



Technology that brings learning to life

Education solutions from BT



Your partner for bringing better technology into teaching

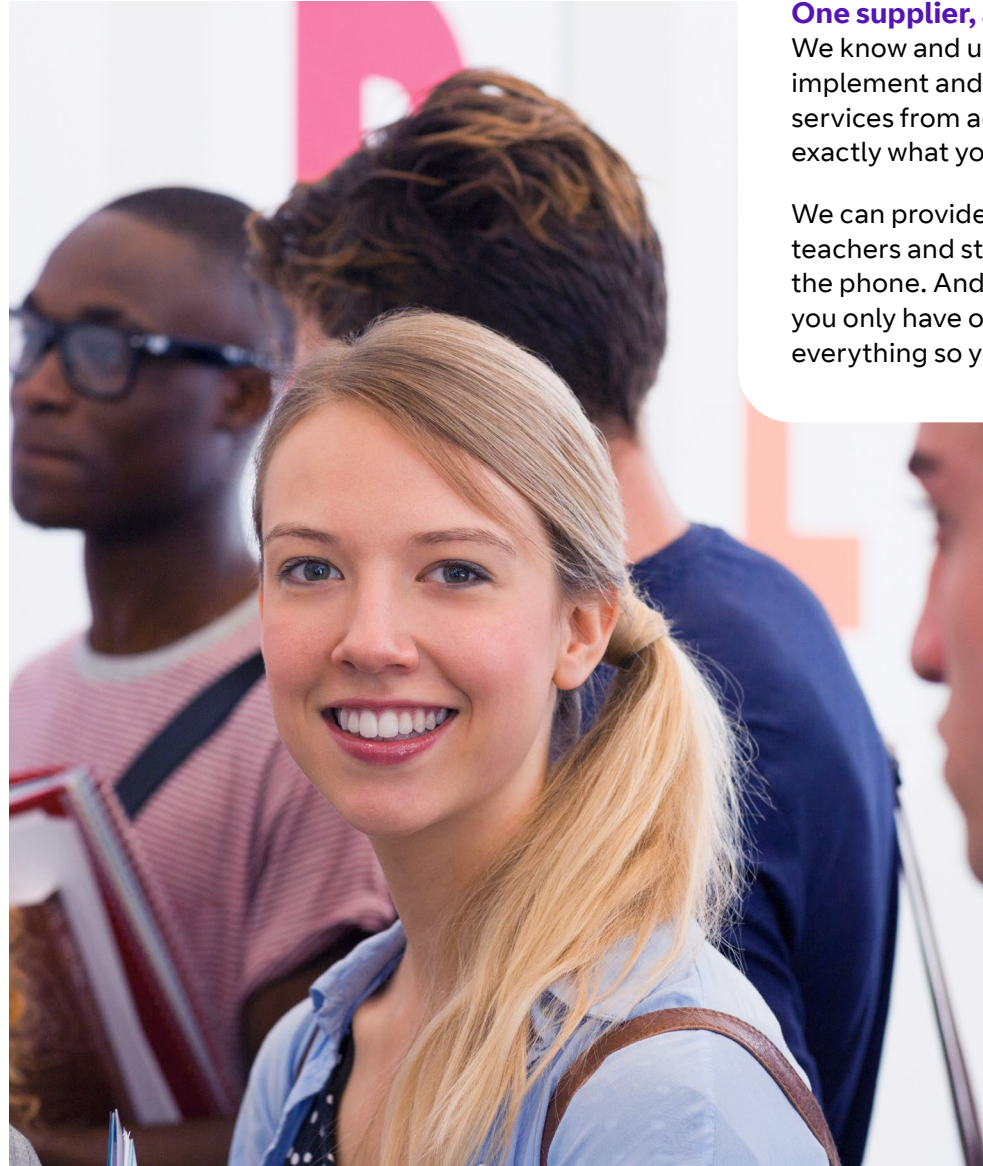
We know that technology has a huge role to play when it comes to educating young people. We also know how it can make the difficult task of running a college or sixth form much easier.

With pressure from the government, governors, students and parents, technology shouldn't add to your problems. It should be another tool that helps you deliver an inspiring education.

As your BT Local Business, we're here to make sure that it does just that.

Spend less money and more time on what matters

Whether it's through cuts to funding or capital budgets, or simply pressure to spend more time teaching, schools are being asked to do more with less. To help, we've designed our solutions to be both scalable and flexible. So you get the support you need when it matters most during term time. And you can reduce costs in the holidays.



One supplier, all the support you need

We know and understand education. So we can suggest, implement and manage a whole range of products and services from across BT that work together and give you exactly what you need.

We can provide the infrastructure to help keep students, teachers and staff online – and parents in contact over the phone. And, with us managing all your technology, you only have one provider to deal with. We'll take care of everything so you can concentrate on what really matters.

Our services, your specialist

As your BT Local Business, we can bring BT's technology and services to your door. Being local gives us unique insight.

Our education specialists know all about the goals that the government sets in education and understand the challenges you face in achieving them. They're your link between your institution's aims and targets, and the technology and services we can provide. They'll work with you to create tailored solutions to meet your needs.



“My work placement at BT was a great experience – refreshing and really useful. I shadowed important people in different roles and I now have an idea of how things work behind the scenes at a major business. I would love to go back to BT in a job or an apprenticeship.”

James Livingston
Age 21

Empowering young people through our Work Ready programme

To help you guide your students into the world of work, we offer two key initiatives through our Work Ready programme. Helping young people build their confidence and gain valuable workplace skills for apprenticeships, employment and further training. As well as giving them the skills they need, we’re inspiring young people by showing how an understanding of technology can lead to an exciting and rewarding future career.

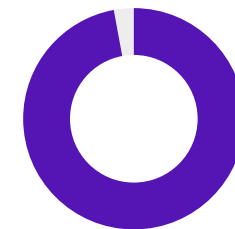
Skills for work boot camps

Our Skills for work boot camps are designed to help 14–18 year-olds gain the skills they need to get a job. The sessions involve interview techniques training, CV tailoring, presentation skills, and team-building tasks. There’s also a chance to speak to current BT Apprentices. The results speak for themselves. 95 per cent of participants said they felt better prepared to apply for a job or an apprenticeship.

Work placements

We offer two or three-week work placements to give young people an insight into careers in technology, media and communications and to gain valuable skills that will help them to get a job. 16–24 year-olds are paired up with a BT employee. They learn about different job roles and get employability skills training (including mock interviews, presentations, practical thinking and business problem solving). So they’re better prepared to enter the world of work.

To learn more about BT’s Work Ready programme, go to bt.com/workready.



95%
of participants said they felt better prepared to apply for an apprenticeship¹

A complete solution for a truly digital campus

Young people in Britain are online more than almost any other developed nation². For colleges and sixth forms, that means students are using their own tablets and laptops to study, while teachers use online resources to deliver their lessons. In other words, every campus is now a digital campus.

We can help you meet the needs of students, staff and teachers with a system that covers every aspect of the modern digital campus. Our solutions are built around the needs of Further Education (FE) institutions, from online security issues to practical considerations like budget.



Voice

With Voice over IP (VoIP) phone systems or SIP trunking, you can use your existing BT internet connection for calls. Which saves you money and gives you the flexibility that no traditional system can.

Our cloud-based phone systems give you the option to take calls from desk phones, mobiles or even on computers. Not only that, because they're hosted in the cloud, it's easy to manage and make changes from the online portal. You won't even have to invest in expensive hardware.

And, of course, we still offer traditional phone systems and ISDN lines.

Internet

From traditional broadband connections to a dedicated leased line offering unrivalled internet access, we offer a whole range of options to get your institution connected.

We know you can't afford to spend time dealing with an unreliable connection. So our BTnet leased line comes with a 100% availability Service Level Agreement (SLA). What's more, you can scale your bandwidth up or down as needed. So you pay less in the holidays (when it's not used so much) and get the bandwidth you need during enrolment or exam periods (when everyone is online).

Mobile

For teachers, managers and other staff, being able to communicate on the go, whether on a field trip or in an emergency, is vital. We can provide a range of phones, SIM Only and tablet plans, or a plan that allows you to share minutes, texts, and data across all of your devices on a single bill that's easy to manage. Our mobile network is powered by EE, so you know you're in safe hands. In fact, EE has 4G in more places than any other UK network³.

Security

When students are online, security and safety is a priority for FE institutions (and us, too). That's why we've partnered with Smoothwall. Every day, Smoothwall helps protect millions of people in thousands of schools and colleges with powerful content filtering and security. In fact, they're the number one supplier of cyber security in the UK education sector.

Smoothwall even works with mobile devices connected over wi-fi and everything can be easily managed by you, online, at any time. You control the filtering, right down to individual devices and users.

Networking

With many FE institutions spread across multiple sites, helping campuses communicate is key. We offer a range of solutions to keep every site connected, safely and securely.

With a networking solution from us, teachers, staff and students can work seamlessly from location to location. Without worrying about connectivity issues or missing important files.

IT Hardware and Software

Along with Business Direct (part of the BT Group), our education specialists can help you find the right hardware and software that integrates with our services.

We're not tied to a single provider, so we're free to help you choose the perfect solutions for your institution's specific needs. And we have access to specialist education pricing through procurement frameworks and consortiums.

We can provide 1:1 learning devices for every student through ComputAbility, our fully managed parent partnership programme. We even provide training for staff and students on how to integrate new technologies, so you know you're utilising them to their full potential.



Saving GFM Academies £145,000 per year on equipment

Challenge

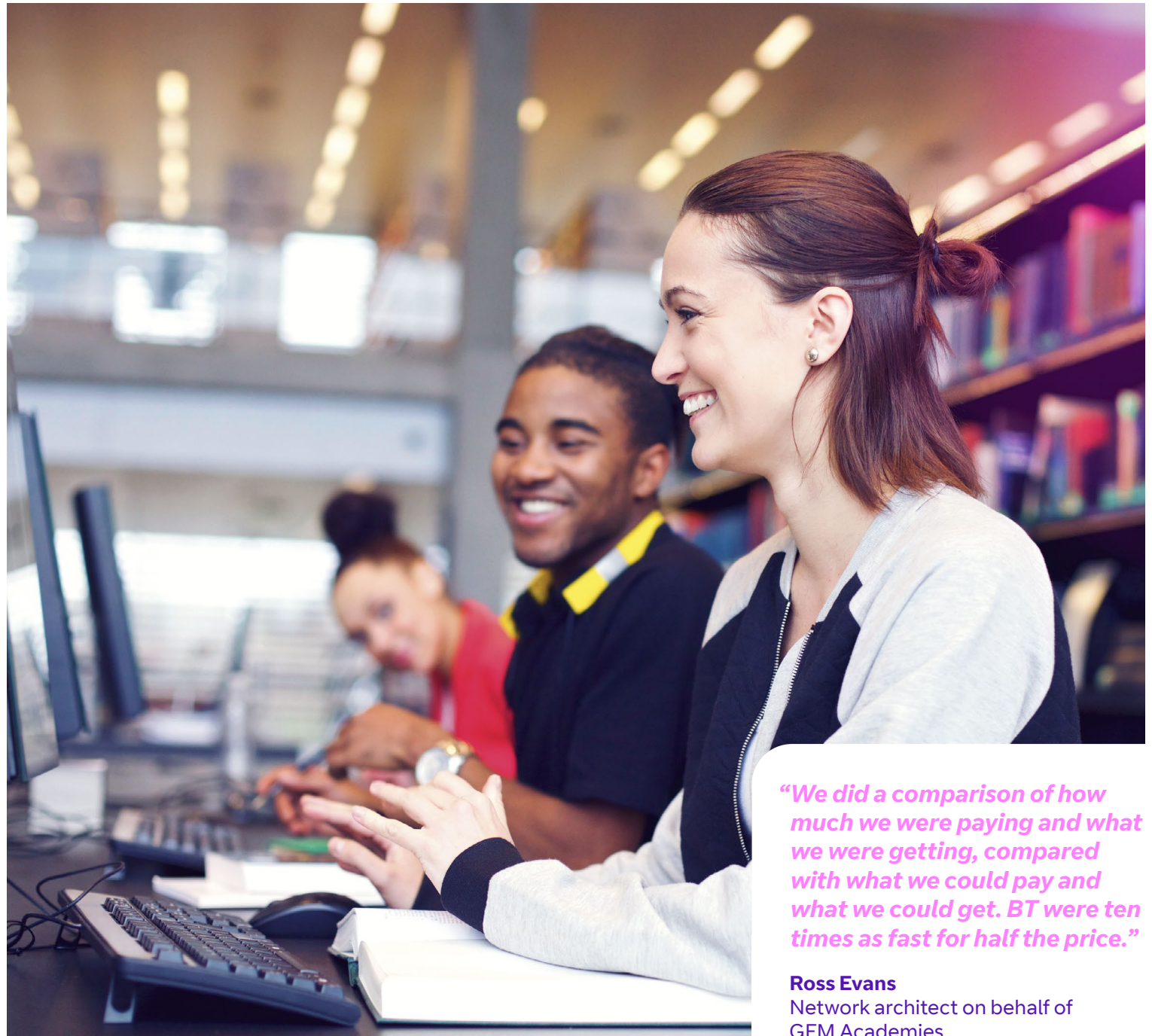
With four academies in their multi-academy trust, GFM needed connectivity within each, but were restricted by the costs of the technology their local authority provided.

Solution

Working with BT and their network architect, Ross Evans, GFM took on a BTnet leased line to one of the academies and used a Short Haul Data Service (SHDS) networking solution to connect the others.

Result

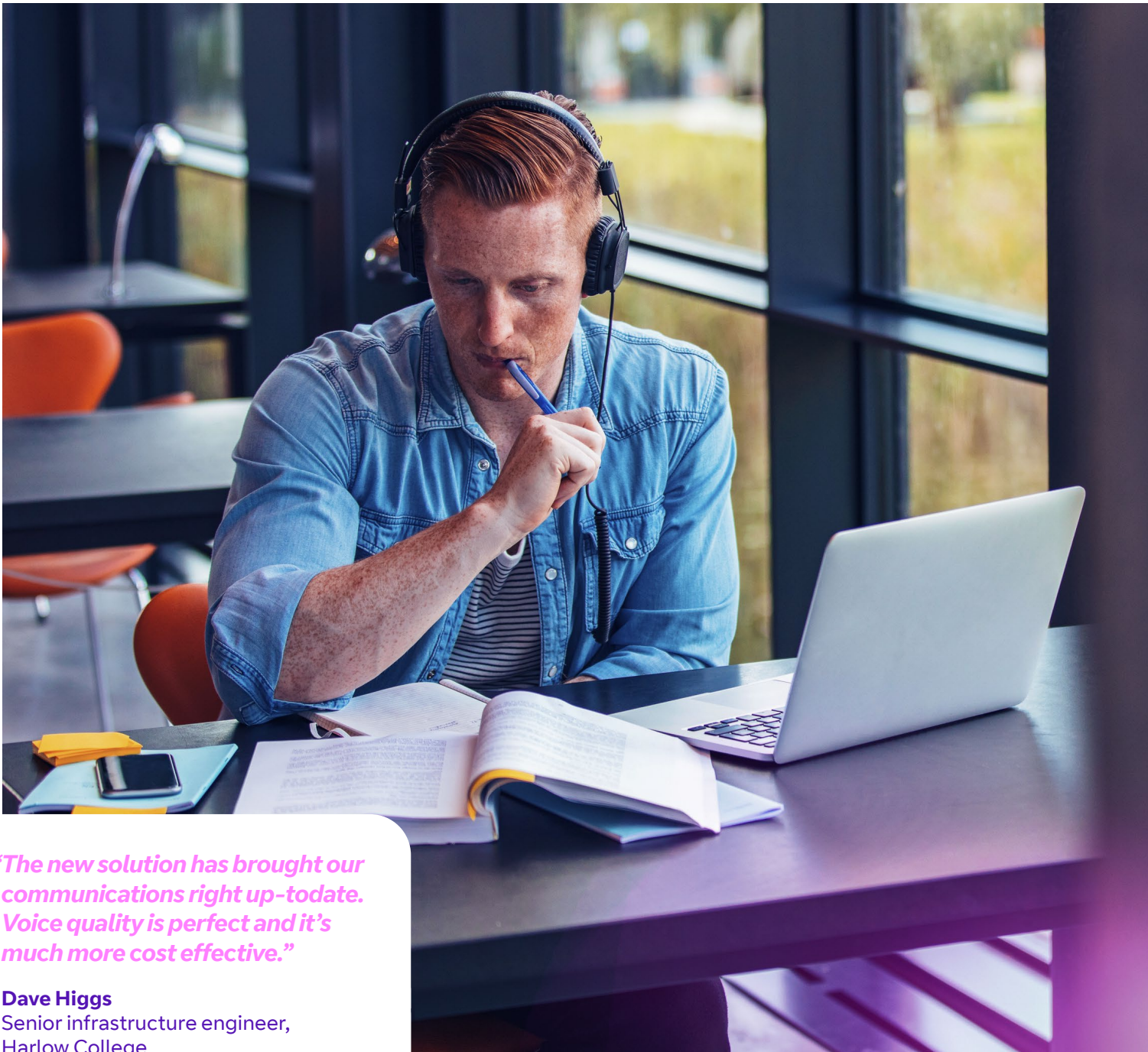
Each academy can now connect with each other, meaning they can share administrative resources. More importantly, they've made significant savings on the costs of the network and equipment.



“We did a comparison of how much we were paying and what we were getting, compared with what we could pay and what we could get. BT were ten times as fast for half the price.”

Ross Evans

Network architect on behalf of GFM Academies



“The new solution has brought our communications right up-to-date. Voice quality is perfect and it’s much more cost effective.”

Dave Higgs
Senior infrastructure engineer,
Harlow College

Helping Harlow College achieve educational excellence with a smart solution

Challenge

Harlow College relies on great communication and collaboration to deliver the educational excellence their students have come to expect. However, an old system was making even the simplest of tasks, like holding an internal conference call, impossible.

Solution

A Mitel MiVoice-based phone system, combined with 12 SIP trunks, made call charges more cost effective and predictable, and opened up a whole new world of functionality to the college.

Result

Our solution provides a range of facilities which improve efficiency and agility. For example, when clearing starts in August and the phones start ringing off the hook, they can scale up their system to handle the extra calls.

1. Source: <https://techliteracy.co.uk/IPSOS-full.pdf>

2. Source: The Telegraph, 2017

3. Mobile only. 4G speeds depend on location, number of users and plan. 4G only available on EE plans. Check your coverage at ee.co.uk/coverage. Compatible device required.

How to get in touch

To find out more about the products and services we can offer your college or sixth form, visit bt.com/business/education



4G IN MORE PLACES THAN ANY OTHER UK NETWORK: Based on results from the RootMetrics® UK RootScore® Report: H2 (Jul – Dec) 2018. Tested at locations across the UK with the best commercially available smartphones on 4 national mobile networks across all available network types, conducting over 25K randomly sampled test cycles. EE tests carried out using 4GEE Max tariff with uncapped speeds. Your experiences may vary. The RootMetrics award is not an endorsement of EE. Visit [ROOTMETRICS.CO.UK](https://rootmetrics.co.uk) for more details.

Offices Worldwide

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