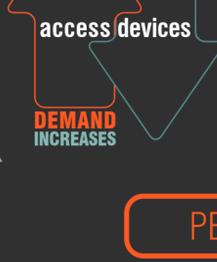


# SMART EDTECH REQUIRES BUYING SMART

Devices are getting cheaper and apps more plentiful, but buying and integrating is a headache. How can schools and districts avoid wasting money & ensure everything works well together in service of personalized learning?



EXPLOSION OF MOBILE APPS & DIGITAL CONTENT



DRIVING THE SHIFT TO PERSONALIZATION

widespread adoption of information systems & instructional platforms

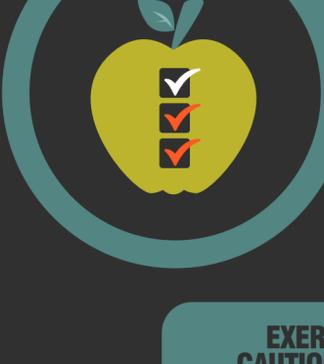
availability increase of TECHNOLOGY SOLUTIONS

IMPORTANCE OF DATA, ANALYSIS, & UNIFIED REPORTING SYSTEMS GROWS

## 12 RULES OF SMART

### EDTECH PROCUREMENT

01 TAKE INVENTORY



02 DETERMINE YOUR EDUCATIONAL PRIORITIES

03 EXERCISE CAUTION ON CUSTOMIZATION



04 PURSUE COLLABORATIVE INVESTIGATION & PURCHASES

05 DEMAND GUARANTEES & ASSURANCES



06 MAKE REAL COMPARISONS

07 CONDUCT A PILOT



08 PRIORITIZE DATA SHARING & INTEROPERABILITY

09 REMEMBER SERVICE MATTERS



10 CONSIDER TOTAL COST OF OWNERSHIP

11 CLOSE THE DEAL



12 IMPLEMENT, IMPLEMENT, IMPLEMENT

3 PROCUREMENT POLICY CHALLENGES

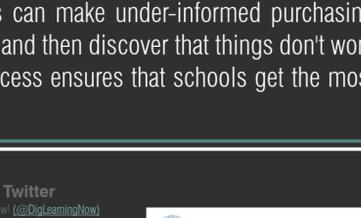
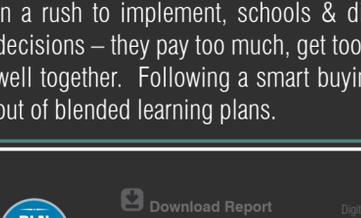
- 01 THE BUYERS ARE NOT THE USERS.
- 02 THE PROCESS IS LENGTHY & CUMBERSOME.
- 03 POLICIES & REGULATIONS HINDER DISCUSSION.

6 WAYS TO MODERNIZE PROCUREMENT POLICY

- 01 DEVELOP WAIVERS.
- 02 CREATE SPACE FOR EXPLORING USER NEEDS & SUPPLIER CAPABILITIES.
- 03 MODERNIZE CONFLICT OF INTEREST & IP POLICIES.
- 04 MAKE MORE USE OF PRIZES.
- 05 CONSIDER PIGGYBACK CLAUSES.
- 06 EXPLORE COOPERATIVE PURCHASING.

Designing, building, and sustaining a great school around a student-centered, technology-supported mission requires leadership and perseverance. Most schools would benefit from collaborating with other schools in a network to purchase technology. These networks could design and adopt common information technology bundles that would include common:

BUYING IN BUNDLES



In a rush to implement, schools & districts can make under-informed purchasing decisions – they pay too much, get too little, and then discover that things don't work well together. Following a smart buying process ensures that schools get the most out of blended learning plans.