



Advancing learning transformation with powerful technology innovation

Discover our education solutions on [Dell.ca/hied](https://www.dell.com/education)

# Transforming Learning

When integrated into a vision of what learning should be, technology can help educators deliver flexible, on-demand approaches that support individual learning styles and help drive a passion for learning.

## Build student-centred learning environments.

Students have an opportunity to be independent, self-directed learners. Create possibilities in how they show mastery of their learning with voice and choice in the learning process.

## Demonstrate learning with technology.

With the tools at their fingertips, students can choose how to demonstrate what they've learned beyond a multiple choice test or essay. E-portfolios enable students to show learning over time.

## Instructors facilitate learning.

With ready access to data that provides insight and a vast array of digital tools and resources, professors can facilitate learning environments that meet the needs of all learners.

## Provide access to real information.

Deepen learning by providing access to the vast amount of resources and implement teaching methods that help students discern what is useful to support the production of something that's meaningful.

## Develop needed skills to successfully transition to postgraduate work or career.

Prepare student to develop knowledge and skills for a rapidly changing workplace that will require them to think critically, work collaboratively and communicate effectively.

## Learning anytime, anywhere.

On demand access to learning tools and resources enables learning any time, any place, at any pace.



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You can buy from Dell EMC in 3 ways:

1. Online at [Dell.ca/premier](http://Dell.ca/premier)
2. By phone: Call our education team at 800-822-6032.
3. Via Dell EMC education channel partners

Call your dedicated education team who will listen to your needs and help you choose the right technology and services.

# Empower learning

Enable learning anywhere with mobile education solutions from Dell with Intel® Inside™. By incorporating feedback from instructors and students, we offer technology built to hold up to the demands of mobile computing while providing the performance that educators require.



## **XPS 2-in-1 9365: Inspire their next big idea.**

- Thin, light and the smallest 13-inch 2-in-1 and featuring the revolutionary InfinityEdge display and Dell active pen.
- Premium 360-degree 2-in-1 design with 4 modes - watch, work or surf the way you want
- Powerful and manageable with 7th generation Intel® vPro processors featuring dynamic power mode and fast booting solid state drives.
- Long battery life targeting up to 14 hours

[Learn More](#)



## **XPS 13: Designed to be the best performing laptop of its size.**

- Smallest 13-inch laptop (11-inch size, 9-15mm thin) and starts at only 2.7lbs
- World's first and only laptop with InfinityEdge display
- Stunning view with available UltraSharp™ QHD+ (3200 x 1800) InfinityEdge touch display (IPS, bright at 400-nits, 72% color gamut, 1000:1 contrast ratio)
- Gen Intel, fast booting solid state drives up to 1TB PCIe, up to 16GB memory, Killer™ wireless and Thunderbolt™ 3 connectivity

[Learn More](#)



## **Latitude 5580: Sparking curiosity, inspiring minds.**

- Premium laptop built with reclaimed carbon fibre that is environmentally friendly
- Increased performance and greater battery life with latest 7th generation Intel® Core i processors
- Flexible connectivity options with E-family docking, Dell Wireless dock or USB Type-C cable docking
- 12+ hours of battery life and up to 24 hours with Power Companion

[Learn More](#)



## **Latitude 5285 2-in-1: Encourage their curiosity with ultimate flexibility.**

- Plenty of power in this tablet provided by the latest Intel® processors with Intel vPro.
- Designed to be beautiful with no compromises for security, this tablet is built with fingerprint, NFC and contact smartcard readers along with Control Vault, TPM, and encrypted storage options.
- Connectivity options from a 2x2ac Wi-Fi, a USB 3.0 port, 2 USB Type-C ports, a micro SIM card slot for optional 4G/LTE support, as well as optional WiGig support.
- Versatile excellence when working in tablet, laptop or desktop mode with a keyboard and active pen that features a natural writing experience.

[Learn More](#)



## **Dell Precision 3520: Workstation performance made affordable.**

- Workstation speed and reliability in less than 5lbs. Available with 3 display options, up to Full HD
- Features powerful 7th gen Intel® Core and the worlds first mobile Intel® Xeon processors
- Professional-grade 2GB NVIDIA Quadro M620 graphic card
- Fast DDR4 Memory (up to 32GB) and SSD and PCIe SSDs storage options
- Exclusive Dell Precision Optimizer auto-tuning runs professional apps even faster

[Learn More](#)

# Educator-designed

Give instructors and administrators the tools they need to design active learning environments to support student learning and growth.



## Latitude 7280 or 7480: Secure enterprise-class Ultrabook™

- Secure business laptops with DDP | E and Dell ControlVault (USH)
- Executive look with Mag alloy chassis and woven carbon fibre backs with Corning® Gorilla® Glass NBT™ on touch displays
- Business-class ISO keyboard with backlit option
- Ultrabook™ compatible with existing family dock or WiGig wireless docking
- All-day battery life

[Learn More](#)



## Latitude 7285 2-in-1: The power of a laptop and flexibility of a tablet

- Dell's thinnest and lightest 12.5 business-class 2-in-1
- Easily transition from laptop to tablet mode with an innovative magnetic connection
- Two keyboard options and a suite of purpose-built accessories help you stay connected and fully-charged while on-the-go
- UltraSharp™ 4K UHD display, optimized for Windows 10 touch interaction
- 7th gen Intel® Core® M processors, SSD PCIe storage, and USB Type-C docking connectivity for power, video, audio and data with one single cable

[Learn More](#)



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- Versatile excellence when working in tablet, laptop or desktop mode with a keyboard and active pen that features a natural writing experience.

[Learn More](#)



## Dell Precision 5520: Small and stunning power

- The world's thinnest, lightest and smallest 15" mobile workstation
- Available with 7th gen Intel® Core™ and Intel® Xeon® processor options, 4GB NVIDIA Quadro® professional graphics card.
- A sleek 4lb carbon fibre and aluminum chassis that features a PremierColor InfinityEdge display which is available in FHD and 4K resolutions, as well as Touch
- Faster 2400Mhz DDR4 memory (up to 32GB) and SSD and PCIe SSDs storage options
- Exclusive Dell Precision Optimizer auto-tuning runs professional apps even faster along with major design and creative software certifications.

[Learn More](#)

# Dell Services for PCs & Workstations

Deploying PCs and keeping systems up and running is becoming more challenging in school environments. The pressure to do more with less makes it harder than ever to keep users productive. Services from Dell can help.

**ProSupport & ProSupport Plus:** Let us manage IT support

Our ProSupport service means we're here to help anytime of the day with almost any problem. You'll also get our SupportAssist technology, which automatically detects problems so we can begin resolving them as soon as they happen<sup>1</sup>.

With ProSupport Plus, you'll get all the benefits of ProSupport, plus SupportAssist predictive failure prevention, which means we can predict a failure before it even happens<sup>2</sup>. You'll also get repair for accidents and we'll replace your hard drive if it fails<sup>3</sup>.

**ProDeploy Client Suite:** Deploy PCs with greater speed and less effort

Trust Dell EMC experts and partners to lead deployments from project management through planning, configuration and integration.

We deploy new technology every day so in addition to being fast and thorough, we avoid common mistakes that can cost time and money. And by using the TechDirect portal to define the scope of your project, configure systems and check status, execution will be faster, more consistent and efficient.

**Migration Consulting for Windows 10:** It's time to upgrade your expectations:

Windows 10 offers improved productivity features, universal app capabilities for today's most popular devices, new security features and regular bi-annual updates through Windows as a Service.

Now is the time to start planning your migration to this innovative new operating system. Dell Consulting Services provides a complete range of services to help you plan and deploy Windows 10 quickly and efficiently.

[More Information >](#)

Disclosures:

1. SupportAssist is only available on Windows 8, 8.1 and 10 based mobile products. Not available on Windows RT, Android, Google Chrome, IoT devices or Wyse thin clients.
2. Predictive analysis failure detection is limited to hard drives and batteries.
3. Hard drive retention not available on products without a removable hard drive including some Chromebook and Venue models. Only complete support claim is based on a Dell analysis dated Feb. 2016. Some ProSupport Plus features are not available on all products. See [www.dell.com/prosupportplus](http://www.dell.com/prosupportplus).

## Dell Financial Services

Dell Financial Services ("DFS") offers flexible payment solutions across the Dell Technologies family of businesses, allowing you to effectively manage your IT, acquisition and usage.\*\* We have a comprehensive portfolio of payment options which includes rotation leasing, financing and consumption-based products and we are seamlessly integrated into the Dell EMC purchase process.

DFS works across all Dell EMC business segments and allows you to finance your Dell and non-Dell hardware, software and services from a single technology financing solutions provider. DFS supports equipment sold directly by the Dell Technologies family of businesses or through channel partners.

To determine which payment solution is right for your organization, contact your Dell EMC or DFS sales representative today, call us at 1-888-438-1112, or visit [Dell.ca/leasing](http://Dell.ca/leasing)

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## Inspire

your students to learn more, everywhere.

“We are able to offer a reliable scalable, highperformance solution using the Dell EMC technologies we’ve put in place. That gives us a much better ability to deliver the applications and services our students and faculty rely on every day in the classroom.”

Casey Carvalho,  
Director of Computing  
Infrastructure,  
Ryerson University

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### Case study

**Who:** Ryerson University

**Employees:** 2,700

**Challenge:** Ryerson University needed to meet growing application access needs while boosting device security for staff and faculty

**Solution:** Delivers reliable access to digital applications for 38,000 students and 2,700 faculty and increases data protection for devices used.

## Create collaborative learning spaces.

Whether students are collaborating in teams around a table or participating in a class from half a world away, the OptiPlex Micro PC with Intel® Unite™ software delivers simple, instant and secure collaboration and meeting capabilities through wireless connectivity. No dongles or adapters and no time wasted.

### Start lectures faster

Encourage participation and hand off control seamlessly. Collaborate with confidence, knowing presentation data is secure and participant access is tightly managed through powerful Dell and Intel® technologies. Onsite and remote students can see the same content displayed in a room, transition between presenters, make annotations and share files instantly.

Intel Unite Version 3.1 is available on the Dell OptiPlex 7050 Micro, is designed with the educator in mind. New software features include:

- **Managed meetings** – Educator controls the Unite client access and rights of classroom participants
- **Static Pin** – Set static classroom pin and start lesson's quicker

[Learn more >](#)





# Technology that enhances learning spaces

Make the most of classroom technologies to support a better learning experience.



## Dell 4350 Full HD Advanced Projector

Perfect for classroom, commons areas, and collaboration spaces. Captivate with 4000 lumens, 1080p resolution, and optional wireless connectivity.

[View Details](#)



## Dell S560P Interactive Projector

Invite group collaboration with engaging IR pen-based projections featuring Full HD, easy setup and compatibility across multiple devices.

[View Details](#)



## Dell S560T Interactive Touch Projector

Engage audiences with multi-touch, interactive presentations in Full HD resolution, ideal for group collaboration.

[View Details](#)



## The Dell 55 Monitor – C5517H

Bring optimal viewing to your campus. The Dell 55 Monitor – C5517H offers easy connectivity and is perfect for viewing by small groups.

[View Details](#)



**Dell Power Companion  
(12000 mAh)**

The Dell Power Companion is lightweight and compact, so you can stay powered in the classroom.

[View Details](#)



**Dell 4-in-1 Adapter USB 3.0**

The compact Dell Adapter - USB 3.0 to HDMI/VGA/Ethernet/USB 2.0 offers a plug-and-play solution for connecting your laptop or notebook to an external display and other essential devices.

[View Details](#)



**The Dell 70 inch Monitor – C7016H**

Upgrade your campus with the reliable, easily managed and expansive Dell 70" Conference Room Monitor.

[View Details](#)



**Dell 70 Classroom/Conference Room  
Interactive Monitor – C7017T**

Elevate your conference room or classroom with this easily managed and expansive touch monitor.

[View Details](#)



**Dell Compact Charging Cart**

36 device capacity featuring Dell's unique docking capability, improved locking mechanisms, superior maneuverability and a smaller classroom footprint.

[View Details](#)



**Dell S2825cdn Printer**

Empower your educators to collaborate efficiently with direct access to Microsoft® SharePoint® On-Premise on a color smart multifunction printer with low cost-per-page printing.

[View Details](#)

# Protect your most valuable assets

The security landscape is constantly evolving, with new, more sophisticated threats arising every day. Today's colleges and universities routinely collect a wealth of data and increasingly rely on technology for day-to-day operations. Combine this with the resource constraints typical of IT staffs, and higher-ed institutions become a prime target for cyber-attacks. Signature-based malware protection is incapable of keeping up with the volume of new threats, nor can it detect more sophisticated zero-day or targeted attacks.

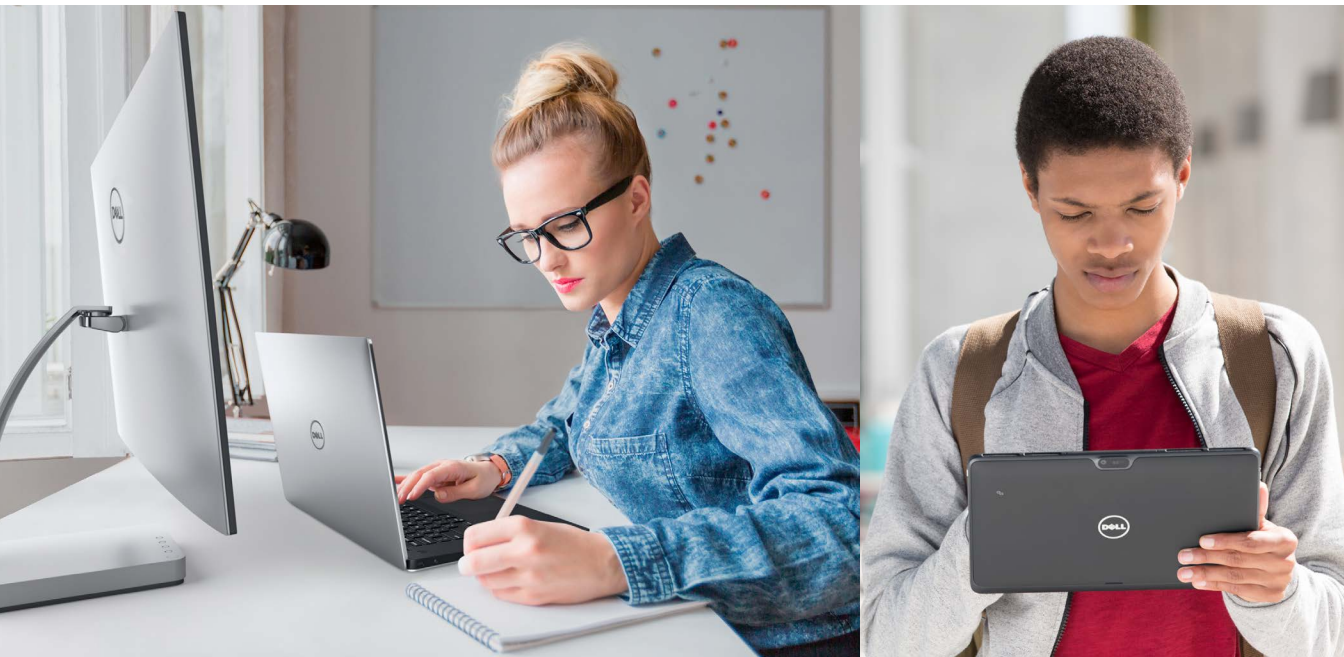
With the Dell Data Security suite of products, Dell Latitude and OptiPlex PCs are the most secure commercial PCs in the industry. Only Dell offers comprehensive encryption, advanced authentication, and leading-edge malware prevention from a single source. These solutions provide advanced threat protection to prevent today's increasingly common cyber-attacks, protecting data as it moves across various devices and through public and hybrid clouds.

The Dell Endpoint Security Suite portfolio solution delivers endpoint solution to block 99%\* of threats in real time *before* they cause harm.

In addition, in partnership with Cylance, our next-gen, 99% effective Advanced Threat Prevention uses machine learning to detect, prevent and remediate malware when an employee opens the door to a vulnerability.

Dell Data Security believes effective security should guard the way people work. That's why we have gone beyond encrypting data at rest to protecting it as it travels with Dell Data Guardian, to protect, control and monitor data access along the way and guard against negligence or malicious intent.

Together, these solutions combined with the rest of our security portfolio, you can support, and protect your IT ecosystem.





## Simplify device and application management

Thousands of universities have deployed VMware AirWatch, the leader in unified endpoint management, to deliver applications and content that help move the needle on student achievement. By simplifying cross-platform device and application management technology becomes invisible to users, allowing teaching and learning to remain center-stage. AirWatch supports complete Windows 10 PC lifecycle management, including patching, software distribution, policy configuration, and security management. With easy-to-use cloud or on-premise deployment options, unifying endpoint management across almost any platform, reduces IT time and cost. VMware AirWatch includes:

- Out-of-the-box and bulk device enrollment
- Supports major device and PC platforms
- Simpler device configuration, including GPO support
- One touch, Single Sign-On across native, web, and cloud apps
- Scalable software distribution, including Win32 apps
- Device, app, and data security
- Built-in dashboards and reporting
- Multi-tenancy and centralized management for college campuses

VMware AirWatch supports higher-ed's evolving device, PC and application access needs using cross-platform mobility management and identity management, to support both managed and unmanaged (BYO) devices

# Dell Networking Solutions for Education

Today's educational institutions are challenged to keep pace with the constant evolution of learning environments and technologies. New classroom learning environments create an ever-expanding need for network connectivity that must reliably support a variety of devices. Dell has solutions to meet higher education campus connectivity challenges, ranging from small-scale, single building installations, to large campus wide solutions.

The ease of use and scalability of the Dell Networking X-Series switches makes it ideal for remote small-scale deployment. These smart managed switches, in conjunction with Aerohive cloud managed wireless access points, and the SonicWALL TZ series firewalls, bring a level of access and security that, until now, has not been easily achievable on this scale with limited IT resources.

For larger deployments, Dell's Wired and Wireless Cloud-managed Campus Reference Architecture is built upon Dell Networking N-Series switches, Aerohive wireless access points, and HiveManager NG network management solution. This provides customers with flexible and scalable options to adapt to any campus or distributed network's size and scope. Dell Networking switches with HiveManager NG, enable campuses, from small to large, to use the latest cloud management features to deploy reliable, high-performance campus networks.

[Dell EMC Campus Network >](#)

[Wired + Wireless Cloud-managed Campus Reference Architecture >](#)



# Checklist for a Successful Student Computing Initiative

- ✓ **Establish a shared vision with all institution stakeholders**  
 Strong leadership and involvement from all stakeholders, including students, helps ensure all needs are met and builds a shared sense of urgency for change.
- ✓ **Identifying Program Costs and Funding**  
 To determine the total financial investment, calculate the total cost of ownership over a four-year period for the device, digital content, user applications and device management software.
- ✓ **Create a digital content strategy that meets the educational goals**  
 Inventory the technology currently being used and add new tools as needed to support the curriculum for your student population. Productivity and creativity tools are a critical part of this strategy, as they are essential to empowering students to be producers, not just consumers.
- ✓ **Select devices that support your learning goals**  
 Make sure the devices suit the learning objectives and support how student groups will be using them. Since students will be using these devices, include them in the decision process.
- ✓ **Get your infrastructure in order**  
 Ensure your campus infrastructure—in particular, the network, security and storage—can sustain the increased demand and meet compliance requirements. Start with an assessment of the existing environment and determine what’s needed to get it ready for the rollout.
- ✓ **Build a phased deployment program**  
 Develop a deployment plan that details how students will get their devices, set them up and incorporate your campus’s LMS system. Consider establishing digital citizenship policies and training for students. Establish support centers on each campus where students, teachers and administrators can get assistance on a wide variety of issues.
- ✓ **Invest in professional development**  
 Help instructors adopt new teaching strategies using technology through a multi-pronged professional learning program. Establish professional learning communities for educators to share and learn from their experiences.

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