العبيكان للتعليم
Obeikan
E d u c a t i o n

Is the answer "Technology"?
If it is – factors for a successful implementation

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Credentials

- ✓ 25 years technology industry
- ✓ Software, hardware and services
- ✓ Manufacturers, resellers and integrators
- ✓ Contracts in corporates, government, health AND education
- ✓ Sales in 110 countries
- ✓ Direct engagement with 30+ governments
- ✓ Last 8 years in technology in Education

So…….

✓ The best technology wins!!! Or does it??

✓ LA USD iPad project

✓ OLPC in US school districts

✓ BYOD (Bring Your Own Device)

Think!!

"Technology is widely viewed as a panacea so it's not surprising that many districts and schools are investing heavily in educational technology systems and devices. However, the dominant trend maintains the status quo and patches technology use on existing pedagogical models. When we turn a blind eye to the massive disruption occurring in the world around us we fail to build new educational visions that harness the enormous potential of technology to reform learning."

Sam Gliksman – "ipad in Education for Dummies"

Questions to ask

✓ Think hard about the problem you are trying to solve – are you <u>certain</u> it has a technology solution?

✓ Look for others with the same problem and learn from their experiences

✓ Make sure that any technology you propose to use is appropriate and tested in a similar environment

✓ Can you afford the solution?

✓ Make sure you can support it for at least 5-7 years

Alternative models & Additional thoughts

✓ Access for all and ubiquitous offerings – work with what exists!

✓ Employability & Skills

Alternative models & Additional thoughts

✓ In Technology "Leading edge is bleeding edge!!"

✓ Avoid "Because we can!" decision making

✓ Find the money! - World Bank, ISESCO, NGOs, Corporate CSR

Acquiring technology

✓ Do you know what you are buying?

✓ Acquisition cost is less than 40% of
  5 year operating cost

Acquiring technology

- ✓ Hard vs. soft costs

- ✓ Bundle pricing – be wary!
- ✓ Performance guarantees/PPP

Summary

- ✓ Technology has <u>massive</u> potential in Education
- ✓ <u>Be clear </u>on what problems can be addressed by technology – know what you are buying and why
- ✓ <u>Be clear </u>on the parameters surrounding any technology you wish to acquire – cost vs. value
- ✓ <u>Understand</u> the bidders
- ✓ Build contracts and partnerships that focus on the <u>value</u> and not just the price!!

Thank you