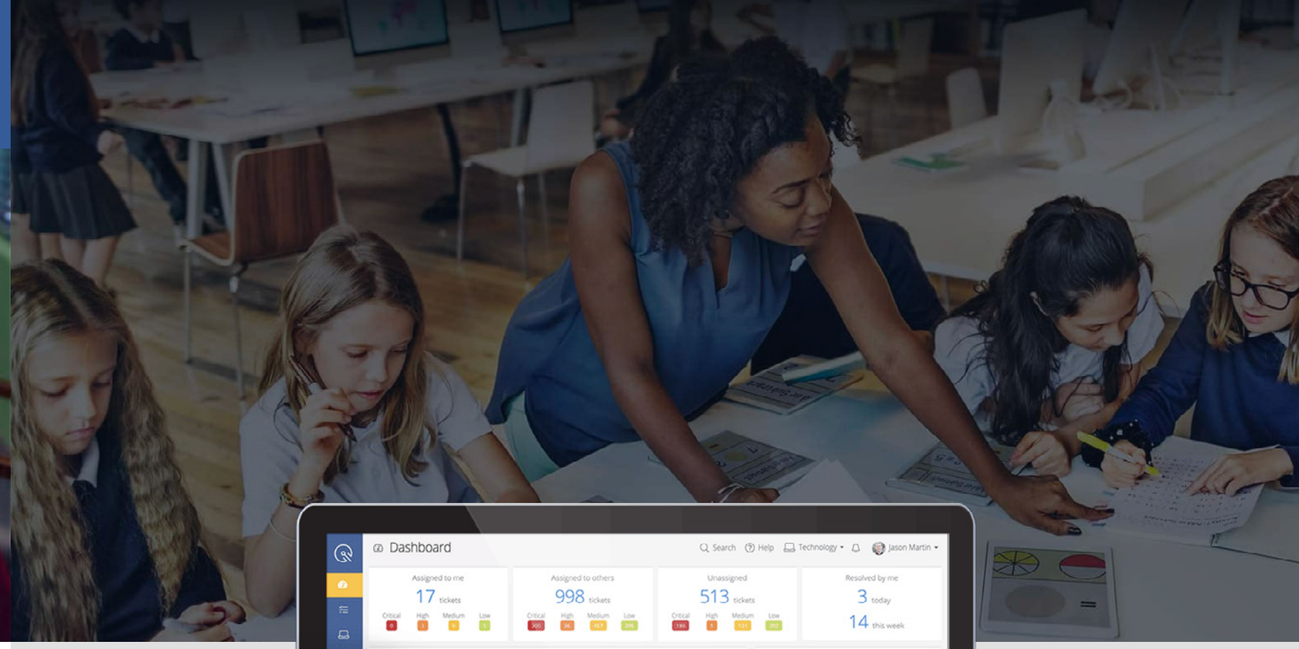
DSC# 148751 | IMSI Design TurboCAD 2021 Deluxe | Educational SRP $99.99

Contact licensing@dstewart.com for a quote.

SHOP NOW »

incidentIQ™





Incident IQ—The Service Management Platform, Built for K-12

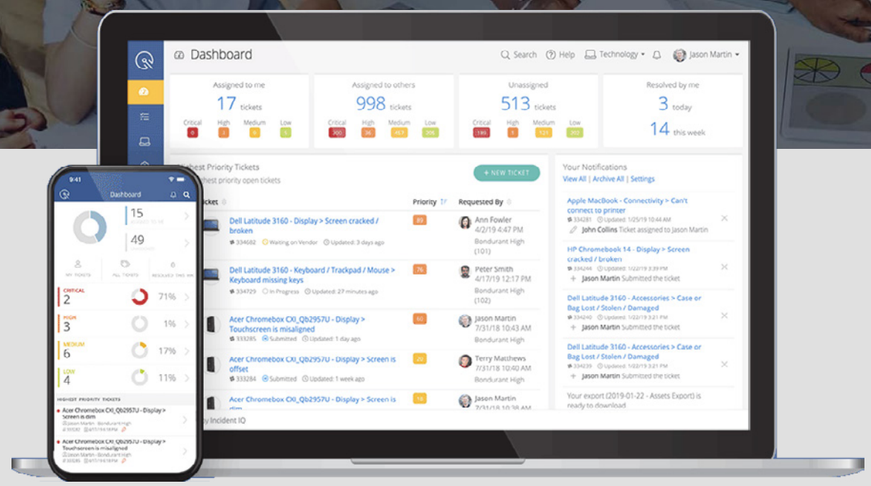
Incident IQ is a K-12 service management platform that helps school districts manage the hardware, software, and systems driving today's classrooms.

What's in it for you?

- Deal Registration Program
- 16% discount off SRP
- Incident IQ is easily bundled and sold as part of 1:1 device initiatives
- Free online demos and support throughout the sales cycle

What's in it for your customers?

- Simple, modern interface
- Intuitive—very little onboarding required
- Built entirely for K-12 use cases—addresses pain points only found in the K-12 environment



Incident IQ

Incident IQ is a service management platform built exclusively for K-12 schools, featuring asset management, help ticketing, facilities maintenance solutions, and more. The Incident IQ platform was introduced in 2017 and since that time has been rapidly adopted by K-12 school districts across the U.S. Today, millions of students and teachers in districts across more than 45 states rely on the Incident IQ platform to manage and deliver mission-critical services.

Software Options:

Volume Licensing

Contact licensing@dstewart.com for a quote.

GET INCIDENT IQ »

Selling Software is Back on the Table

The Douglas Stewart Company's ESD Sales Portal is a resource for you to deploy essential ESD to your students! Software is a profitable opportunity on college campuses. Now you can bring software sales back to your store with the ESD Sales Portal.

Program details:

- Students can quickly and conveniently buy ESD software in store.
- It's easy to customize your portal. You can change the ESD SKUs and pricing as you wish. You can even include your store or school name and logo!
- The portal can be loaded onto any device.
- Students can get academic pricing or store promotion pricing and save money.
- If applicable, students can use their financial aid when purchasing software.
- You can update student pricing to account for everyday pricing or promotional pricing levels.
- Minimal overhead.
- Marketing support from The Douglas Stewart Company.

Learn more » **Enroll Now »**

*Select software vendors require authorization. Contact your Account Manager to find out which vendors you are authorized to offer.

You will be able to sell*:

COREL™

Clarivate™

Microsoft

Parallels®

And more!

Volume Discounts for Schools and Districts

Volume licensing offers you a tremendous opportunity for sales growth, as more software publishers are recognizing the importance of offering volume discounts specifically for educators and students. Licensing programs give you numerous add-on sales options, such as technical support and maintenance.

License Types

Individual License

Most vendors allow an organization to license one software copy per computer, regardless of how many people use it. They may permit one person to install software on both their office and laptop computers with a single license, because it is assumed that the user cannot run both copies simultaneously. Some vendors will also allow a user to install software on their home and business computers with a single license.

Network

There are two types of licenses for applications that run over a network:

- **Concurrent Use:**
  Only a certain number of users may run the program at the same time. The software locks out additional users until someone quits the program. Some vendors require customers to install special metering software to buy this kind of license.
- **Site License:**
  Any number of users on the same company network can use the program.

LEARN MORE » SEE ALL VENDORS » **Contact licensing@dstewart.com for a quote or demo.**