



At A Glance

Preparing for K-12 Common Core State Standards

In collaboration with:



Today's Challenges for K-12 Schools

- Preparing Students for Success in a Global Environment
- Student Engagement
- Reaching new learners
- Professional Development & Training
- College and Workforce Readiness
- Reducing Costs & Sharing Scarce Resources
- Communication with Faculty, Staff, Students and Parents
- Creating Safe Learning Environments
- Cyber Security and Safety

Preparing Your Network for Common Core Assessments is the Right Move

The Common Core State Standards (CCSS) Initiative is a state-led effort that established a single set of clear educational standards for kindergarten through 12th grade in English language arts and mathematics that states voluntarily adopt. The standards are designed to ensure that students graduating from high school are prepared for college and to enter the workforce. The move to adopt these state standards is resulting in a substantial and rapid transformation of the education environment, and will require states and local districts to inform and train teachers on these new standards. States adhering to Common Core standards will be required to deliver on-line assessments in the 2014-2015 school year. It will be imperative that the school districts within these states have robust network infrastructures, including broadband and wireless, to support these goals.

How Cisco Solutions Will Help

Online Assessments will require a robust network infrastructure to support large numbers of students accessing the network simultaneously to take tests. Virtual desktops provide a cost-effective, secure online testing environment, with the added benefits of centralized management, consistent user experiences, and effective compliance with state mandates.

The success of CCSS is contingent upon effective teacher professional development. The new standards will require teaching techniques that are substantially different from practices that are in place today, and it will take time not just to teach those techniques but to give teachers a chance to implement them effectively. Cisco communications and collaboration technologies such as WebEx, TelePresence, and Lecture Vision make it easier, less expensive, and help empower teachers to spend more time in professional development, and less time traveling.

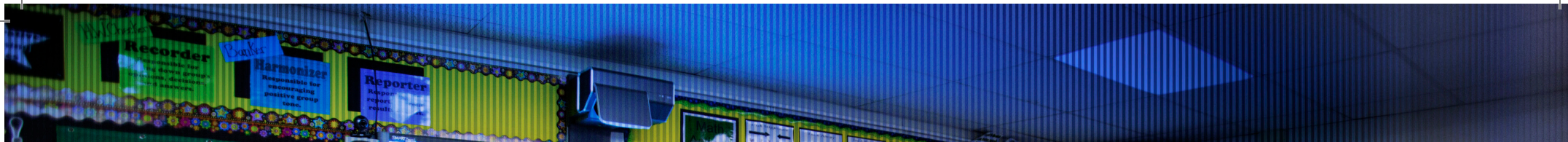
Case Studies

Utica Community Schools provides a highly reliable, high-density, high-speed wireless solution to promote anytime, anywhere learning.
cisco.com/en/US/prod/wireless/utica.html

Anoka-Hennepin Enriches Professional Development with Video
cisco.com/en/US/prod/ps10352/webexcase/Anoka.html

Johnson City Schools install Cisco wireless networks for BYOD environments that deliver enhanced technology to classrooms
cisco.com/en/US/partner/prod/wireless/cs_johnson_schools.html

The Moss Point School District deployed a video surveillance solution to monitor its ten schools and district offices
cisco.com/en/US/prod/collateral/vpndevc/ps6918/ps9145/ps9152/case_study_c36-508965.pdf



One Size Does NOT Fit All

There are many wireless competitive solutions out in the marketplace but the capabilities of these offerings may be limited to simple use cases. The question is "where do you want your network to be in 2 to 3 years?" Will it adapt as your network grows or will you need to rip and replace? Only Cisco offers the broadest mobility and switching portfolio in the industry to address any type of network deployments: from managing the network from the cloud or on your premise.

End User benefits of 802.11ac compared to 802.11n

- 3-4x higher throughput than 802.11n means users have better experience for data, voice, video, VDI, etc.
- Wider channel bandwidth than 802.11n means more real estate to support higher client density in conference room and auditoriums
- Client devices are adopting 802.11ac faster than 802.11n since devices come on and off the network faster thereby conserving battery life which is important for BYOD devices like smartphones and tablets

IT Department benefits of 802.11ac compared to 802.11n:

- Increased speed for high bandwidth applications such as large file movement and transfers and video
- Operation in the 5.0 GHz band, where more spectrum is available to accommodate more users and more devices

Services

Get Ongoing Availability and Performance, Not Just Repair, with Cisco SMARTnet Service

It's great to know, when your customer installs a Cisco device that it's covered for repair and replacement by the limited lifetime hardware warranty. But meeting the demands of their network requires extended support and regular software upgrades. They need advice from technical experts and a device that proactively calls home for help when it has a problem. They need Cisco SMARTnet® Service.

The industry agrees. Cisco SMARTnet Service has won many recent awards, including being rated #1 in post-sales support in the 2012 CRN Channel Champions Awards. In addition, Cisco is the only company to have achieved the J.D. Power and Associates CTSS certification 6 times, for providing "An Outstanding Customer Service Experience." Experience this.

For additional information on how Cisco solutions can help you be prepared for Common Core State Standards, visit: cisco.com/go/commoncore.

Cisco Networking Portfolio

Cisco Enterprise Portfolio



Prime



ISE

3rd Party MDM Integration

WLAN Controllers

Catalyst 2K/3K/4K/6K Switching

Aironet Access Points

ASA - Firewall

ISR - Routing

Catalyst 3850 with integrated controller

Unparalleled Deployment Flexibility

Cisco Cloud Managed



Cloud Management and Policy

Systems Manager

Cloud Controller

MS Switch

MR AP's

MX Series Security Appliances

Ease of Use

Cisco Cloud Managed - Meraki Offer

Broaden the offer - wireless, routing, switching, security, collaboration optimize for the customer seeking simplicity of consumption and operation.

Cisco On Premise -Wireless Offer

Deepen the offer - massive scale, highly differentiated capabilities optimize for the customer seeking flexibility, integration, depth of features.

Common themes across both offers

Simplified management and ease of use, user and application visibility Business relevant solutions, retail, IoT, consumer.