

wonder workshop

Wonder Workshop 101

An introduction to the Dash robot product line, the Blockly app and the Make Wonder subscription



Tim Tomaso
Channel Manager



Webinar Overview

1 Introductions

Meet Tim

2 Latest Announcements

Our next show or event

3 Our Solution

Robots, software and aligned curriculum

4 Our bundles

Now SKUs for 2023

5 Make Wonder

Teacher Dashboard, Student View

6 Douglas Stewart programs

Registered Deals, demo units . .

7 Who you are selling to

Classroom, library, after-school clubs . .

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Question Time



We are Wonder Workshop

www.makewonder.com

Headquartered in San Mateo, California

Makers of the award-winning Dash robot, apps and aligned coding curriculum



Dash and its companion apps are COPPA compliant and COPPA certified. Wonder Workshop works with kidSAFE, which is one of a very few organizations approved by the FTC to confer COPPA Certification, which is reviewed annually under the Safe Harbor program



Our mission is to inspire every home and classroom to be a place of innovation—where children, parents, and teachers solve problems of the future using our tools and curriculum



Announcements



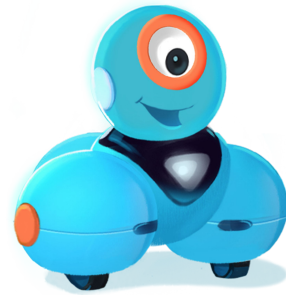


makewonder.com/robotics-competition






Question #1

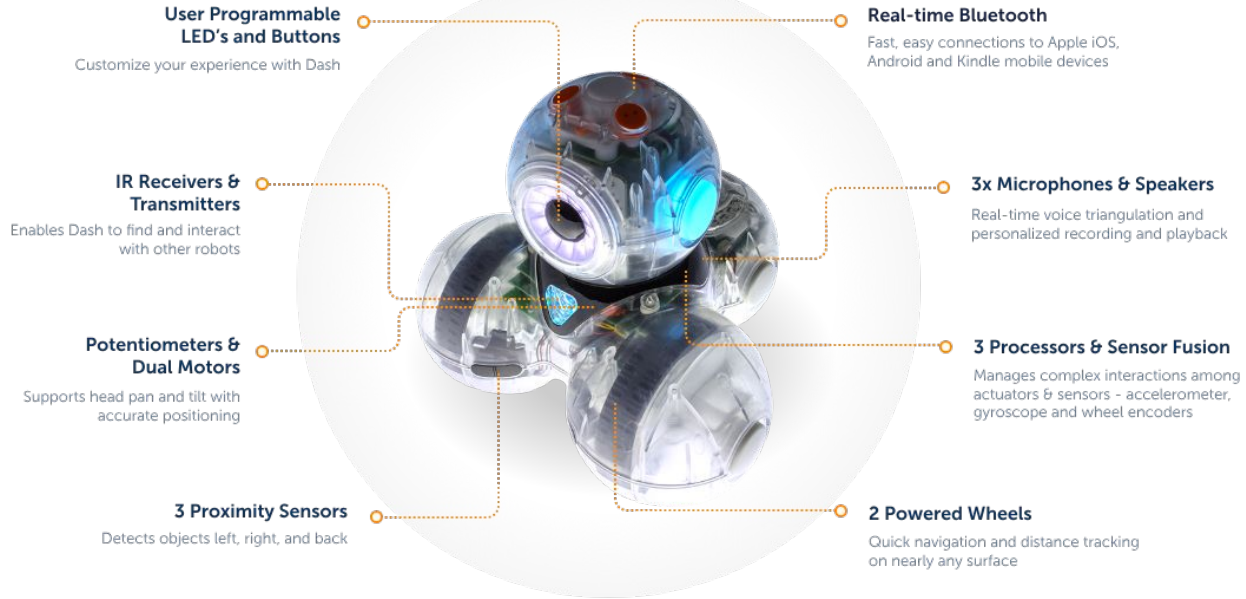
Will Wonder Workshop be represented at **ISTE**
next **June** in **Denver**?

Our Solution



Implemented Solution Strategy

	Blockly Puzzles FREE
	Coding Pathways
	Challenge Cards
	Math Activities
	Blockly Pro

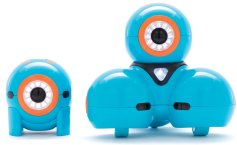


A combination of free and easy-to-use apps, technically advanced yet rugged robots, and **aligned curriculum** for students as young as 5



How the solution has grown

2014



2015



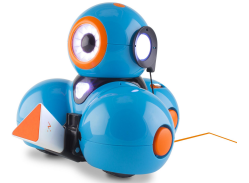
2016



2017

TEACH
WONDER

2018



Dash & Dot are born

The first WLRC & new accessories

The Curriculum and Professional Development

Sketch Kit

2019



Class Connect & Gripper

2020



Virtual Dash Launches

2021



Math Activities in Class Connect

2022



Coding Pathways goes live

collaboration
resilience
confidence
organization
writing
empowerment
communication
creativity
math
experimentation
focus
storytelling
preparation
problem
solving



Computer science offers life-changing and economic opportunities, whether they utilize technology or create it. ~code.org

The Bundles



Wonder Workshop Bundled Solutions

Robots, accessories, curriculum, and Class Connect



Make Wonder
CLASSROOM
with Dash

1 Teacher
35 Students

6 Dash
Robots



Make Wonder
TECH CENTER
with Dash

BEST SELLER

1 Teacher
All Students

6 Dash
Robots



Make Wonder
SCHOOL
with Dash

All Teachers
All Students

12 Dash
Robots



Make Wonder
CLASSROOM
with Wonder Packs

1 Teacher
35 Students

6 Dash
Robots



Make Wonder
TECH CENTER
with Wonder Packs

1 Teacher
All Students

10 Dash
Robots



Make Wonder
SCHOOL
with Wonder Packs

All Teachers
All Students

12 Dash
Robots



The Competition



Tech Center with Dash

MSRP \$2195

- 1 hour of charge for 2 hours of use
- Bluetooth connectivity to IOS, Android, Kindle and online
- K-8 aligned curriculum available
- Microphone and speakers allow for ELA curricular connections

Intrepid Inventors Pack

- 6 bluetooth connections for \$3,900.00 set
- THINK Cubes need to added to develop computer science skills
- Includes **156 Cubelets to keep organized**
- *The first time students interact with Cubelets, you're going to lose their attention* - modrobotics.com



littleBits Code Kit Class Pack

- Small parts (swallowing hazard) make tools inappropriate for young students
- **Hundreds of individual pieces to keep organized**
- x16 **9-Volt batteries** power all tools
- Curriculum designed for 3rd grade and up

Edison EdSTEM Class Pack

- Requires **4 AAA batteries** to operate
- No Bluetooth connectivity
- Not designed for students under 8
- Your device requires an audio jack
- 30 robots and only 15 Creator's Kits



Sam Labs STEAM Course Bundle

- **178 individual pieces to keep organized**
- 40 pieces require USB charging of tiny batteries
- "30 Student Kit" only comes with 10 cars
- SAM Labs applications collect personal info

Ozobot EVO Classroom Kit

- **1 hour of charge for 1 hour of use**
- Not designed for students under 8
- Limited capabilities due to its tiny size
- Durability is an issue, check Amazon reviews



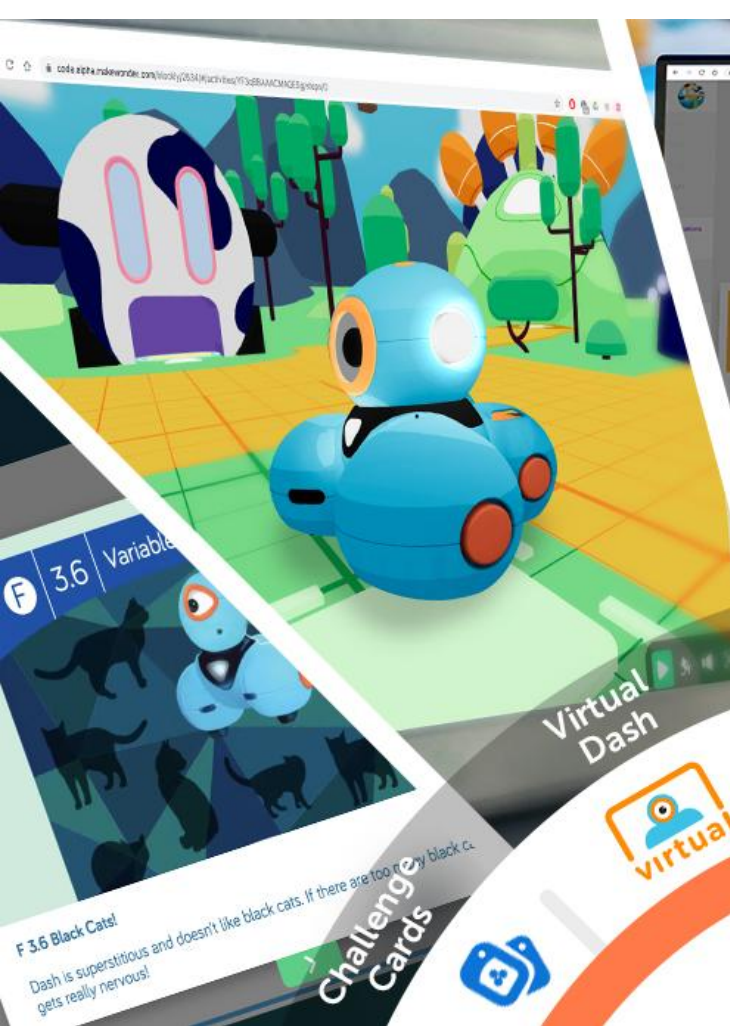
Sphero BOLT Power Pack

- **6 hour charge for 2+ hours of play**
- Not designed for students K-2nd grade
- Blue tape is not an accessory
- Requires a charging base to charge
- Clear covers needed to protect bots

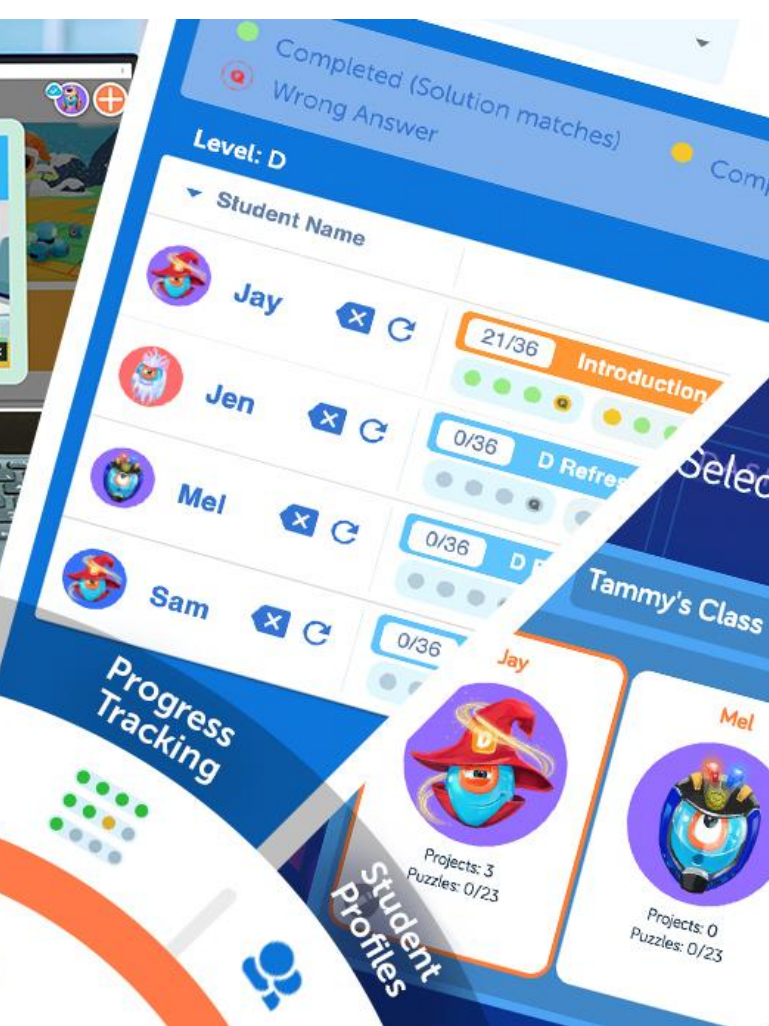


Question #2

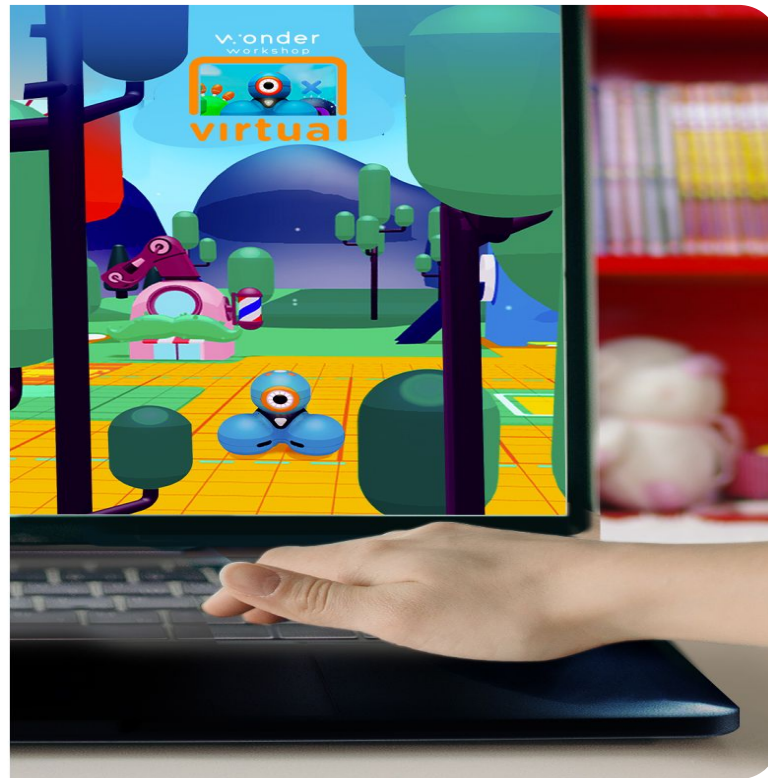
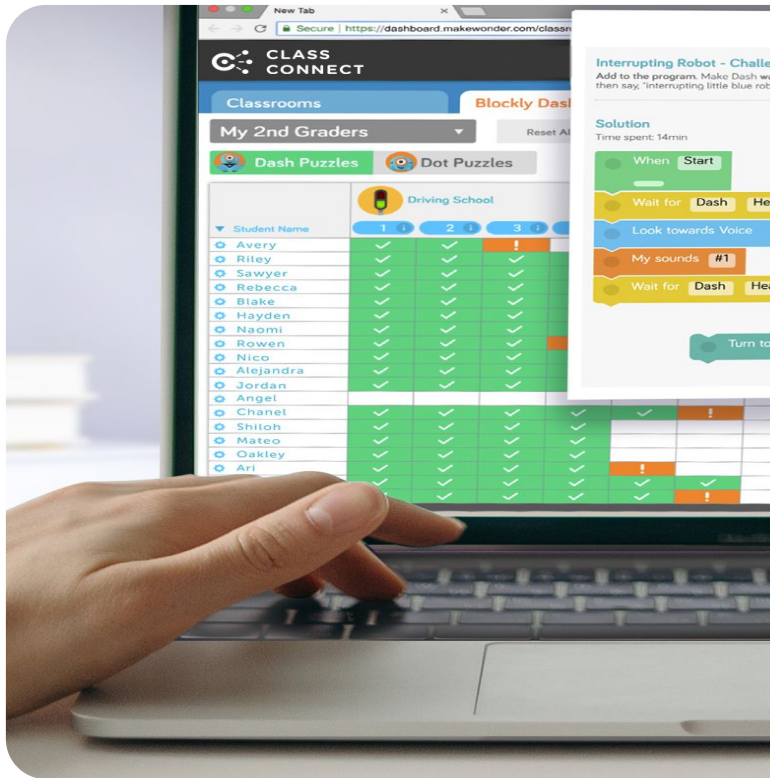
Which Wonder Workshop **bundle** is the **best selling** SKU from the company?



Coding Pathways

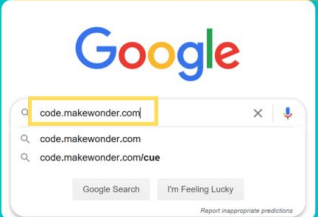


Progress Tracking for Teachers + Virtual Dash in Blockly for Students




Getting started with Make Wonder


1 Go to code.makewonder.com on **Google Chrome** on your device (computer, laptop, tablet, etc).




2 Select a profile, then click on **Manage Profile** on the top right of the menu.



3 Click on **Teacher Code** on the bottom right of the menu, then click **Continue**.



4 Type in your **Teacher Code** and

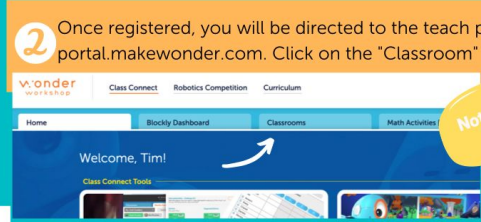


Teachers can access Make Wonder from a webpage at portal.makewonder.com. Set up classrooms, assign curriculum and invite students to join.


Registration is a simple process. Begin by registering for an account at: makewonder.com/class-connect/

Wonder Workshop can roll your 30-day free trial into a purchased account - enabling your students to continue their coding adventure without interruption.

2 Once registered, you will be directed to the teach portal: portal.makewonder.com. Click on the "Classroom" tab.





3 The "Classroom" dashboard is where you can manage your classrooms and add students.



4 Now have your students access the Blockly program online by going to: code.makewonder.com.blockly

Your students will need a Teacher Code



Demonstration



Question #3

Is the **Virtual Dash robot** available with the **free tier** of Make Wonder?

Funding?

Federal funds can be used to support STEM education in many ways

Carl D. Perkins Funding



Our solutions provide curriculum options that are industry-based to push students thinking in areas of STEAM and see the application to STEAM-based fields. Perkins funding provides a means for bringing this type of learning opportunity into the classroom as well as opening up the opportunity to create courses focused on STEAM learning.



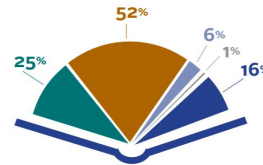
IDEA

Although Wonder Workshop products do not specifically address disabilities within the curriculum, students with disabilities are quite successful using the various solutions. Because the curriculum is designed for the students to work in groups of three, this enables students to practice collaboration and communication. These skills help students with autism and language disabilities to improve their interactions with others.

1. Increase students' equitable access to STEAM courses and experiences, including out-of-school programs, STEAM-themed schools, and career pathways
2. Support educators' knowledge and expertise in STEAM disciplines through recruitment, preparation, support, and retention strategies
3. Increase student access to materials and equipment needed to support inquiry-based pedagogy and active learning.

Title II

Wonder Workshop's *Teach Wonder* course offers online Professional Development to support educators as new teaching methods and materials are implemented into the classroom.



Title IV, Part B: 21st Century Community Learning Center Grants

Wonder Workshop provides unique opportunities for STEAM enrichment in out-of-school learning environments. Educators can use 21st Century Community Learning Centers grant funds to purchase Wonder Workshop robots and curriculum to support an engaging after school or community-based learning environment. Our annual competition is an excellent way to engage these groups in a world-wide event that is free of charge.

Title I

Utilizing Wonder Workshop robots where the program aligns with the school's comprehensive needs assessment. The differentiation of learning that our curriculum provides creates an environment for all students to succeed. As a supplemental material, focused around STEAM learning, Dash, Dot and Cue provide an engaging way to continue the learning and apply ideas.



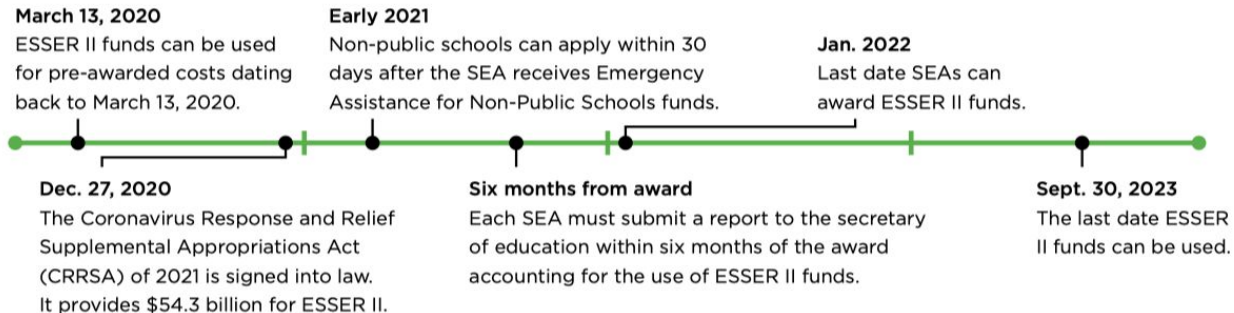


ESSER II Funding

Qualified educational costs must fall within one of the following categories:

- **Resources needed to conduct remote and hybrid learning**
- **After-school and summer learning programs**
- Evidence-based solutions to learning loss, including assessments and distance learning equipment
- Coordination tools among state, local, tribal, and other entities to prevent the spread of COVID-19
- Resources that address COVID-19 in schools and tools that improve preparedness
- Tools that address the needs of disadvantaged students, including those living in poverty, learning English, experiencing homelessness, dealing with disabilities, or living in foster care
- Staff sanitation training and sanitation supplies to disinfect schools
- Mental health support and resources
- **Tools needed to organize and plan for school closures**
- School facility repair, especially ventilation systems, to improve air quality and reduce COVID-19 transmission

Important Dates for ESSER II



Douglas Stewart Company programs

Registered deals, seed program and demo units available for your representatives

Registered Deal Program

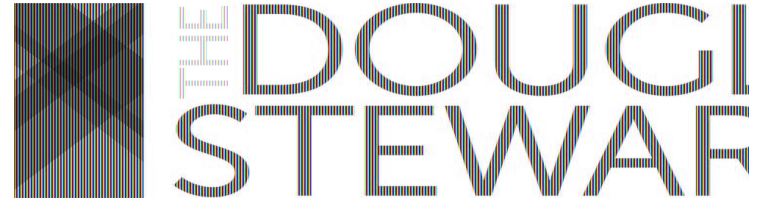
<https://www.dstewart.com/forms/dealreg/?id=46>

- ❑ Have the potential of **\$5,000** MSRP in sales
- ❑ Eligible deals will receive an additional 5% rebate upon sell-thru
- ❑ Registered deals are good for 30 days

Seed Unit Program

http://www.dscenewsalert.com/image-hosting/wonderworkshop/Wonder_Workshop_Seed_Program.phtml

- ❑ Be net new business to Wonder Workshop
- ❑ Agree to a 15-minute buddy call with Wonder Workshop's Channel Sales Manager
- ❑ Provide contact information to Wonder Workshop for marketing purposes
- ❑ Have the potential of \$5,000 in sales



Demo Unit Program

50% off MSRP on Dash robot units

- ❑ Robots for your representatives to demo or present with
- ❑ Agree to a 30-minute training call with Wonder Workshop's Channel Sales Manager
- ❑ You can be set up with a demo Make Wonder account and virtual robot simulator

Why you should sell this solution now

- Offers low cost of entry for establishing a STEAM program
- Easy to teach and easy to learn
- Grants and funding are available for schools and districts to support STEM and active learning
- Pre K - 8th grade turn-key solutions, free apps, bluetooth device required
- Durable robots with rechargeable batteries. 1 hour of charge = 3 hours of playtime

Target End Users

- Teachers
- Makerspaces
- Libraries
- Students
- After-School Program Participants

Target Buyers

- School Administrators
- Teachers
- Curriculum Specialists
- STEM Coordinators/Media Specialists
- Librarians
- After-School/Enrichment Program Coordinators

What is the Value to the End User?

- Easy learning curve, very approachable product
- Cost-saving classroom packs available
- Provides a fun way of learning skills such as collaboration, communication, and digital literacy
- Standards-aligned curriculum available for K-8 students

Questions?



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<https://calendly.com/tim-tomaso>