

Helping deliver value, performance and sustainability of technology for your Multi-Academy Trust

Flexible payment solutions, as-a-Service offerings and consumption models from Dell Technologies help simplify complex IT purchasing decisions across multiple, disparate estates. Delivering fast access to best-in-class technologies, empowering educators and students, and driving better learning outcomes.



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Introduction: Redefining technology acquisition to transform education

Technology is more important than ever for your Multi-Academy Trust (MAT), as the way we teach and learn is changing.

Supporting teachers and students with the technology they need, when they need it, is now a top priority and trusts have many complex challenges when it comes to technology acquisition — not least of which are centralisation and standardisation at scale.

Redefining how technology is bought and distributed is vital to successfully supporting each school within your trust. This is especially true as the importance of technology gathers momentum, with experts projecting that global spending across digital education will surpass \$350 billion in 2025.¹ With flexible financing, you can speed up technology acquisition. Payment and consumption solutions tailored to your MAT's needs make budgets go further — providing maximum value from your investments and moving away from capital expenditure — whilst enabling educators and creating better outcomes through IT.

DELL TECHNOLOGIES PAYMENT SOLUTIONS WILL HELP YOUR TRUST BENEFIT FROM TRANSFORMATIONAL TECHNOLOGY AT A COMPETITIVE PRICE. EXACTLY WHEN YOUR SCHOOLS NEED IT.



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Making IT across your MAT fit for today, and tomorrow

Dell Technologies can help your trust radically reassess and redesign the way you can get IT into the hands of your educators and students. We base our consultative approach around the dynamics of your MAT and the unique requirements of each school within it. This makes technology acquisition simple, fast and cost-effective — even in a complex landscape.

We work with you, as well as product and solutions experts from Dell Technologies, to understand:

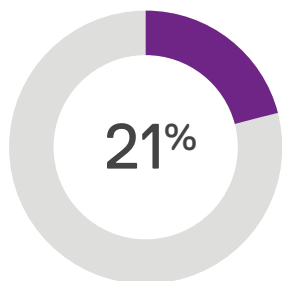
- Your challenges around centralisation and standardisation when it comes to IT acquisition.
- Your current refresh cycles and device suitability needs.
- Your difficulties in making critical technology purchasing decisions.
- Your current budgetary constraints and to what extent they are holding back your desire to support better learning outcomes in the schools you support.
- Your short-, medium- and long-term goals for IT transformation and innovation.

It's not just about a portfolio of products and services: we take your needs and build the right package and payment solution for you. This helps ensure your ambitions are not impeded by price constraints.

Your trust's challenges, Dell Technologies solutions

It's likely that you're juggling multiple, fragmented purchasing cycles. And you're probably under constant pressure to roll out new classroom devices or upgrade network infrastructure. However, you need to balance requests from faculty to advance classroom learning with ever-tighter budgets as funding per pupil largely remains flat when adjusted for inflation and rising energy costs continue to pile on greater pressure.

Dell Technologies can offer deferred payments to help get devices into your schools faster, which means you can deploy the technology right away but start paying for it at a later date. Crucially, this means you're helping support all the schools in your trust and your school's commitment to delivering rich learning experiences without compromise, as devices and ongoing IT support can be made available faster, enabling maximum benefits when they are most needed.



POWER SAVINGS WITH DELL OPTIMIZER WHEN THERMAL MANAGEMENT FEATURES ARE SET TO QUIET MODE.²

² Based on Dell Technologies internal analysis, November 2022.

Additionally, to address your cost, quality and compliance concerns, payment options are available, alongside Dell Technologies solutions, through frameworks approved by the Department of Education (DoE). You can rest assured your trust will benefit from best-in-class technology at a competitive price and in compliance with buying procedures and procurement regulations.

But we can go even further

Committing to a regular refresh cycle using our Technology Rotation payment solution, enables you to benefit from the latest IT, improved cash flow and easier management, whilst minimising your trust's impact on the environment and contributing to the circular economy. At the end of the contract term, devices can be returned to us for repair, refurbishment and resale, or recycling. Even though participating in schemes such as these may not be a top priority for the schools across your trust, it will help reduce your overall environmental impact, providing you and your community with peace of mind about the carbon footprint of every school in your trust.

With PC-as-a-Service (PCaaS), which is built on the Technology Rotation payment solution, we provide an end-to-end offering, covering hardware, software, deployment, security and support for a predictable monthly fee. This allows you to shift from capital expenditure to a more flexible financial model. It's all designed to provide a clear and transparent way to manage your costs at scale as your trust expands or requirements change.



3

Technology rotation in action

Technology is evolving quickly and presenting a wealth of new ways to enrich learning for students and teachers alike. At Dell Technologies, we're committed to ensuring every school within your trust has the latest, most secure devices and software required to maximise learning outcomes for your students.

By adopting a technology rotation strategy, you can future-proof your trust's approach to IT. You'll gain the ability to support every learning environment with cutting-edge devices and software, as well as cost, management and sustainability savings throughout the lifecycle.

However, we understand that when you have multiple supplier contracts, out-of-sync refresh cycles and varying levels of device maturity across your schools, it can be challenging and problematic to implement an effective strategy for technology rotation.

Whether your MAT contains few schools or many with tens of thousands of pupils, Dell Technologies can help you sync, simplify and streamline your technology cycles. Crucially, we can help you identify ways to reduce the energy intensity of your technology portfolio, which can help lower your overall operating expenditure.

Simplify and save from day one

Essentially, Technology Rotation makes managing your refresh cycles easier, delivering a wealth of benefits that can enable you to:

- Take advantage of the latest technology and ensure your schools have the best available devices.
- Quickly replace outdated machines and deploy new infrastructure faster.
- Innovate and empower your teachers to focus on what they do best, teach.
- Identify new technologies which help remove the burden of time-consuming tasks.
- Bring new capabilities on stream, which help enhance the way that teachers interact with their students and implement inclusive and personalised learning initiatives.
- Save on deployment, services and maintenance.
- Maintain a consistent experience and a greater level of security in a sustainable manner.
- Avoid large capital expenditure, which can impact your overall liquidity.

Maximise efficiency, learning outcomes and security throughout the technology lifecycle

Retaining equipment for extended lifecycles is no longer an option. Students are increasingly digitally savvy. Teachers

need access to sophisticated tools to analyse and assess student performance and adapt accordingly. And parents expect their children to be in rich and inclusive environments that are engineered to help them succeed.

Ageing equipment is inefficient and expensive, and it negatively impacts the experience of teachers and students. Regular technology refreshes are necessary to provide educators with the tools they need to teach in an evolving environment. From anytime, any place lessons to personalised ways of delivering information and communicating with students, it all relies on access to up-to-date IT.

Technology you need, on your terms

Technology rotation strategies can reveal a wealth of benefits that may on the surface be unseen. It helps you rethink how you can take advantage of the technology you have across three distinct phases: transition, acquisition and operation.



The technology rotation lifecycle: Regularly refresh IT assets to realise benefits at all stages of the technology lifecycle

Dell Technologies' commitment to innovation addresses these challenges head on. Advances in packaging and the raw materials from which devices are made are only part of the story. Each new device brings with it improvements that reduce cooling costs, extend battery life and performance, and deliver new ways to build efficient learning and working environments. These innovations help advance day-to-day learning practices and facilitate better learning outcomes. They also help streamline costs and deliver operational efficiencies, such as reductions in consumption, that can generate cost savings. All of which is particularly useful for devices that need to be resilient and run all day, every day.

Don't let financing hold back your ambitions

You may think that to take advantage of all these benefits you need to provide a wealth of cash up front, but with our payment solutions you start benefiting straight away. You can deploy technology when you need and defer the associated payments into the next academic year. This gives you the flexibility to provision IT when required — not when budgets allow.

THE VALUE OF DELL TECHNOLOGIES PAYMENT SOLUTIONS



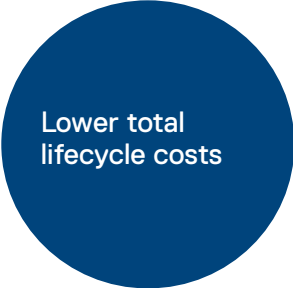
One-stop financing shop

You save time by working with a single payment solutions provider for a simple approach to financing your IT with transparent pricing, terms and conditions.



Rapid technology adoption

You can deploy new technology quickly, supporting larger IT goals and gaining the ability to pivot as your IT strategy demands.



Lower total lifecycle costs

With IT refreshed more regularly, you reduce your maintenance and support costs, saving, for example, 28% with two three-year renewable leases over six years compared with buying one machine and running it for six years.³

“We liked the buy now, pay later approach provided by Dell Technologies payment solutions, which allowed us to upgrade without using capital resources.”
**Mark Heaton, Director of Information Technology,
The City of Liverpool College**

³ IDC whitepaper, sponsored by Dell: “Financial solutions enable your PC lifecycle strategy,” February 2019.

Potential savings of 28%
with renewable PC leases

Deliver on your sustainability goals with clear end-of-term options

With more than 50 million metric tons of e-waste generated globally every year, averaging some 7 kilograms per capita,⁴ we all have our part to play in identifying sustainability initiatives. Whilst this may not yet be a primary factor in your decision-making process, what's good for the planet can also be good for your trust. Especially when you're looking at pushing your IT budgets as far as possible.

Technology Rotation and PCaaS both enable you to create a sustainable IT ecosystem within your trust and beyond, minimising your technology's impact on the environment and helping you contribute to the circular economy. We will refurbish, remarket or recycle your hardware responsibly and securely.

- Up to 95% of hardware that's returned to us at the end of its term is refurbished and resold, putting it back into productive use and giving it a second life.
- The remaining approximately 5% is recycled in adherence with [Waste Electrical and Electronic Equipment \(WEEE\) regulatory guidelines](#).

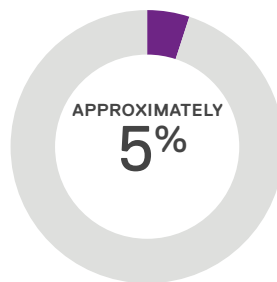
Crucially, data sanitisation processes ensure all data is wiped from the hardware before it's remarketed. This transparent approach provides peace of mind that your MAT's retired assets are handled in a secure, compliant and environmentally conscious manner.

Reuse



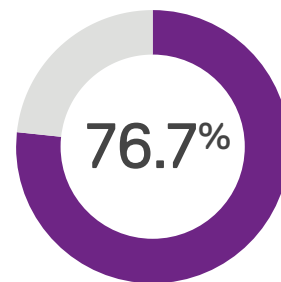
OF HARDWARE WE RECEIVE IS REFINISHED AND RESOLD.⁵

Recycle



IS RECYCLED ACCORDING TO WEEE REGULATORY GUIDELINES.⁶

Reduce



REDUCTION IN ENERGY INTENSITY ACROSS DELL TECHNOLOGIES' PRODUCT PORTFOLIO.⁷

⁴ Statista, "Global E-Waste - Statistics & Facts," 8 February 2023.

⁵ Dell Technologies Technology Rotation, January 2021.

⁶ [Waste Electrical and Electronic Equipment \(WEEE\) regulatory guidelines](#).

⁷ FY22 Dell Technologies ESG Report.



Simple, end-to-end solutions for MATs

PC-as-a-Service from Dell Technologies delivers single-source design, deployment, services and security for Dell desktops, laptops and tablets for a monthly price.

This allows you to move from rigid capital expenditure models and benefit not only from increased flexibility, but greater predictability, so you can plan more effectively. Through PCaaS, you'll enable the continuous modernisation of your trust's IT to support educators and deliver great learning experiences for students through four easy steps:

- **Select.** You select the devices you need from the Dell client portfolio.
- **Deploy.** We deploy the latest desktops, laptops and tablets.
- **Migrate.** We migrate your data to the new systems.
- **Dispose.** We dispose of packaging and equipment that your schools no longer need — safely, securely and in compliance with DoE regulations.

PCaaS is your new solution to old budgetary restrictions that hamper your ability to deploy technology to students and teachers when and where they need it. It also lowers the total lifecycle costs of your technology with flexible terms and payment profiles tailored to match the different requirements across your MAT.



5

Get the help you require when you need it

We realise that your educational environment can throw up numerous challenges and implementation will generate questions that educators will bring to you seeking assistance.

Dell Technologies provides a number of different support channels designed to help you troubleshoot and solve these issues when they arise. You can access eBooks, virtual classroom courses and support from your peers in the wider Dell Technologies community.

By simply selecting your model and entering the service tag or product ID, we can assist you in getting back up and running with minimal downtime. You can access [Dell Technical Support](#) and log in with your account details anytime.

ABOUT DELL TECHNOLOGIES PAYMENT SOLUTIONS

Dell Technologies Leasing and Financing solutions are provided by Dell Financial Services. Founded in 1997, Dell Financial Services has the most comprehensive global IT financing portfolio in the industry. With nearly 20 years' experience and tens of thousands of customers in over 50 countries, Dell Financial Services bring a unique perspective to the market, combining comprehensive and unparalleled knowledge of financing with in-depth IT expertise, funding over \$6 billion in technology investments annually.

Learn more at dfs.dell.com

ABOUT DELL TECHNOLOGIES EDUCATION

At Dell Technologies, we're committed to supporting education institutions implement their digital strategies, level up their capabilities and ensure their classrooms are built to last for today and tomorrow. With demand for personalised hybrid learning experiences increasing, Dell Technologies focuses on equipping teachers and students with the resources they need to deliver better learning outcomes.

