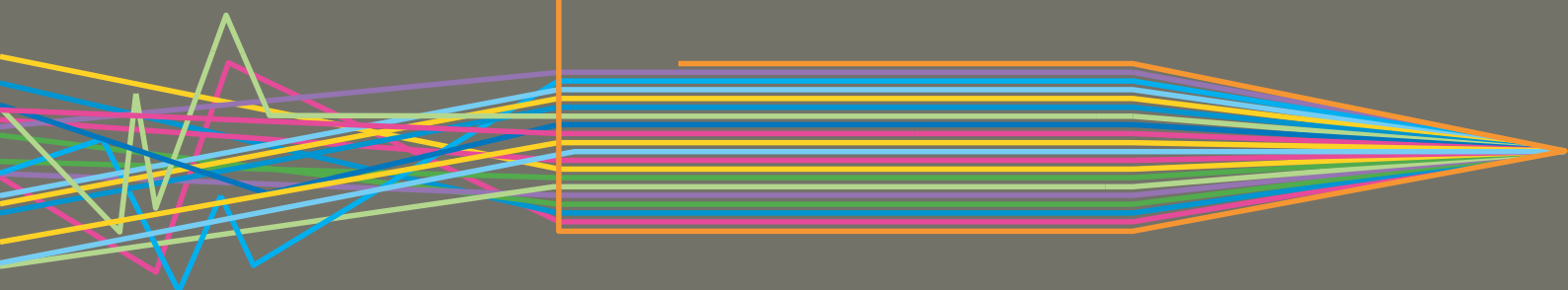


# CAE & Education



# CAE & Education.

**CAE Education Services have been implementing solutions within the education sector for more than ten years, providing tailored IT services for over 150 Academic clients.**

## Major Partnerships

CAE have developed a distinguished relationship with all the major leading vendors, helping CAE to deliver fantastic benefits to the education sector.

- ▶ Cisco Gold Partner
  - PSPP – Public Sector Pricing Programme for Education
- ▶ HP Networking Partner
  - Education and Special Bid Pricing Authorised
- ▶ Microsoft Gold Partner Gold Volume Licensing
  - AER - Authorised Education Reseller
- ▶ VMware Premier and VAC Gold Partner
  - With Education Programme and Special Pricing
- ▶ Citrix Gold Elite Solutions Advisor
  - With Education Programme and Special Pricing
- ▶ HP Gold Partner
  - Server/Storage/Desktop/Laptop/ Printing
  - Education and Special Bid Authorised
- ▶ EMC2 Elite Partner
  - Special Discount Pricing for Education
- ▶ VCE Partner
  - Accredited Vblock Seller

## The Best Support and Service

- ▶ Dedicated account management and technical team based in Oxford for our education clients.
- ▶ Experienced and technology accredited consultants who understand the challenges faced by the sector.
- ▶ Fully backed by all major vendors. Lifecycle services from pre-sales right through to implementation and ongoing support.

## Value for Money

- ▶ Gold Partner and Education status with all leading vendors allows us to offer the best possible educational pricing.
- ▶ Exclusive Trade Ins for environmentally friendly disposal & financial credits.
- ▶ ROI and Business case tools tested in the education sector.
- ▶ Management of TCO - CAE have an open policy that ensures inclusive pricing from configuration right to support and disposal.
- ▶ Interest free finance to spread the cost of an investment

# Your IT Issues Addressed.

**CAE understands the IT challenges faced by the Education sector today. Our solutions provide a customised approach to help educational institutes achieve their IT Goals.**

- ▶ Integrate multiple vendor technologies to improve ROI.
- ▶ Experienced in new build environments and legacy integration.
- ▶ Create an intelligent building to reduce operating expenditure, increase safety and security and support new services that enhance campus life.
- ▶ Eliminate physical barriers and improve space utilisation with wireless networks.
- ▶ Improve campus communication and enhance the educational experience using digital media solutions.
- ▶ Protect academic records, information, and property with a secure network infrastructure and IP based access control and surveillance.
- ▶ Reduce carbon footprint and operating costs with Energywise and Virtualisation.
- ▶ Run projects with minimal risk and disruption to teaching.



Our knowledge. Your business.

# It works.

# Technologies.

**CAE are experienced in deploying technologies that are customised for your business.**

CAE provide ICT solutions that allow you to improve your communications, streamline operations, reduce costs and ultimately connect students and staff.

## **Routing and switching**

Boost the resiliency, performance and efficiency of your network infrastructure so that it can cope with the ever increasing demands of computer users and data intensive applications such as delivering digital content.

**It works** – A high performance network with 100% availability ensuring that resources and content can be accessed by staff and students anytime, anywhere.

## **Security & IPCTV**

Safety and security solutions must protect both your campus network and physical environment. Security solutions from CAE can mitigate risks to student records, allow better controlled access to the network and improve physical campus safety and security.

**It works** – Staff, student and visitor network access now integrated with building access control, IP surveillance, asset tracking, voice and digital communication which are all centrally managed from any location. This provides a much safer and secure learning environment.

## **Wireless**

Enable secure and reliable indoor and outdoor network access to extend the reach of the classroom and improve space utilisation on campus.

**It works** – Multipurpose learning spaces and access to resources from anywhere on campus.

## **Unified communications**

In today's learning environment the ability to deliver the right information at the right time is essential. A unified communication solutions provided by CAE enhances communications, collaboration, security, productivity and operational efficiency.

**It works** – Voicemail and email integration, one device and medium for all personal communications whether it be voice, data, video call or instant messenger.

### Digital Media System

Academic institutions of today face the task of improving campus communications, accommodating different learning styles, and enrolling more students without adding classrooms. CAE is the first reseller globally who can deploy the Digital Media System (DMS) solution to meet these challenges.

DMS lets you deliver effective communications instantly and in a way that engages students with a variety of educational materials, and also provides distance learning. CAE can deliver live and on-demand video content to PC's, mobile devices and digital signs.

**It works** – Mass communication of critical information such as emergency announcements or anytime pre recorded teaching to improve student's information retention and learning.

### Server Virtualisation

CAE can help your academic institution remain on technologies leading edge with a powerful virtualisation solution to create a greener data centre, improve disaster recovery and simplify systems administration.

**It works** – Deploy multiple virtual machines on fewer physical servers to reduce power consumption and dynamically move virtual machines and servers as required to enhance disaster recovery.

### Desktop Virtualisation

Today's economy has made for very tight budget times for many Schools, Colleges and Universities with everyone under great pressure to do more with less. Virtualised desktops have proven to be one arena where costs can be cut for the long term whilst improving the access available to staff and students.

**It works** – Reduce you administration, maintenance and power costs, whilst significantly extending the hardware refresh cycle of client devices with a Desktop Virtualisation solution from CAE.

### Vblock

Schools and Colleges face increasing cost challenges driven by economic conditions, while being expected to roll out online tools for education, management, and other services. Higher Education has similar requirements, and needs scalable resources to carry out serious research, data processing, and analysis. Leveraging the best of cloud architectures and high performance computing, Vblock Solutions enable Education institutions, to deploy a unified converged infrastructure which effectively and cost efficiently meets these requirements.

**It works** – A pre-defined and validated solution to meet the needs of data centres. That is guaranteed to be scalable and to work perfectly together by each manufacturer.

# Major Partnerships



Our knowledge. Your business.

# It works.

# References.

**CAE have a proven track record for delivering exceptional service.**

## **Weston College (Weston Supermare)**

CAE have worked with the College for seven years and in that time we have:

- ▶ Supplied and Deployed approximately £1 million worth of Cisco products
- ▶ Installed a fully converged Cisco network (approximately 2500 ports) to deliver data, video and voice.
- ▶ Integrated new site with legacy equipment.
- ▶ Provided hardware support and a fully outsourced technical helpdesk service for all networking issues (telephone, remote access and onsite cover).

*CAE were a pleasure to deal with. Their ability to deliver an end to end solution with a leading manufacturer in Cisco, backed with a proven record as a Gold Partner, gave us a single supplier that promised the best results in terms of functionality and integration.*

**ICT Manager at Weston College.**

## **Oxford University**

- ▶ Supplied and Deployed in excess £1 million worth of ICT products into a number of Departments and Colleges.
- ▶ Implemented a secure remote access solution to enable University staff to access resources anywhere, anytime.
- ▶ Provided hardware support and a fully outsourced technical helpdesk service for all networking issues (telephone, remote access and onsite cover).

*CAE have been exceptional. I have tested the company's services exceptionally hard and feel that they have proved themselves as reliable as the Cisco products they install. Probably the best company I've had the good fortune to deal with.* **IT Manager St Peters College Oxford**

## **Corby Academy**

- ▶ Supplied and deployed a converged network infrastructure in a state of the art new campus build.
- ▶ Implemented a comprehensive campus video communication system.
- ▶ Provided ongoing maintenance and support.

*Having appointed CAE to deliver the network for Corby Business Academy I have been impressed with their willingness to go the extra mile throughout the project lifecycle and beyond. At all times I felt that they had the same enthusiasm for the end result as myself and the desire to see it through.* **IT Director Corby Business Academy**

Our aim is to provide a service that is completely intuitive to your needs; we provide a framework which can be tailored to your exact requirements.

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