



**Westminster Education Forum Keynote Seminar:
Next steps for Education Technology in England**

Sixty One Whitehall, London SW1A 2ET, 28th November,
2017

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Acknowledgements

- ▶ Prof Christina Preston – MirandaNet
- ▶ Stuart Abrahams and Neil Watkins – THINK IT
- ▶ Bernard Dady – GAIA
- ▶ Rob Ellis – Naace
- ▶ Colleagues from ITTE, DMU, IEF, EFC

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Understanding the landscape – changes and challenges

Professor in Education Innovation (previously, Reader in Education, Innovation and Technology)

and Co-Director 'Institute for Education Futures' - at De Montfort University, Leicester

Editor-in-Chief 'Technology, Pedagogy & Education' - international journal

UK Chair for National Subject Association – IT in Teacher Education submitted evidence to Parliamentary select committee on education

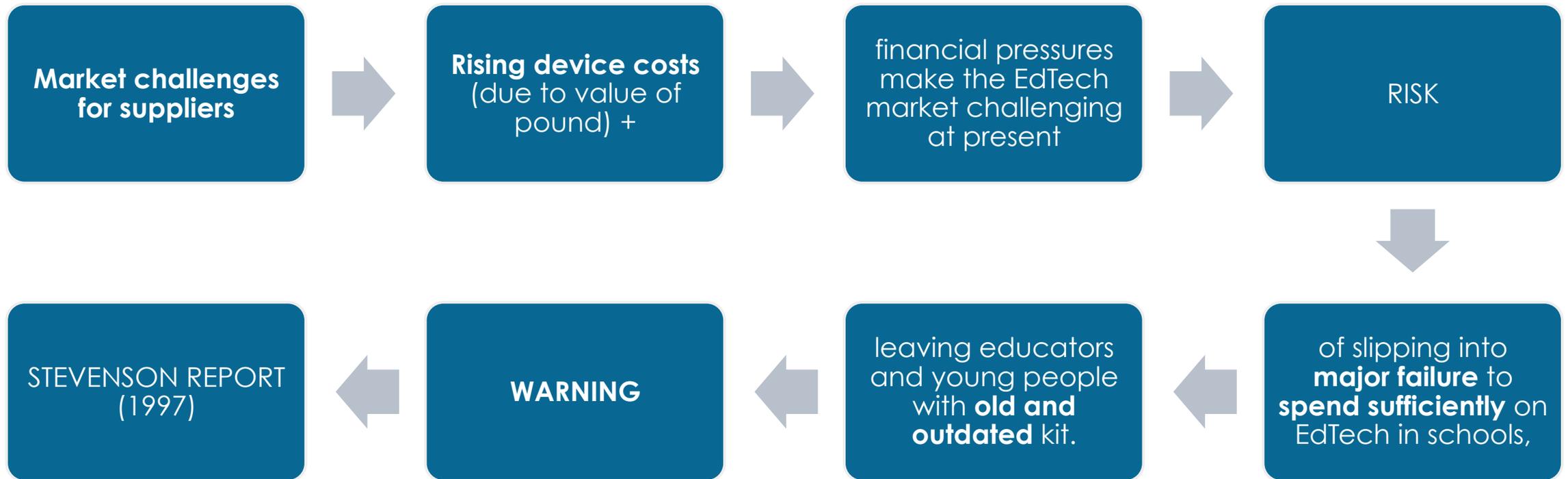
Researching Educational Technologies for 25 years: EU, HEA, JISC, Becta, TTA, LAs

books - 'Teaching with Technology: the essential guide'; 'Debates in Computing and ICT Education'; 'Teaching and Learning with ICT in the Primary School'.

Where have we been? and where are we going?

- ▶ Previously - direction of **national strategies** on educational technology
- ▶ Govt agency – **Becta**
- ▶ **quality assured guidance material**
- ▶ and commissioning **research** – leading to summary reports
- ▶ **Where** is that **research being done now?** And **how** do we access it?
- ▶ **ideological drive** to open up the space to the **market**
- ▶ Ed tech companies - command the space and successfully navigate this new market.

Key issues for EdTech procurement in schools



Market challenges for suppliers

- ▶ More generally, seeing **rapid shift to large interactive LED screens**
- ▶ as replacement for classroom projectors
- ▶ BUT
- ▶ most teachers do not use the panels interactively
- ▶ despite improved connectivity to laptops and tablets...

- ▶ ISSUE
- ▶ Teachers access EdTech CPD for pedagogic purposes

Market challenges for suppliers – software

The **software market is shifting to Cloud**

Major changes afoot as regards virtual workspace and VLE solutions

Google G-Suite and Microsoft O365 are dominant forces in reshaping school landscape

As yet their use is not well realized in schools

Most other **software** is now **delivered on-line** as a **subscriptions service**,

so software is now a revenue rather than capital item

Market challenges for suppliers – The Cloud

We are at a **critical point in Cloud services adoption**

where quality of broadband connectivity,

trust in Cloud services and increasing pressure in data protection/safeguarding responsibilities are

posing schools with difficult decisions about **server infrastructure renewal**.

Perhaps we are not quite ready to go completely off-site yet, but we are not far away.

Challenges for schools

EdTech companies report:

Schools remain largely unready to adopt BYOD strategies

Schools are generally confused

Schools are wanting sound independent advice

Schools report:

Lack of funding

Lack of edtech expertise in SLT teams

Reliance on network managers

- – pedagogic expertise?

Solutions from suppliers

- ▶ **Solutions** – from case study EdTech company
- ▶ working to deliver hardware as a service
- ▶ in order to mitigate low levels of capital spend and
- ▶ provide sustainable investment

- ▶ Also delivering a range of managed services from
- ▶ full to part to hybrid



5 BIG Procurement Challenges

...and what schools (and suppliers) can do about them

The Tech-tonic plates are shifting



Moving to the cloud

- DfE Cloud Guidance
- Microsoft / DfE MoU
- Google Chromebooks

Procurement Challenge

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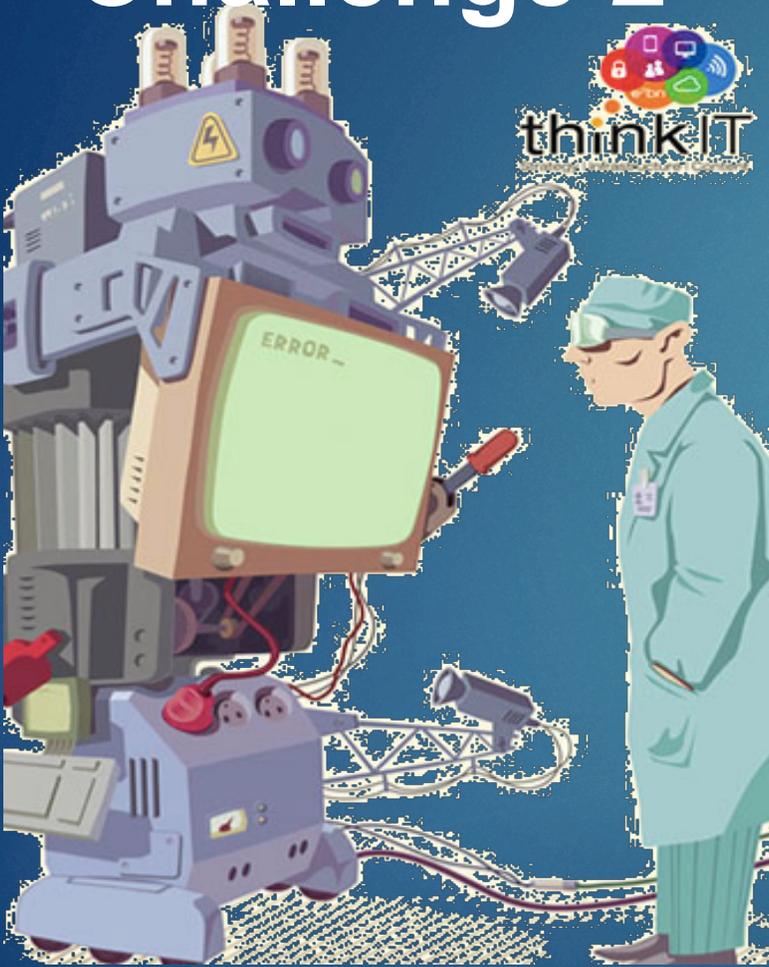
Compliance

Understanding the rules

Delegation down

Theft & fraud

Procurement Challenge 2



Complexity

- Pace of EdTech change
- Technical expertise
- Efficacy

Procurement Challenge 3



Capability

Expertise & experience

Reactive buying

Decision making

Procurement Challenge 4



Cash

Squeezed budgets

Utility not a luxury

Outcomes and VfM

Procurement Challenge 5

Trusted (suppliers)

Who are they?

Can they do the job?

WHEN things go wrong?



New/Free EdTech Strategy

Vision

Give your staff the tools to be
21st Century Professionals

AND

Give your learners the digital
skills to thrive in the 21st Century



What can schools do?

Top 4 recommendations

Have a strategy

Use free Naace tools

Use frameworks

Build relationships

Naace
The Education Technology Association

