



**GET
YOUR
TECH** 4 SCHOOL

Cost-free
hassle-free
1:1 parent
partnership
scheme





1:1 Learning without the admin headache

GetYourTech4School, exclusively from Stone, is our cost-effective, hassle-free 1:1 device scheme.

We can put together a bespoke package for your school that goes hand in hand with your ICT vision.

While the notion of student device schemes are nothing new, schools often suffer from an increased admin burden on the back-end when it comes to things such as managing payments and insurance claims. With stagnant or decreasing budgets, getting more funding for further administrative support is unlikely.

With GetYourTech4School, you can realise all the benefits to teaching and learning associated with 1:1 access without the resource headache.

Why deploy a 1:1 scheme?

ICT is central to the modern education environment. In 2019, the Department for Education launched its new EdTech strategy, prioritising a new tech-led future for UK schools, colleges, and universities. The DfE strategy was underpinned by the fact that IT is proven to help reduce the burden of non-teaching tasks, support classroom engagement and improve learning outcomes for students.

Despite these benefits, there is still a concerning number of children and young people with inadequate access to IT. A recent report from the National Literacy Trust stated that less than half of teachers said their pupils had access to iPads or laptops, and just 2 in 5 to desktop PCs, with secondary school students at the greatest disadvantage in terms of access to technology in the classroom.

1:1 device schemes enable you to improve access and inclusion for students, ensuring equal opportunities through ICT for all.

An unbiased approach

Unlike other schemes, GetYourTech4School from Stone is vendor agnostic. As a Microsoft Gold Certified Partner and Apple Authorised Reseller in Education we can look holistically at what you're looking to achieve and then work with you to introduce the technology that will best serve your needs.

Stone holds multiple vendor accreditations, including:



This means we can provide whatever devices fit best with your teaching and learning methods, all neatly wrapped with Stone's unique advice, service and ongoing support.

<https://literacytrust.org.uk/research-services/research-reports/teachers-and-tech/>

Providing you with support, every step of the way

Here are some of the ways in which we help

The full Stone service wrap - complete with flexible warranty terms inclusive of next business day on-site

Full insurance wrap - covering every eventuality from dropped devices, to missed parental contributions

We handle the administration - be it setting up parental contributions, managing insurance claims, dealing with missed contributions, or general admin such as changes in address


Help marketing the scheme to parents - from parents evenings to a dedicated branded e-commerce portal for parents to easily select their chosen device

Designed for modern and traditional education- we understand the unique differences in running a scheme in a variety of educational establishments - be it an Academy, University Technical College or Independent School



Previously, we were with one of the multinational OEMs, and they continually raised the prices of spare parts to the point where we could not work with them any longer - it was simply unsustainable. Stone have been extremely supportive of our self-maintainer status - giving us access to the spare parts we need, at the reasonable prices we need, to make our programme cost effective for parents and guardians. We have a one stop shop for payment collection services and administration, insurance cover, quality devices and the warranty package.

Perins School



Whatever your vision, we're more than happy to chat with you about how we can help make that vision a reality in your educational establishment.



Some things you may wish to know...



SECURITY

How are devices secured so that when they come back in to the school domain, they don't have security risks present?

Every school is different. We work to understand your current infrastructure then look to provide advice and guidance on the configuration of your firewall, antivirus software and identity management processes to protect your network from potential threats.

What else can we do to protect our data?

All Stone-branded devices come with TPM as standard and we can provide a whole host of data encryption solutions to suit your individual requirements.



TECHNICAL

How do we go about deploying applications?

Your school can deploy its master image to devices as and when they are given to pupils. Where applicable, we can also help with ensuring that Apple devices reach the end user with all the relevant applications for a seamless out of the box experience.

What happens if a pupil is lacking connectivity at home?

Stone can provide highly competitive mobile data connectivity packages from market leading network providers such as O2 or Orange. Many of our devices come with 3G modules as an option, removing the need for a USB dongle.

Can the devices interact with our existing hardware/network?

Yes, GetYourTech4School schemes are designed to work in conjunction with your existing IT estate. Some schools will deploy one year group at a time, hence it's important that your new devices can work in tandem with your existing network architecture and ancillary hardware. Stone's DDU (Driver Deployment Utility) is available on all Stone and Lenovo branded devices, ensuring a supported connection to RM CC3 and CC4 networks.



ADMINISTRATION

Who owns the device?

The devices remain the property of the lease company throughout the duration of the scheme. Schools lease the device and parents make a contribution to the school for their child's use of it. Once the lease period has ended, the devices are returned to the school.

What happens if there's a technical fault with a device?

Warranty arrangements for an GetYourTech4School scheme range from a swap out return to base, to full next day onsite repair at the pupil's home address.

What if the device is damaged?

Accidental damage and theft is included as standard in every GetYourTech4School scheme. A separate document is available detailing the terms and conditions. This is a specific public sector policy superior to home policies with no excess.



FINANCIAL

What is the term on the operating lease?

The lease term is completely flexible depending on which year groups you're deploying to and at what point in the school year.

How can we ensure that the scheme is inclusive of pupils from all backgrounds?

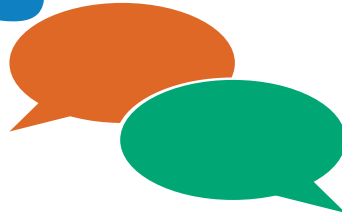
The school signs the master lease agreement in behalf of all parents. Parents then pay a monthly donation based on what they can afford. This ensures that the scheme is digitally inclusive and all pupils can be part of the wide range of benefits associated with a 1:1 learning scheme.

What happens if a parent defaults on a payment?

All GetYourTech4School schemes come with a variety of insurance measures to mitigate any risk on the part of the school. Contact us today to find out more.

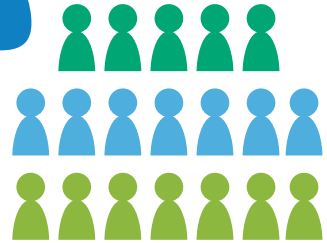
How it works, step by step

1



We meet with you to discuss the scheme

2



Year groups and scheme detail agreed

3



Product range and pricing agreed for students

4



You sign up your school for a dedicated, branded web portal

5



Web portal set up and configured for you with approved equipment and agreed pricing

6



Parents evening held to communicate offering to students/parents, with brochure produced if required

7



Ordering window opens for parents to place orders

8



All direct debits and insurances set up by us

9



Ordering windows closes and devices are scheduled for delivery

10



Equipment delivered and handed out to parents





1:1 technology. No risk. No cost.



The modern classroom is driven by technology - preparing students for the tech-driven world. It's becoming more and more vital for schools to provide consistent access to personal learning devices. The challenge is delivering this in a way that doesn't impact budget, resource or infrastructure.

GetYourTech4School is a no risk, no cost 1:1 device scheme for schools. Driven by parental payments with no personal credit checks, there's no need to dip into your budget. The devices are managed and distributed by you, meaning there's no risk to your infrastructure by bringing in personal devices as part of a BYOD scheme.

By working with Stone you can:

- > Have access to the latest devices at no risk and no cost to your school
- > Launch a fully managed 1:1 scheme without the admin burden - we manage parent marketing and communication, payment collection and portals
- > Be supported by a zero risk service - we offer repairs, recycling of displaced equipment, insurance and warranty and more
- > Stay compliant - we're members of the Finance and Leasing Authority (FLA), and our data processing is certified against the ISO 27001 standard and fully GDPR compliant
- > Get peace of mind - Stone Payment Solutions are financially strong and wholly owned by CSI Leasing - one of the largest independent equipment leasing companies in the world with over 5 decades of trading history and \$1.6bn in assets.



Devices available through the GetYourTech4School scheme



Stone Cloudbook

- > 14.1" Full HD display
- > Intel® Celeron® N3450 processor
- > 4GB RAM
- > 64GB eMMC SSD
- > 7hr battery life
- > Windows 10 Pro
 - + Great performance per £ ratio
 - Excellent warranty services
 - Battery & PSU covered under warranty



Stonebook Mini

- > 11.6" HD display
- > Intel® Celeron® N4100 processor
- > 4GB RAM (upgradable)
- > 120GB SSD (upgradable)
- > 7hr battery life
- > Windows 10 Pro
 - + Customisable spec
 - Excellent warranty services
 - Battery & PSU covered under warranty
 - TPM 2.0 as standard



Probook x360 11 G3 EE

- > 11.6" HD 360 degree convertible
- > Touchscreen display
- > Intel® Pentium® N5000 processor
- > 4GB RAM
- > 128GB SSD
- > 13hr battery life
- > Windows 10 Pro
- > Digital pen included
 - + Military spec tested ruggedness
 - Gorilla glass display
 - Dual camera
 - Excellent security features



Acer B118

- > 11.6" HD 360 degree convertible
- > Touchscreen display
- > Intel® Celeron® N3450 processor
- > 4GB RAM
- > 64GB eMMC SSD
- > 13hr battery life
- > Windows 10 Pro
- > Digital pen included
 - + Lightweight design
 - Opens up 180 degrees for facilitating easy collaboration
 - Spill resistant keyboard



Lenovo 300e Winbook

- > 11.6" HD IPS 10 Point Multi-Touch display
- > Intel® Celeron® N4100 processor
- > 4GB RAM
- > 64Gb eMMC SSD
- > USB Type-C charging
- > Windows 10 Pro
 - + Rugged design
 - Spill resistant keyboard
 - Opens up 180 degrees for facilitating easy collaboration
 - ActivePen ready for creativity



Asus E203NA

- > 11.6" HD display
- > Intel® Celeron® N4000 processor
- > 4GB RAM
- > 64GB eMMC SSD
- > 10hr battery life
- > Windows 10 Home
 - + Designed for mobility
 - Optimised for all-day computing
 - USB Type C data delivery for super-fast transfer speeds
 - Ergonomic keyboard

Introducing Lenovo Tech 4 Learners programme

Hands up – who wants to give pupils the latest Lenovo devices, with zero budget impact?

We're proud to offer Lenovo's Tech 4 Learners programme to schools across the UK. The innovative parent partnership scheme is a great way to provide pupils with the technology they need to enrich their learning experience – with absolutely no risk or cost to your school.

All orders of the latest Lenovo devices are wrapped up in an operating lease, paid for wholly by the parents. And we manage the entire programme on your behalf, allowing you to focus on what's important – getting the most from our devices, and from your students.



Benefits to your school

- No cost to the school
- No risk to the school
- Fully managed
- Enhance learning outcomes
- The very latest Lenovo devices with ZERO budget impact



Benefits to your pupils

- Use of the latest Lenovo devices
- Enhanced learning outcomes
- Fully insured devices for 36 months
- Spread payments over time
- No personal credit checks

Do the maths

Pricing example* Your upfront one off cost:

Lenovo 100e Chromebook Intel Celeron N3350 4GB 32GB SSD 11.6 Inch Chrome Laptop offering:

- Chrome license
- Configured to your school's settings
- 36-month warranty
- 36-month insurance

Also available on Windows devices.

From as little as £9.98 a month
(36 monthly payments, saving £114.35)

Alternative payment plans:

24 monthly payments = £14.06
(saving of £136.19)

12 monthly payments = £26.28
(saving of £158.27)

Your upfront one off cost:

High street cost

£473.63

Parents cost through
Tech 4 Learners

£295.98

A saving of **£177.65**

*Please note that all pricing here is guide pricing, as subject to final bid costing from resellers, quantities and device type. All comparisons to High Street pricing is based on various quotes sourced to cover each individual element of the package. High Street pricing is only a guide and is subject to change.

Lenovo™

Financial Services



HP LearnAbility

Equip your child for success with HP LearnAbility

HP LearnAbility is an innovative parent partnership programme for 1:1 computing devices for learning. It provides students with state-of-the-art learning devices that work seamlessly with the latest teaching methods.

With reduced risk and minimal administration for parents, together with affordability and peace of mind, HP LearnAbility helps to ensure that all children are equipped for success -at home.



Example Costs

Description	Upfront	12 Months	24 Months	36 Months
HP Chromebook 11G5 EE, 4GB, 16GB & Chrome MDM	£316.89	£28.22	£15.13	£10.75
HP Chromebook 11 Flip Touchscreen - Dual Camera 4GB, 32GB	£406.08	£36.01	£19.26	£13.66
HP 450 G5 i5, 8GB, 256 SSD (Windows) & Slip Case	£665.75	£58.74	£31.32	£22.13

Included in the Offering

- Parental marketing pre 'go live' school and home
- Presence/support at parent evenings
- School branded portal
- Dedicated support desk
- Accidental Damage & Theft insurance for students
- Full collections services – Freedom Tech manage all parent payments
- School spreads costs over time, schemes can be cost neutral to school



HP LearnAbility is a complete solution, including comprehensive support services, free e-safety advice for parents, and hassle free order management.

Products*

A range of HP devices are available –allowing students to type, touch, write and draw across a range of engaging learning activities



*Product assortments subject to change.

Included in the Bundle

- Dedicated support desk.
- 36 months accidental damage and theft insurance.
- Free e-safety advice for parents.
- Full payment collection services.

HP LearnAbility is FULLY inclusive with no personal credit checks on any parent or guardian.

Built-in Options

HP have teamed up with Tute to offer group online learning taught live by qualified teachers as required.

Trade-in Offer

With HP LearnAbility, parents also have the option to trade-in unwanted devices. The trade-in allowance can be used to reduce monthly payments for parents.

The aim is to support the learning community by ensuring that equipment recycling leads to better outcomes for students.





Case Study

1:1 Device Scheme

Wickersley Partnership Trust

Background

Wickersley Partnership Trust is comprised of seven primary and four secondary schools in South Yorkshire. The Trust offers a network of bespoke support to ensure school improvement is sustained and is formed around Wickersley School and Sports College – an OFSTED 'Outstanding' school.

A primary objective of the Trust is to ensure on-going learning that empowers and enriches its pupils across the 11 schools within.



The Challenge

Mike Ward is IT Manager for the Wickersley Partnership Trust and explains that as part of the schools' mission to support older pupils as they start secondary school, an ideal scenario was to give each child their own personal laptop to provide consistent access to personal learning.

"The school has a very well-equipped IT suite with the latest PCs," he said. "However, we recognised that being able to take a laptop home for homework and further learning, as well as being able to work online in any classroom would be helpful for both pupils and staff."

The school had already embraced Google for Education technology and were familiar with Chromebooks. The Chromebook devices perfectly suited their school environment thanks to their long battery life and cloud-based software such as Google Docs which students really liked.

However, the Trust's budget would not stretch to cover the number of devices it required, and so it set out looking for companies who could provide another alternative approach. After a competitive tender process, the Trust appointed a partnership of companies; one to handle the financial element, and one to manage and supply the devices. The partnership consisted of Freedom Tech, a company that specialises in technology finance solutions, and Stone Group, a leading provider of IT solutions to the UK education sector.

With a dedication to education and developing trusted relationships with their customers, Stone are proud to have worked with the Trust for many years, providing desktops and laptops for their numerous schools.

Mike said: "Stone is renowned for both the quality of their kit and the service they provide - they understand us and always have done."



Stone is renowned for both the quality of their kit and the service they provide - they understand us and always have done. The great thing about this scheme for us is that once the school has introduced it to parents, we don't really have to get involved. There is no cost and therefore no risk to the school and barely any work for our admin team. In addition, pupils access their work through the cloud and so it doesn't impact on our network at all. The real winners of course, are our pupils. They now have access to 24/7 learning whether that's in school, at home or with their friends.

Mike Ward, IT Manager



The Solution

The two companies were happy to work in partnership to deliver the best solution for the Trust, and Stone is constantly striving to find new ways to support schools in providing all students with equal access to the valuable technology that facilitates learning success. Get Your Tech 4 School is Stone's 1:1 parent partnership scheme that helps children get access to the IT that benefits their education, with no cost, risk or hassle for the school.

The programme provides the students' parents the opportunity to purchase a device outright, or through affordable, easy-to-manage payments, spread over time. Insurance and warranties are managed by Stone, so devices are secure and protected, and pupils can enjoy a safe and engaging learning companion. And with both the devices and finances being managed by Stone and Freedom Tech, the school could enjoy a seamless implementation.

Mike added: "The great thing about this scheme for us is that once the school has introduced it to parents, we don't really have to get involved. There is no cost and therefore no risk to the school and barely any work for our admin team. In addition, pupils access their work through the cloud and so it doesn't impact on our network at all.

"The real winners of course, are our pupils. They now have access to 24/7 learning whether that's in school, at home or with their friends."

To date, Stone has provided around 2000 Chromebooks to the Trust and on average the scheme has been taken up by around 85% of parents. The school provides a list of pupil names to Stone, who then ensure that the serial number of each laptop is allocated to the pupil to ensure a smooth deployment process and a personalised device. Upon delivery, the name of each student is clearly labelled on the kit which makes it very easy for the Trust to manage.

"We take safeguarding very seriously and so we make sure that every single laptop has the appropriate licences and security to ensure safe internet usage outside of school," said Mike. "Parents in particular like this as we can monitor usage and flag up any issues."

With the dynamic nature of the classroom and the fact the laptops are being transported between different locations, it is inevitable there will be some accidental damage. In which case, Stone engineers will visit the school the next day to make any repairs necessary.

"Many IT providers say they provide next day repair," said Mike, "although in reality, very few do. However, we know from years of experience of working with Stone that we can rely on them implicitly and they never let us down."

The Wickersley Partnership Trust has always prided itself as being a leader in the field of IT and has a progressive ethos. The scheme, which is now firmly embedded in the culture of the school, ensures they remain an education trail blazer.

