



## **Technology & Educator's Conference 2015**

August 20 - 22, 2015

Craig R. Downing,  
Epicor Cloud Team,  
[cdowning@cdowning.com](mailto:cdowning@cdowning.com)

## The Cloud (in the Modern School)

- A. The Classroom Experience
- B. Refactoring the Economics of Education IT
- C. Insight, Oversight & Best Practices
- D. Administration

## The Evolution of the Classroom



# Today's Students



# Today's Students

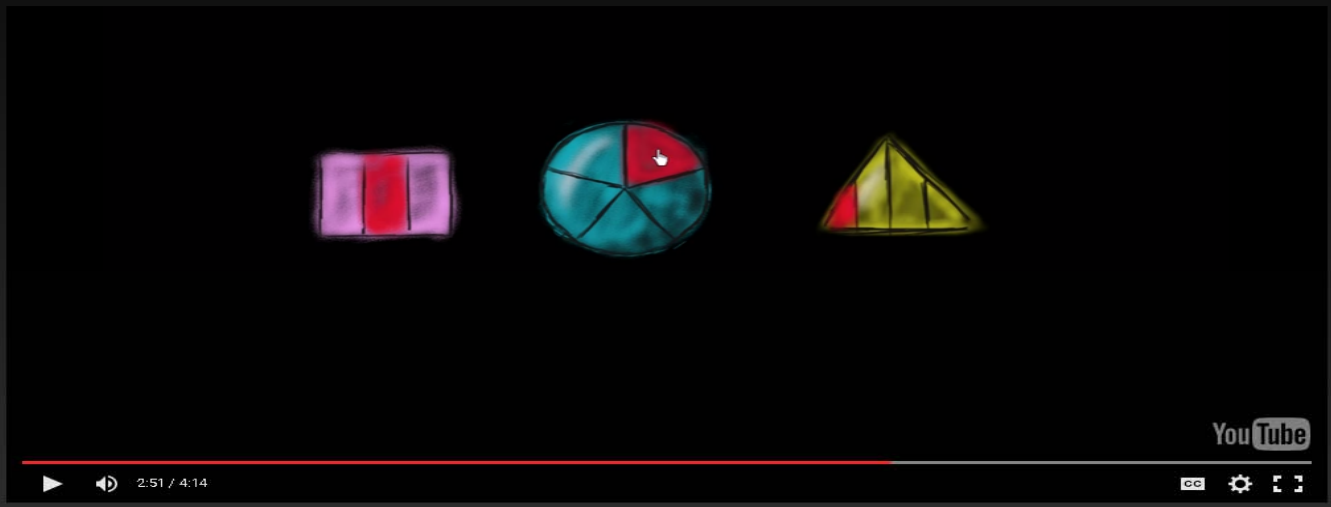


Use Khan Academy to practice your math skills. [Unlock your Learning Dashboard >](#)

- FRACTIONS
- Fractions intro
  - Fraction basics
  - That's not fair!
  - Identifying unit fractions
- NEXT SECTION:  
What fractions mean

## Fraction basics


Total energy points **77** [Practice this concept](#)



Divide wholes into equal-sized pieces to create unit fractions.

Concepts featured in this video: [Fractions](#)

Options Share Info



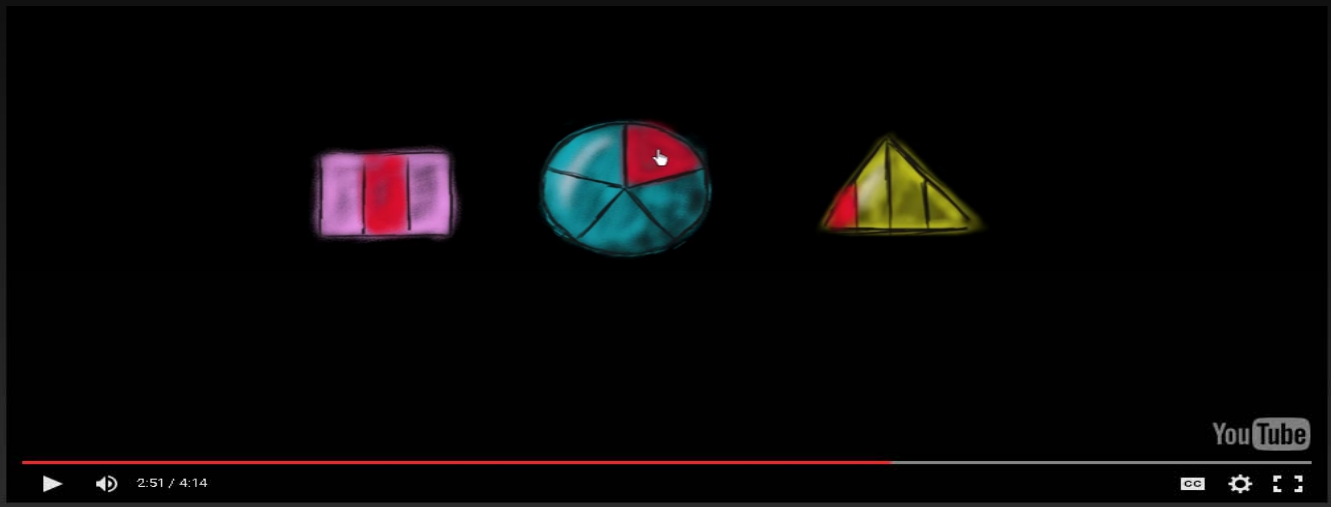
Questions Tips & Thanks Guidelines Report a mistake  
**Top** Recent

Use Khan Academy to practice your math skills. [Unlock your Learning Dashboard >](#)

- FRACTIONS
- Fractions intro
  - Fraction basics
  - That's not fair!
  - Identifying unit fractions
- NEXT SECTION:  
What fractions mean

## Fraction basics

Total energy points **77** [Practice this concept](#)



Divide wholes into equal-sized pieces to create unit fractions.

Concepts featured in this video: [Fractions](#)

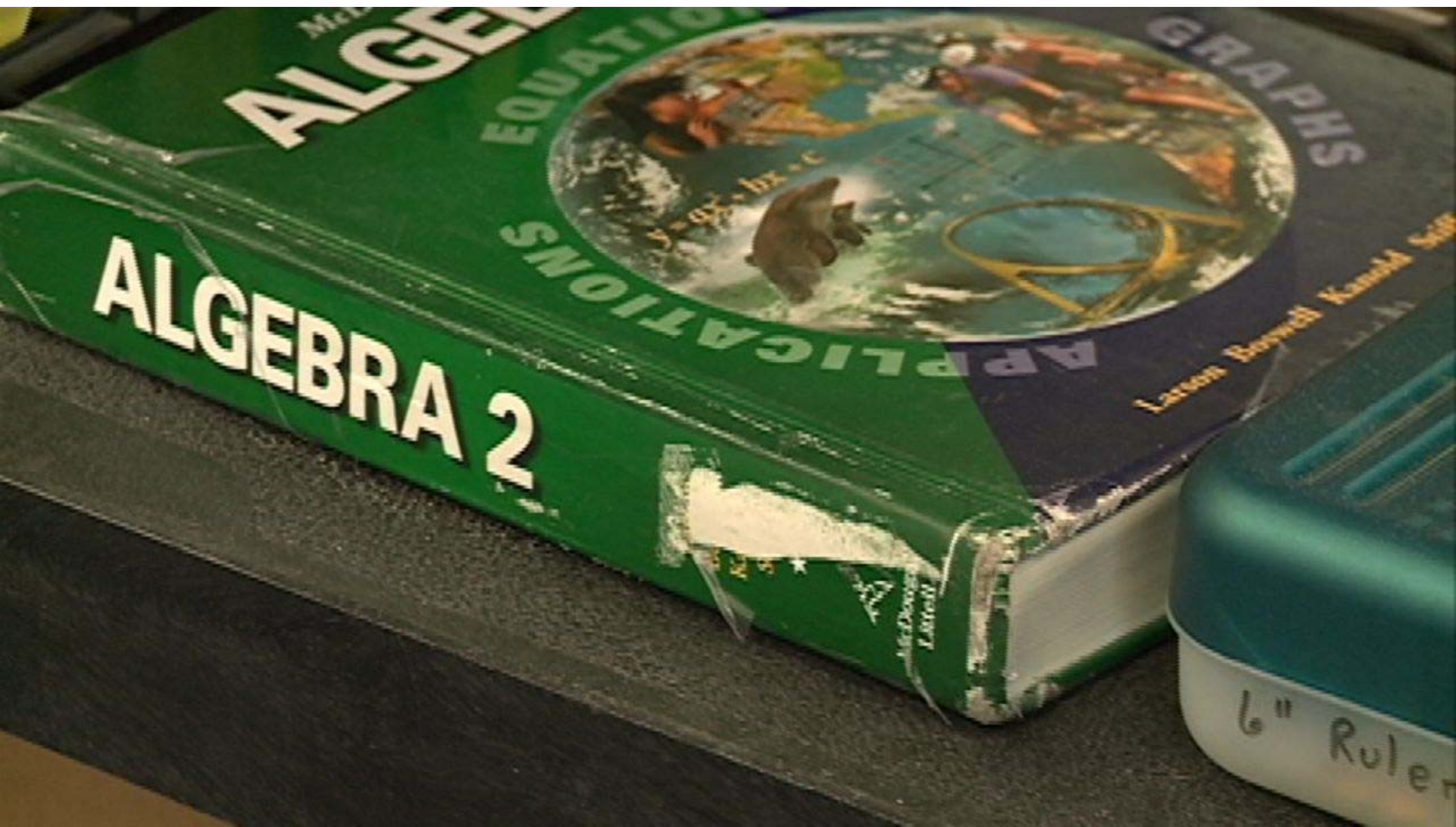
Options Share Info



Questions Tips & Thanks Guidelines Report a mistake  
**Top** Recent

**Jamaica doesn't have a  
monopoly on the  
best teachers in the world.**





ALGEBRA 2

EQUATIONS

GRAPHS

APPLICATIONS

ALGEBRA 2

Larson Bennett Kanold

6" Ruler

# Making the Right Investments



© 2014 Epicor Software Corporation

**EPICOR.**  
Business Inspired™

# Our Educational Operating Environment



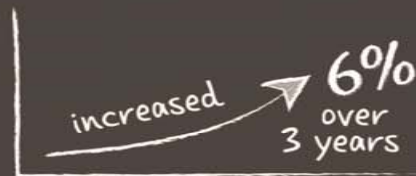
## active kids learn better

physical activity at school is a win-win for students and teachers

GRADES:



STANDARDIZED TEST SCORES:

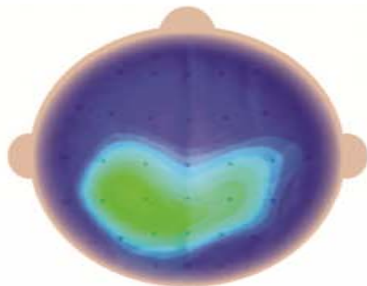


JUST ONE PHYSICALLY ACTIVE LESSON CREATES:

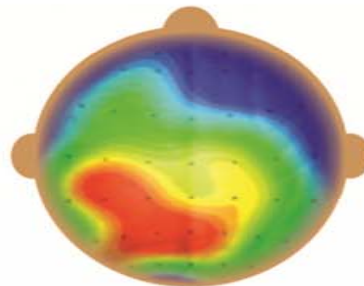


## physically active kids have more active brains

BRAIN SCANS OF STUDENTS TAKING A TEST:



after 20 minutes of sitting quietly



after 20 minutes of walking

MORE RESULTS:

after 20 minutes of physical activity: students tested better in reading, spelling & math and were more likely to read above their grade level

after being in a physically active afterschool program for 9 months: memory tasks improved 16%







**Table 1: Anticipated versus Realized Benefits of SaaS**

	<b>Anticipated Benefits</b>	<b>Benefits Actually Realized</b>	<b>% More than Anticipated</b>
<b>Lower total cost of ownership</b>	<b>41%</b>	<b>51%</b>	<b>24%</b>
<b>Reduced cost and effort of upgrades</b>	<b>39%</b>	<b>44%</b>	<b>13%</b>
<b>Lower start-up costs</b>	<b>37%</b>	<b>40%</b>	<b>8%</b>
<b>Elimination of hardware and associated maintenance</b>	<b>35%</b>	<b>38%</b>	<b>9%</b>
<b>Ease of remote access for distributed workforce</b>	<b>33%</b>	<b>35%</b>	<b>6%</b>
<b>More innovation through more frequent updates</b>	<b>29%</b>	<b>37%</b>	<b>28%</b>
<b>Ability to treat as OpEx versus CapEx</b>	<b>27%</b>	<b>43%</b>	<b>59%</b>
<b>Ease of bringing up new remote sites</b>	<b>26%</b>	<b>26%</b>	<b>0%</b>
<b>We have substantially lowered our risk</b>	<b>25%</b>	<b>28%</b>	<b>12%</b>
<b>Speedier business innovation</b>	<b>13%</b>	<b>17%</b>	<b>31%</b>
<b>Improved IT security</b>	<b>9%</b>	<b>33%</b>	<b>267%</b>
<b>More viable business continuity plan (e.g. natural disaster)</b>	<b>9%</b>	<b>30%</b>	<b>233%</b>

Source: Mint Jutras 2015 Enterprise Solution Study



**Table 1: Anticipated versus Realized Benefits of SaaS**

	<b>Anticipated Benefits</b>	<b>Benefits Actually Realized</b>	<b>% More than Anticipated</b>
<b>Lower total cost of ownership</b>	<b>41%</b>	<b>51%</b>	<b>24%</b>
<b>Reduced cost and effort of upgrades</b>	<b>39%</b>	<b>44%</b>	<b>13%</b>
<b>Lower start-up costs</b>	<b>37%</b>	<b>40%</b>	<b>8%</b>
<b>Elimination of hardware and associated maintenance</b>	<b>35%</b>	<b>38%</b>	<b>9%</b>
<b>Ease of remote access for distributed workforce</b>	<b>33%</b>	<b>35%</b>	<b>6%</b>
<b>More innovation through more frequent updates</b>	<b>29%</b>	<b>37%</b>	<b>28%</b>
<b>Ability to treat as OpEx versus CapEx</b>	<b>27%</b>	<b>43%</b>	<b>59%</b>
<b>Ease of bringing up new remote sites</b>	<b>26%</b>	<b>26%</b>	<b>0%</b>
<b>We have substantially lowered our risk</b>	<b>25%</b>	<b>28%</b>	<b>12%</b>
<b>Speedier business innovation</b>	<b>13%</b>	<b>17%</b>	<b>31%</b>
<b>Improved IT security</b>	<b>9%</b>	<b>33%</b>	<b>267%</b>
<b>More viable business continuity plan (e.g. natural disaster)</b>	<b>9%</b>	<b>30%</b>	<b>233%</b>

Source: Mint Jutras 2015 Enterprise Solution Study



# Insight & Tran\$parency



## Administration

“Our cloud platform will reduce high infrastructure costs and reduce manual reporting and administration. This will free staff up to focus on what matters most in schools – educating the children in our care.

This new cloud-based Education Administration platform will also create inter-school collaboration for teachers and students, and self-service portals for parents.”

**-Stephen Elder,  
Executive Director of Catholic Education  
Archdiocese of Melbourne**



**The cloud IS the next step in security.**



**Administrators have to lead in the cloud.**



