

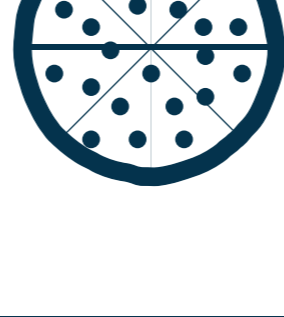
SUPPORTING EdTech Initiatives IS EASY AS (PIZZA) PIE



menu

PIZZAS

THE BIG TEST
Common Core, PARCC, SBAC, SMET



1:1
Laptops, iPads/tablets, netbooks, COWs

SHOW ME THE MONEY!
Bonds, ConnectEd, E-rate/E-rate 2.0, Categorical Grants, Common Core

THE PURCHASING VEHICLE
State contracts, leasing, PEPPM, NCPA

DESSERT



WI-FI PIE

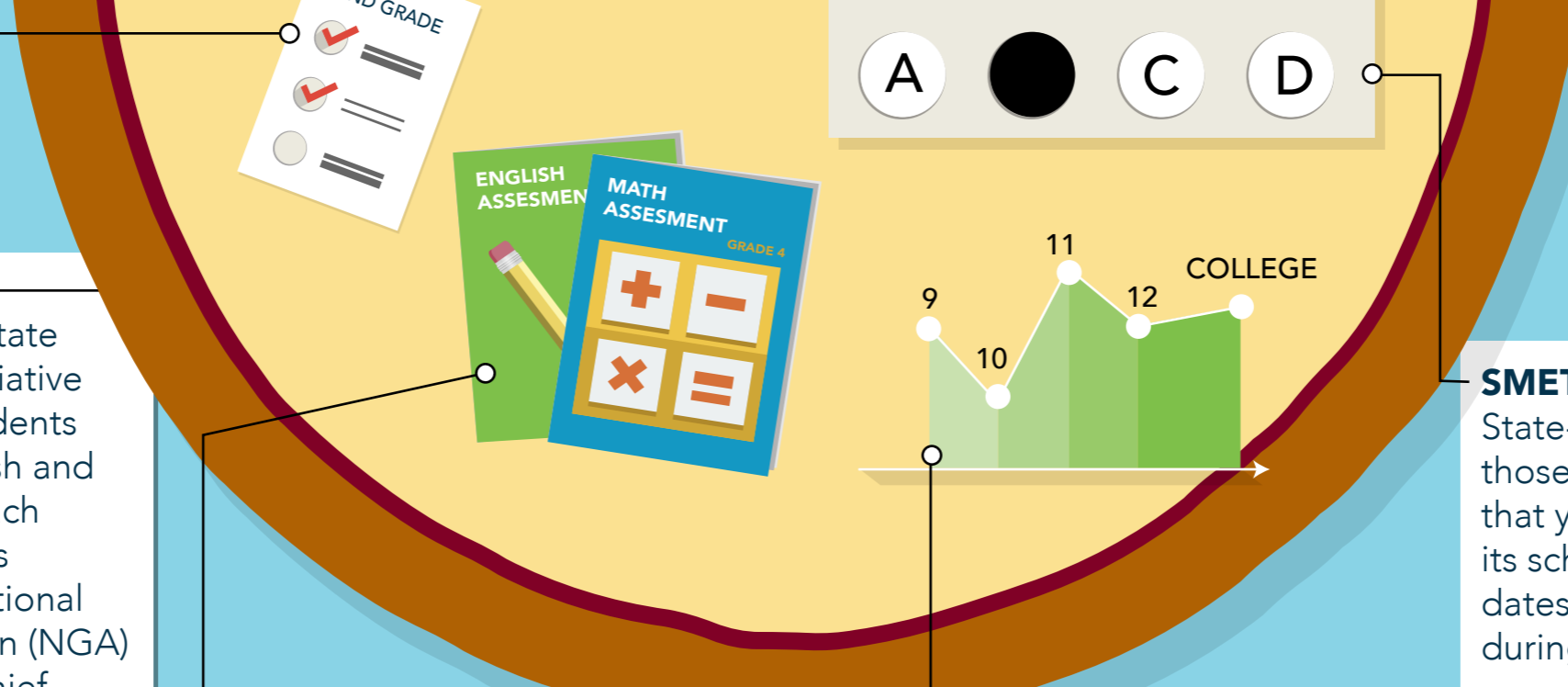
Menu items explained

PIZZAS

The Big Test

Common Core, PARCC, SBAC, SMET

Toppings



COMMON CORE
The Common Core State Standards (CCSS) Initiative details what K-12 students should know in English and math at the end of each grade. The initiative is sponsored by the National Governors Association (NGA) and the Council of Chief State School Officers (CCSSO) and seeks to establish conformity in education standards across the states.

PARCC
The Partnership for Assessment of Readiness for College and Careers (PARCC) creates a standard set of K-12 assessments in math and English, based on what it takes to be successful in college and post-graduate careers. The exams will coincide with the CCSS to begin being administered during the 2014-2015 school year.

SBAC
The Smarter Balanced Assessment Consortium (SBAC/Smarter Balanced) is a state-led consortium developing assessments that accurately measure student progress toward college- and career-readiness. Smarter Balanced is one of two multistate consortia (SBAC and PARCC) awarded funding from the U.S. Department of Education in 2010 to develop an assessment system aligned to the CCSS by the 2014-15 school year.

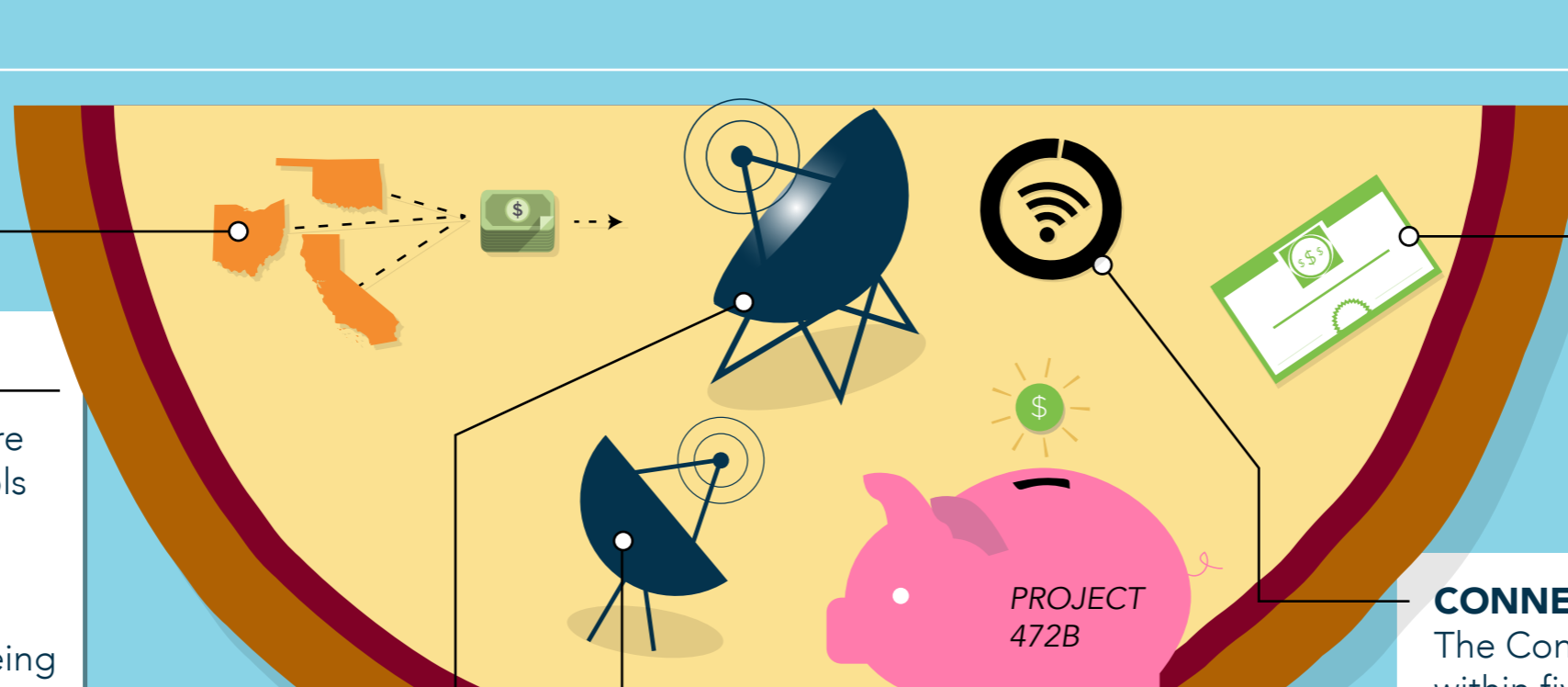
SMET
State-mandated tests are those standardized tests that your state requires of its schools at specific dates or time frames during the school year.

**Dietary note: consumption of The Big Test requires either permanent labs or portable cart solutions with guaranteed access*

Show Me The Money!

Bonds, ConnectEd, E-rate/E-rate 2.0, Categorical Grants, Common Core

Toppings



COMMON CORE FUNDING
Additional funds are pouring into schools specifically to accelerate CCSS implementation. These funds are being provided by each participating state.

E-RATE
is the commonly used name for the Schools and Libraries Program of the Universal Service Fund, which is administered by the Universal Service Administrative Company (USAC) under the direction of the FCC.

E-RATE 2.0
Spurred by President Obama's ConnectED initiative, the FCC announced a Notice of Proposed Rulemaking to modernize and reform the federal E-rate program, the largest single source of educational technology funding in the country. Dubbed "E-rate 2.0," the FCC has undertaken a comprehensive review of the program's basic structure and operations, and has solicited input from the public on how the program can be changed to meet schools' ever-increasing connectivity needs.

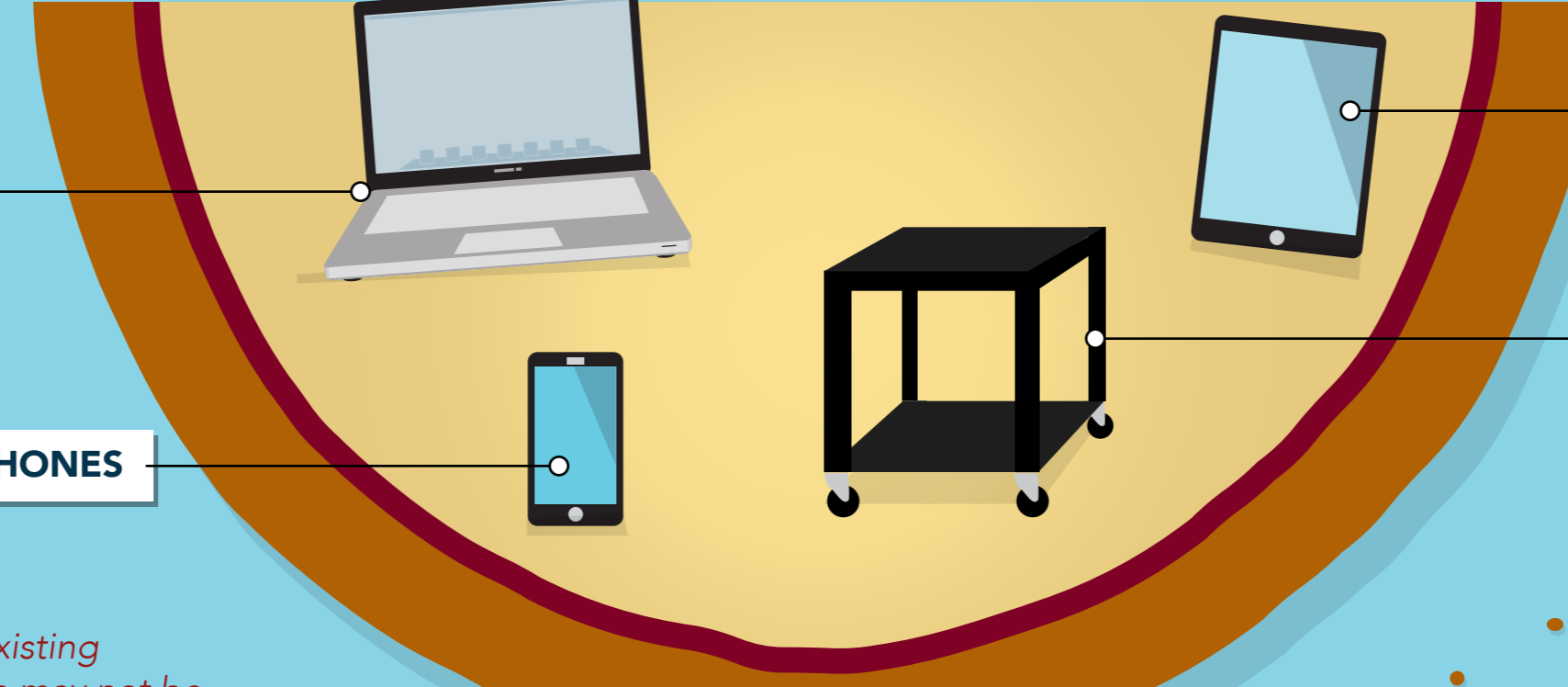
CONNECTED
The ConnectED initiative will, within five years, connect 99 percent of students through next-generation broadband and high-speed wireless. The FCC is being asked to modernize and leverage existing programs to deliver this connectivity.

CATEGORICAL GRANTS
Categorical grants are issued by Congress, and may be spent only for narrowly-defined purposes. They are the main source of federal aid to state and local, and are distributed either on a formula (a standardized formula set by Congress) basis or a project (states compete for funding; the federal government selects specific projects based on merit) basis.

1:1

Laptops, iPads/tablets, netbooks, COWs

Toppings



CHOICE OF LAPTOPS OR NETBOOKS

PHONES

IPADS/TABLETS

COMPUTERS ON WHEELS (COWS)

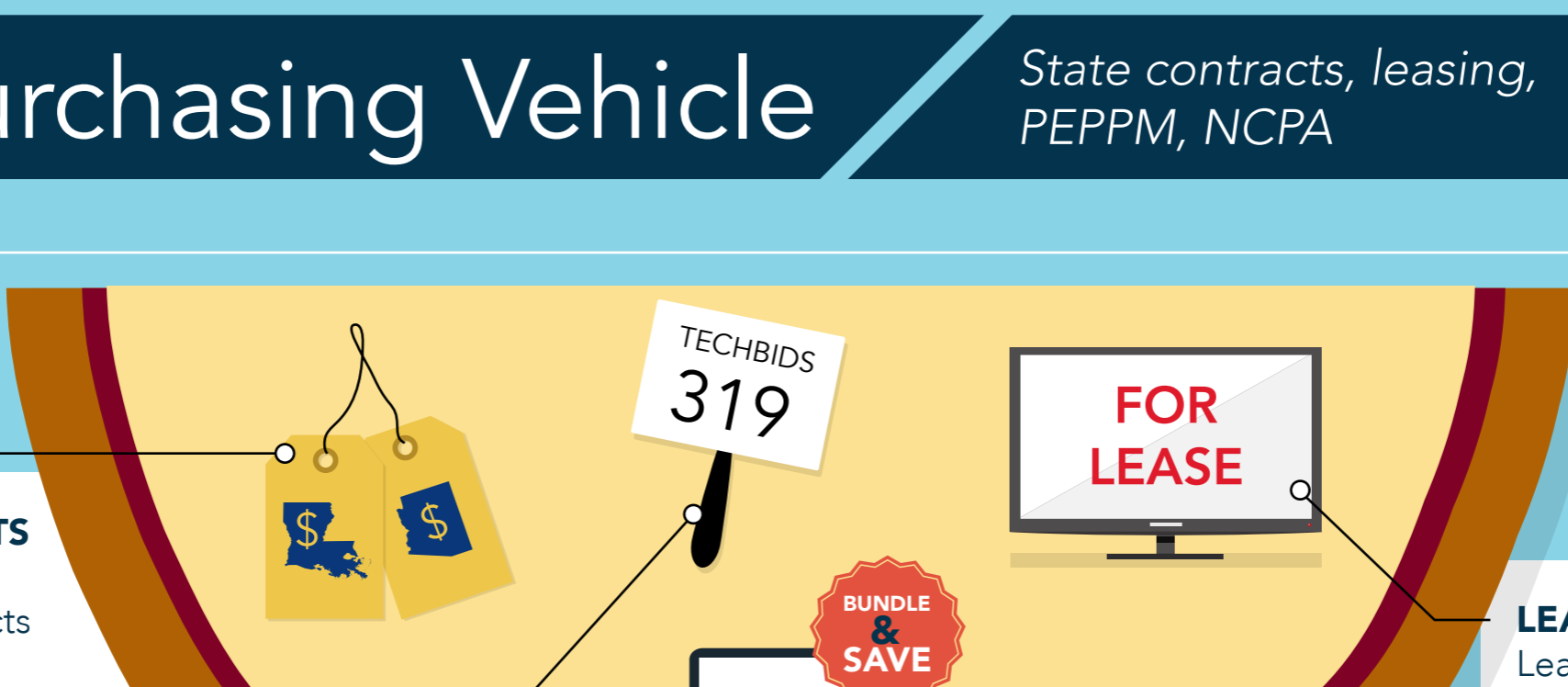
**Dietary note: your existing network infrastructure may not be ready to deliver sufficient performance for testing, see table:*

	Legacy 2.4 GHz Wi-Fi	High-Speed 5 GHz Wi-Fi	LAN
Legacy laptops/netbooks	●		●
Newer laptops/netbooks	●	●	●
Legacy smartphones/tablets	●		
Newer smartphones/tablets	●	●	
Devices supporting 802.11ac	●	●	

The Purchasing Vehicle

State contracts, leasing, PEPPM, NCPA

Toppings



STATE CONTRACTS
State Master Purchasing Contracts offer products and services at prices which have been assessed to be fair, reasonable and competitive according to each state's rules & regulations.

PEPPM
PEPPM is a technology bidding and purchasing program and is administered by the Central Susquehanna Intermediate Unit (CSIU). The CSIU staff solicits bids on popular lines of hardware and software, satisfying legal bid requirements. LEAs can then release purchase orders for technology products without having to solicit their own bids.

NCPA
NCPA (National Cooperative Purchasing Alliance) is a leading national government purchasing cooperative working to reduce the cost of goods and services by leveraging the purchasing power of public agencies in all 50 states. NCPA's procurement resources and solutions result in cooperative purchasing contracts that ensure public agencies receive products and services of the highest quality at the lowest prices.

LEASING
Leasing is a viable alternative to purchasing for schools that want to lower CAPEX costs by distributing the cost of equipment over its usable lifetime. Leasing also helps protect schools against product obsolescence by providing more flexibility for upgrades to new technologies.

DESSERT

Wi-Fi Pies

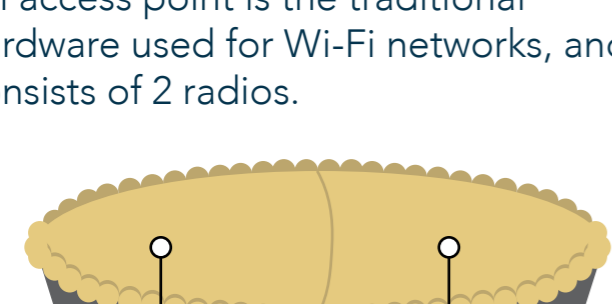
AP, Array, RDK

AP pie

Array pie

RDK pie

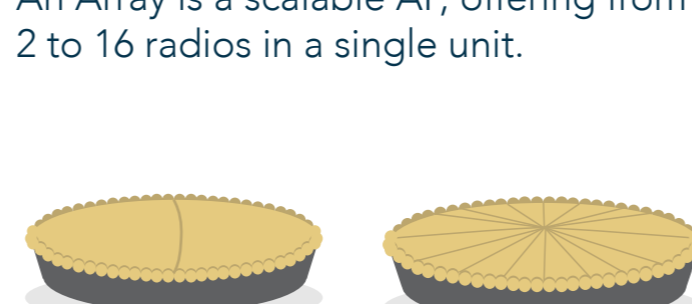
An access point is the traditional hardware used for Wi-Fi networks, and consists of 2 radios.



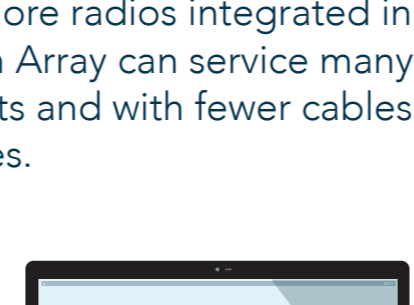
Most manufacturers offer fixed "dual-band" APs, which means that one radio only supports devices operating in the 2.4 GHz spectrum, and the other radio only supports devices operating in the 5 GHz spectrum. New and faster 802.11ac Wi-Fi is 5 GHz only, meaning these fixed APs have only 1 802.11ac radio.

True dual-band APs allow radios to be programmed via software to operate in either band. Such APs fully support 802.11ac on both radios at the same time.

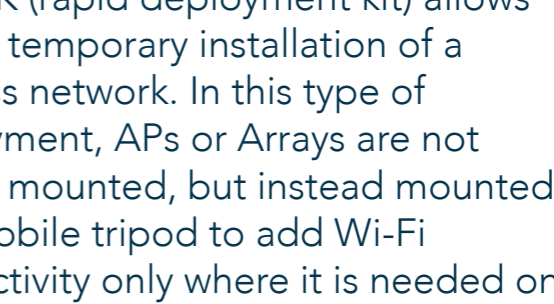
An Array is a scalable AP, offering from 2 to 16 radios in a single unit.



With more radios integrated in a single unit, an Array can service many more students and with fewer cables and PoE switches.



An RDK (rapid deployment kit) allows for the temporary installation of a wireless network. In this type of deployment, APs or Arrays are not ceiling mounted, but instead mounted to a mobile tripod to add Wi-Fi connectivity only where it is needed on a temporary basis.



Goes great with COWs!



About Wi-Fi Pies

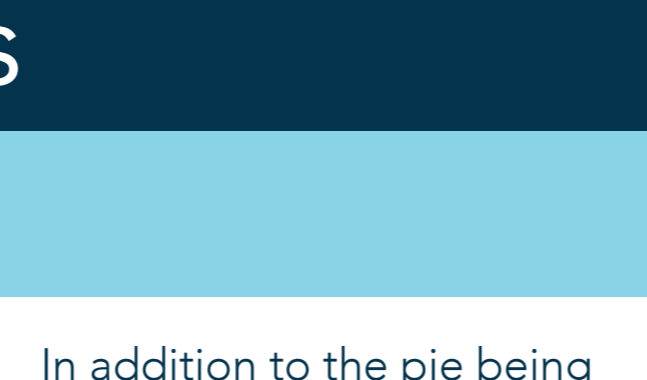
Wi-Fi is a shared medium.

RADIO
(must be shared)



WIRELESS ACCESS

In addition to the pie being shared, each radio (or pie slice) can talk to only a single device at a time.



Imagine if you were sharing a pie but had to wait for your friends to eat what they wanted before you got a turn to eat!

Sharing amongst fewer numbers of students may make for a satisfying dessert.



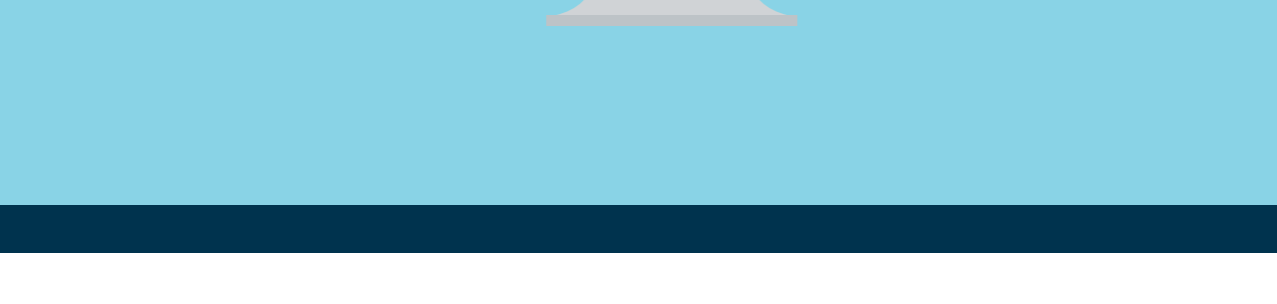
But sharing a single AP pie (2 slices or radios) amongst a classroom of 40 devices may not be as satisfying.

THE BASE INGREDIENTS FOR THE BEST WI-FI PIES:



Guaranteed performance: Xirrus Wi-Fi pies are made with **Application Control**, allowing schools to allocate bandwidth to the most important applications while throttling or blocking those that do not support EdTech initiatives.

Don't leave the good stuff in the kitchen: Many WLAN solutions separate the access points from the controller. Xirrus Wi-Fi pies give you all the good stuff—performance, scale and control—with APs or Arrays at the network edge, without additional hardware.



XIRRUS E-RATE SPIN #143030824
XIRRUS NCPA CONTRACT #NCPA01-22
CONTACT: INFO@XIRRUS.COM

Learn more: <http://wifi.xirrus.com/edtech-pizza>