



## Opportunities in Education

As the K-12 and higher education markets continue to change, so do the technology needs in education. Educators at both levels must be equipped and trained as schools, colleges, and universities across the country integrate new technology. This growth in classroom technology also means more opportunities for providers like you.

The following SYNNEX education focus areas can help you navigate the K-12 and higher-education markets.



### Campus Solutions

- Physical and cybersecurity
- Bus management
- Printing
- Data storage
- Networking
- Digital signage
- SMART campus



### Learning Solutions

- Devices
- Charging and storage
- Furniture
- Education apps
- STEM/STEAM
- Interactive panels
- Virtual Reality



### Service Solutions

- Professional development
- Grant research and writing
- Contracts
- Warranty
- Pre- and post-sale support
- Field services

The SYNNEX education team provides the support and services you need to be successful.

- **Specialized expertise:** Our team of former educators bring both classroom and administrative experience that can help identify real solutions and assist in accurately assessing educational needs.
- **Solution development:** We can assist you with solution development, device selection, connection with OEMs, bid proposals, and more.
- **Consultative services:** Use our team members to assist you with customer conversations, product recommendations, sales team trainings, and advice on current and future solutions.
- **Assessment and design:** A range of pre- and post-sale consultative services available, including assessments, migration strategies, financial alternatives, deployment solutions, training, and installation.

## The Education Market at a Glance

- The 2018 K-12 estimated technology budget is **\$14 billion**.
- The 2018 higher-education estimated technology budget is **\$12.8 billion**.
- The 2018 combined higher education IT budget is **\$22 billion**.
- In the US, there are approximately **98,000 public schools** and **35,000 private schools** serving K-12. There are **4,500 higher-education institutions**.

## SYNNEX Exclusives

- **Promethean Interactive Technology**
- **HP Learning Studio**
- **HP 3D Scanner**
- **Microsoft Azure Government Cloud**
- **Lenovo Classroom VR Kit**
- **Lenovo Smart Office – Smart Hub 500**
- **Expeditions VR Kit**
- **Bretford Expeditions VR Cart**
- **Oki Data Printing**
- **Digital Content Bundles on Chromebooks**
- **PC Matic Antivirus**
- **NCPA Contract**
- **Sony KOOV Robotics and Coding Learning Kit**



## SYNNEX Education Services

Partner with SYNNEX for complete services to support your education business. We're here to help you succeed.

### Email [education@synnex.com](mailto:education@synnex.com) for information on:

- **Professional development services:** Customizable on-site and online training for both K-12 and higher-education faculty and staff
- **Training webinars:** Monthly "What's New in Ed Tech" webinars designed to assist partners with current trends and business-building practices in education
- **Regional education events:** Roadshows held throughout the year featuring vendor sponsors and the SYNNEX education team
- **Complimentary 1:1 readiness assessments:** Online questionnaire designed to assess schools' readiness for implementing individual student devices
- **Grant support:** Resources and information on grant services offered through SYNNEX

### Email [servicesolv@synnex.com](mailto:servicesolv@synnex.com) for information on:

- **Complimentary wireless assessments:** RF planning and heat map services
- **Pre-sale support services:** Assessments, technical support, deployment planning, managed services, migration, and solution architecture

**Complimentary cybersecurity assessments:** Assess up to five external IP addresses and receive an outcome report – [cybersecurity@synnex.com](mailto:cybersecurity@synnex.com)

**Field services:** On-site Installations, trainings and certifications, warranties, data destruction, asset buyback, and software services – [fieldservices@synnex.com](mailto:fieldservices@synnex.com)

**Digital Navigator portal:** Online portal to find and act on SLED opportunities including developing opportunities, RFIs, RFPs, public sector contact information and E-Rate bids. – [francisli@synnex.com](mailto:francisli@synnex.com)

**E-Rate specialist:** E-Rate webinars, training, and sales support – [randyfi@synnex.com](mailto:randyfi@synnex.com)

**Dedicated contracts team:** NCPA, GSA, HP NASPO, Valuepoint, MHEC, Texas DIR, E&I, PEPPM – [contracts@synnex.com](mailto:contracts@synnex.com)

**Financing options:** Expand your procurement power via our various financial solutions - [RISE@synnex.com](mailto:RISE@synnex.com)