



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

Sixty One Whitehall, London SW1A 2ET, 28<sup>th</sup> 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

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*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*

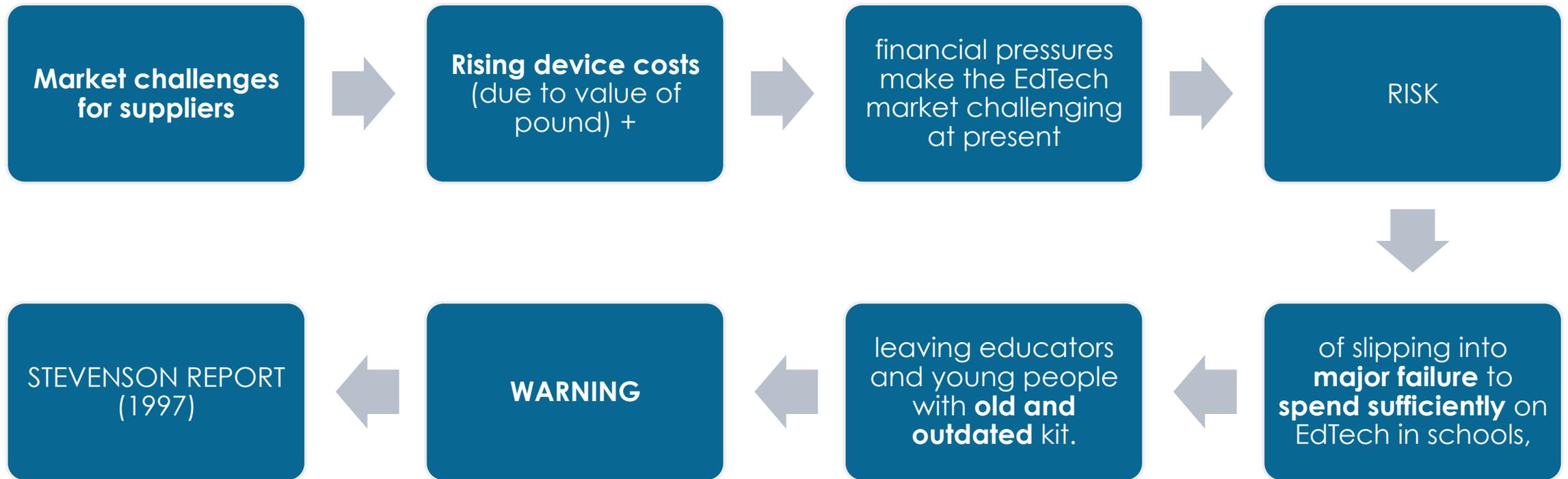
*Researching Educational Technologies for 25 years: EU, HEA, JISC, Becta, TTA, LAs*

**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

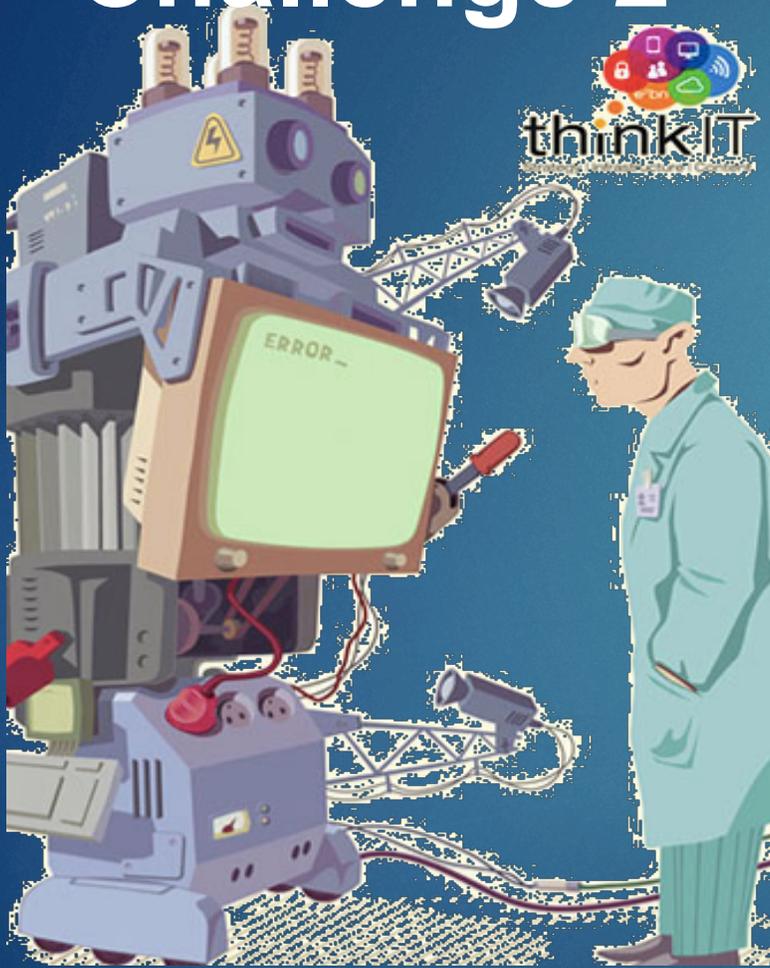
Understanding the rules

Delegation down

Theft & fraud

# Procurement Challenge 2

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## Complexity

- Pace of EdTech change
- Technical expertise
- Efficacy

# Procurement Challenge 3

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## Capability

Expertise & experience

Reactive buying

Decision making

# Procurement Challenge 4

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## 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

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## Vision

Give your staff the tools to be  
21<sup>st</sup> Century Professionals

AND

Give your learners the digital  
skills to thrive in the 21<sup>st</sup> Century



# What can schools do?

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## Top 4 recommendations

Have a strategy

Use free Naace tools

Use frameworks

Build relationships

Naace  
The Education Technology Association

