




FOUR KEY CHALLENGES OF ENABLING
DIGITAL LEARNING—AND HOW POLY CAN HELP

PREPARE FOR THE NEW TERM



**COVID-19 CAUGHT THE WORLD OFF-GUARD.
AT THE START OF THE PANDEMIC NEW
CHALLENGES FACED THOSE IN EDUCATION,
STAFF AND STUDENTS MADE DO WITH
WHATEVER WAS AVAILABLE.**

But now, phrases like “the new normal” are putting pressure on your education institution to set a standard for remote learning. And you’re facing challenges both new and familiar.

Participation in lessons and student engagement aren’t new challenges by any means. But social distancing is. While your education institution may be making plans to return to the classroom, the need to support online learning will remain and the challenges will come in providing a consistent learning experience across all the environments.

In preparing for the new term, your institution will be considering how you can blend in-person engagement with digital experiences to make a connection with students.

At poly, we know what you’re up against. But we also know how to enable great collaborative experiences—in or out of the classroom.

**READ ON TO GET A FULL VIEW OF YOUR
BIGGEST CHALLENGES.**

And discover why professional quality audio and video calling solutions and software management tools from Poly could be the solution.



DIGITAL LEARNING

WHETHER IN A CLASSROOM OR THROUGH E-LEARNING, YOU NEED TO SEAMLESSLY BLEND THE EDUCATION ENVIRONMENTS.

How do you give staff and students everything they need to create connections?

HERE ARE SOME OF YOUR CHALLENGES IN THIS SPACE.

TECH PROFICIENCY

New tech means more ways to teach. But it also means more techniques to get to grips with. To make technology a seamless part of the learning experience, teachers need to be able to use it confidently.

GETTING TO CLASS

Whether a local or international student, travel restrictions have made it difficult to continue learning at school or on campus. If a teacher or student does have to miss a class, it should be easy to catch up later with pre-recorded content.

COLLABORATING REMOTELY

Distance makes it difficult for students to participate in class or collaborate in groups. And cut students' opportunities for instant feedback from their teachers.

KEEPING FOCUS

It can be challenging enough to get students to focus in class. But at home, with all the distractions, staff and students need ways to block out disruptive noises and be heard clearly by everyone.

With Poly, educators can create connections between multiple locations in real time. Or record classes for students to review later. All while preparing young people for the kinds of collaboration tools they'll find in the workplace.

COST EFFICIENCY

A TECHNOLOGY INVESTMENT IN EDUCATION HAS TO STAND THE TEST OF TIME.

How can you ensure long-term value?

HERE'S WHAT YOU COULD BE FACING IN THIS AREA.

PRIORITIZING BUDGET

Governments give public schools their own budgets for products and services. Meanwhile, private schools and universities budget according to their business model. But for all education institutions, Covid-19 means that any investments that can also support safety and well-being will be a higher priority.

VALUE FOR MONEY

Return on investment is a key consideration for students, too. Regular increases in fees have got young people wondering if further education is worth it. Institutions need to demonstrate an ability to provide facilities and technologies that enrich every student's experience.

INTEROPERABLE INVESTMENTS

Connections between people rely on connections between their tools. But, to keep costs down, institutions and their IT departments need to know that any investment will co-exist with and enhance their existing infrastructure—from their Unified Communications (UC) apps to their Audio Visual (AV) standards.

Poly solutions are not only affordable, but future-proof. They deliver immediate benefits and help protect revenue streams for years after implementation. And, with Poly solutions as a service, you can deliver the equipment your teams need without draining their budgets.





STAFF COLLABORATION

TECHNOLOGY ISN'T THE STAR OF THE SHOW IN EDUCATION. IT'S A TOOL TO SUPPORT THE EDUCATORS.

How do you make sure it's simple and flexible?

THESE ARE SOME OF YOUR BIGGEST CHALLENGES IN THIS SPACE.

GETTING STARTED

There's a small window for schools, colleges, and universities to get new technology up and running. Your institution needs a partner that can give you planning and deployment support in the early stages, then management and analytics in the future.

FUTURE-PROOF INVESTMENTS

The must-have collaboration platforms of today will have years of updates ahead. Some might even fall out of use entirely. In choosing hardware for these ways of learning, institutions want to know their investments are compatible with the way education evolves.

STAFF DEVELOPMENT

Many academics pursue their own education and professional development alongside their commitments to the classroom. Your challenge is enabling your staff to do this remotely.

WORKLOAD

Around the world governments are working to reduce teacher workloads for more focused, effective teaching time. Technology needs to help reduce workload and maximise resources.

Poly technology is easy to set up and use, with plenty of tools for engaging students through collaboration. And high-quality audio and video means students won't miss a thing.

LEADING REPUTATION

STAFF AND STUDENTS WANT TO WORK AND STUDY AT THE BEST INSTITUTIONS.

How do you build a reputation that attracts them?

THESE ARE SOME OF YOUR BIGGEST CHALLENGES HERE.

ATTRACTING THE BEST

Without investing in leading technology and infrastructure, your institution can't appeal to leading educators, nor compete for the best students. But high up-front capital expenditure models make building a leading reputation for technology hard to achieve all at once.

WORKPLACE EXPERIENCE

By the time they reach the workplace, students are expected to be familiar with the technology they'll find there. This experience has to begin in schools.

BYOD

Consumer technology means some students are already fully equipped. Some, however, are not. No matter their existing tools, Poly solutions fit in so every student can learn and collaborate comfortably from home.

Poly solutions give your staff and students new and innovative ways to share expertise and knowledge. And help create enhanced and consistent blended learning experiences that put schools, colleges, and universities ahead.



ENABLE YOUR NEW APPROACH

At Poly, we can enable your approach to learning with collaboration solutions that meet your challenges and connect students and staff.

ONLINE

APPROACHES TO ONLINE LEARNING

Asynchronous

Pre-recorded lessons that students can watch together or in their own time.

Synchronous

Live lessons that enable student participation and collaboration.

POLY SOLUTIONS THAT ENABLE **ONLINE LEARNING**

BLENDED

APPROACHES TO BLENDED LEARNING

In person

Education in the classroom, usually enabled by technology.

Virtual

Education that connects staff and students from separate locations.

POLY SOLUTIONS THAT ENABLE **BLENDED LEARNING**



POLY STUDIO

A USB video bar that connects teachers to students. With incredible audio noiseblocking technology and innovative camera tracking features, educators will always be seen and heard.



POLY STUDIO X50

A simple to use all-in-one video bar for smaller classrooms.



POLY G7500

A modular video conferencing system that integrates Zoom and connects with many other service providers. With multi-camera capability and incredible audio and video quality, your classroom of the future is hear today.



HEADSETS AND SPEAKERPHONES

A series of crystal clear and noise-canceling devices that won't diminish the quality of distant education.



USB CAMERAS

Stationary or speaker tracking cameras for video conferencing in high definition or 4K.

PROFESSIONAL SERVICES

FOR SCHOOLS				
SUPPORT SERVICES	HARDWARE REPLACEMENT	TECHNICAL SUPPORT SERVICE	PREMIER	ADVANTAGE
Remote, reactive support	✓	✓	✓	Pro-active support
8 x 5 telephone support to determine hardware defect or failure only	✓	✗	✗	✗
Telephone technical support	✗	8 x 5	8 x 5	24 x 7
Next business day replacement	✓	✗	✓	✓
Online Support Center	✓	✓	✓	✓
Software upgrades and updates	✗	✓	✓	✓
Multi-vendor support	✗	✗	✓	✓
Cloud partner endpoint telephone support	✗	✗	✗	✗
Priority access	✗	✗	✗	✓
Reporting capabilities	✗	✗	✗	✓

PROFESSIONAL SERVICES
<p>Headset Comfort and Cleanliness Services Maximize the life of headsets by having professionals repair and recondition parts such as microphones and earpads, support company health and safety initiatives and have technicians share best practices and answer questions.</p>
<p>Remote Installation Services Accelerate product installation and solution use, with remote technical telephone expertise to assist IT staff customers with fast and efficient deployment.</p>
<p>Consulting and Adoption Services Consulting services provide focused time and expertise to help customers solve common or complex business problems. Through Adoption Consulting, a framework is established by assessing and aligning Poly products with the work environment and business goals. Whilst working with the customer to define a clear, comprehensive strategy for adoption, that includes a step-by-step action plan and a mechanism for measuring progress.</p>

FOR UNIVERSITIES			
SUPPORT SERVICES	PREMIER	ADVANTAGE	MANAGED SERVICES
Telephone technical support	8x5 reactive	24 x 7 reactive	24 x 7 proactive
Next business day replacement	✓	✓	✓
Online Support Center	✓	✓	✗
Software upgrades and updates	✓	✓	✓
Cloud partner endpoint telephone support	✓	Ecosystem Cloud Partner Support	✗
Decreased demand on your IT resources	✗	✗	✓
Advanced and intuitive Reporting	✗	Utilization and Benchmark	Advanced and intuitive
24 x 7 monitoring	✗	✗	✓
24 x 7 service desk	✗	✗	✓
Lower TCO	✗	✗	✓

PROFESSIONAL SERVICES
<p>Envisioning Ensures the proposed solution meets the business needs and technical requirements</p>
<p>Network Assessment Ensures the network is ready to provide high quality video traffic. Increases overall productivity by helping to ensure the network is properly configured to handle usage demands.</p>
<p>Solution design Provides a detailed Design document and covers the complete solution, including network and firewall.</p>
<p>Remote Installation Provides telephone support.</p>
<p>Consulting and Adoption Uses knowledge to provide expertise step-by-step action plan.</p>



READY FOR THE NEW TERM?

We can help prepare your education institution, your staff, and your students for a new approach to learning in the new term. Poly offers support services and professional services to support your educated decision and the solutions to enable your approach.

Find out more about our products & solutions and their benefits by getting in touch.

[Contact Poly >](#)





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Partner logo