

CCIC: TECHNOLOGY RESOURCES – ADOBE SOLUTIONS FOR HYBRID LEARNING SCENARIOS, MICROSOFT PD, AND MODERN SECURITY

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- As a value-added reseller of computer softer, hardware and peripherals; ScholarBuys is committed exclusively to the education market. Our highly experienced management and sales teams are composed of seasoned executives with a strong background in academic software licensing agreements.



Education Market Focus

We are committed exclusively to the United States education market. Let us leverage our experience to maximize your budget and find the right solution for your school.



Procurement Expertise

Our team of experts will help your institution navigate fiscal cycles and financing while leveraging any available group purchasing programs.



Service Oriented

The ScholarBuys team builds long lasting relationships based on quality, satisfaction and attention to detail.

ADOBE: RESOURCES FOR HYBRID LEARNING

- COVID-19 exacerbated challenges that many colleges and universities already faced with hybrid learning and remote work scenarios.
- Whether in the classroom or over the web, the need to deliver engaging education that increases positive learning outcomes remains the same.
- Adobe, along with many other technology manufacturers, has invested heavily into solutions that help to address these challenges.
- There are two main areas in which Adobe has helped to meet the hybrid learning / remote working needs of colleges and Universities:
 - **Adobe Student License Program**
 - **Adobe Sign**

ADOBE STUDENT LICENSE PROGRAM

Adobe released Student License offerings for Education, which provide institutions with a way to centrally manage Creative Cloud licensing for Student personally-owned devices, and purchase at a lower cost that students would be able to obtain on their own.

Licensing: Named-User model --- assigned to students based on their school email address.

- The Need
- The Product
- The Use Cases

THE NEED



Our students and education system
face a **rapidly changing world**



Top 5 in-demand soft skills for careers in 2022

1.) Creativity

2.) Persuasion

3.) Collaboration

4.) Adaptability

5.) Time management

A degree alone isn't enough

Employers are looking for dynamic skills

World Economic Forum: Future of Jobs Report, Skills Trending in 2022

1. Analytical thinking and innovation
2. Creativity, originality, and initiative
3. Technology design and programming
4. Critical thinking and analysis
5. Complex problem-solving
6. Leadership and social influence



Technology trends **impacting higher education**



Students and faculty
need to be able to
work from anywhere.

Distance learning has
created new possibilities
and challenges.



New
approaches by
Generation Z.

Digital natives take an
innovative, entrepreneurial
approach to learning, work
and self-expression.



Shifts in
attitudes about higher
education.

Schools need to **evolve**
and build skills students
need to get ahead in the
modern economy.



Evolving
definition
of creativity.

In a world of automation,
it is becoming critical for
education to prioritize
higher-order skills.

Prepare students for the modern economy



**Drive engagement
with digital tools
and build
in-demand skills**



**Develop higher
order thinking
skills and deeper
cognition**



**Link real world
experience and
provide opportunities
to do and create**

The Product

Adobe Creative Cloud

Drive engagement, build critical skills, foster creativity



Develop engaging **PRESENTATIONS**

Final projects, oral presentations, reports



Adobe
Spark Page



Adobe
InDesign



Adobe
Acrobat Pro

Share your story through **VIDEOS**

Skits, explainer videos, teacher instructional videos



Adobe
Premiere Rush



Adobe
Premiere Pro



Adobe
After Effects

Edit **PHOTOS** to tell a better story

Images, photography, posters, cards



Adobe Photoshop
Lightroom



Adobe
Photoshop



Adobe
Illustrator

Explore STEAM with **WEB & APP DESIGNS**

Websites, mobile apps, newsletters, portfolios



Adobe
Character Animator



Adobe
Dreamweaver



Adobe
XD

Create **ILLUSTRATIONS** from scratch

Infographics, research posters, paintings, drawings



Adobe
Illustrator



Adobe
Dimension



Adobe
Fresco

Modify **DOCUMENTS** to save time

Essays, learning journals, how-to instructions, feedback circles



Adobe
Acrobat Pro



Adobe
Scan

Creative Cloud for education

What's included.

- Acrobat Pro
- Photoshop
- Illustrator
- InDesign
- Premiere Pro
- After Effects
- Lightroom
- XD
- Animate
- Lightroom Classic
- Dreamweaver
- Dimension
- Audition
- InCopy
- Character Animator
- Capture
- Fresco
- Bridge
- Creative Cloud Express
- Premiere Rush
- Photoshop Express
- Photoshop Camera
- Media Encoder
- Aero
- Scan
- Fill & Sign
- Acrobat Reader
- Substance 3D Stager
- Substance 3D Painter
- Substance 3D Sampler
- Substance 3D Designer

Adobe Creative Cloud is used across industries

RETAIL



MEDIA & ENTERTAINMENT



HIGH TECH



MANUFACTURING



TELECOM & SERVICES



AND MORE



LICENSING OPTIONS FOR VIP

Through the Adobe VIP program, there are two different overarching license offerings: Named-User vs. Shared Device

Named-User Licensing → Designed for assignment to specific individuals

- Has licensing options for Single-App coverage, along with the full Creative Cloud Suite
- Provides increased cloud storage for the user's Adobe ID (100GB)
- Licenses a specific individual, allowing for installation rights that cover multiple devices (ideal for covering Work At Home scenarios)
- Only the licensed individual can access the software by logging in with their Adobe ID

Shared Device Licensing → Designed to cover shared devices in settings such as labs or classrooms

- Licenses a specific device as opposed to a specific user
- Any user with an Adobe ID (free to create) can access the software on the shared machine
- Limited cloud storage to what is granted with a free Adobe ID (2 GB per user)
- Only has options to license the full Creative Cloud All Apps suite, but you may limit the number of apps deployed to the device.

ADOBE ACROBAT SIGN – DIGITAL SIGNATURE AND WORKFLOW



Digital Signature

Transform how your institution works with an all-digital solution for document workflows and secure, compliant electronic signatures.

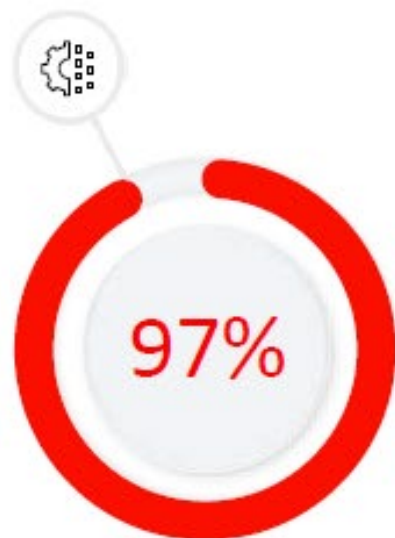
Improve collaboration and transparency with powerful e-signature tools that enable 100% digital document workflows, forms, and multistep signature and approval processes.



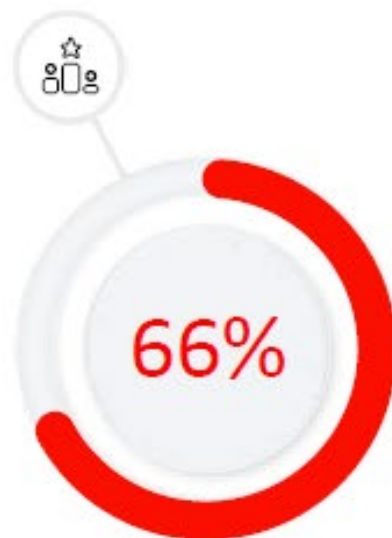
80%

of document processes
still rely on paper

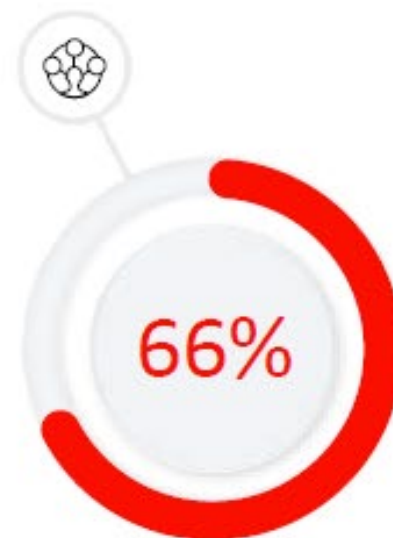
Higher Education is seeing continued pressure to digitize processes



COVID has accelerated digital transformation



End users want improved digital alternatives and interactions

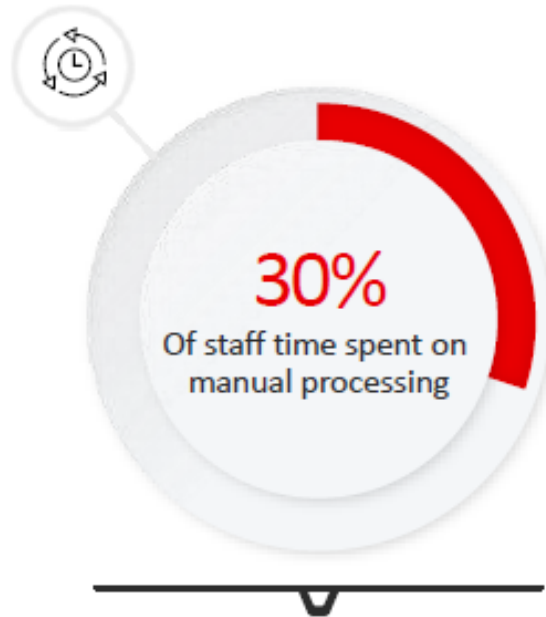


Staff wants more digital options for day to day work



Digital adoption vaulted 5 years in just 8 weeks
Video calls grew by over 1,000% in 1 month

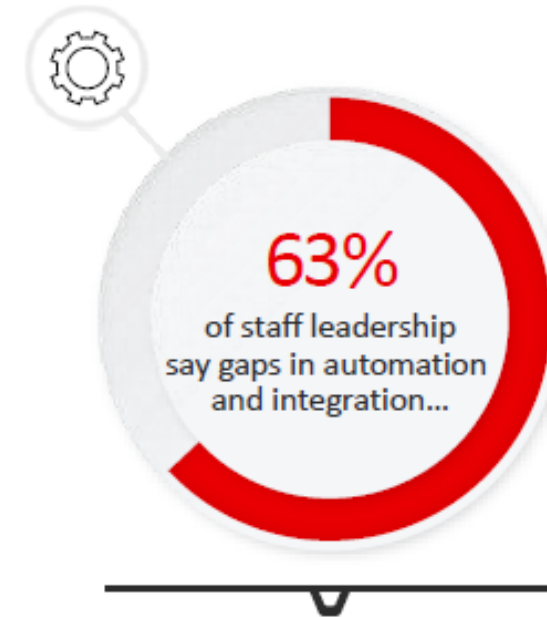
Eliminating paper addresses key staff pain points



- Document routing
- Signing and approvals
- Status tracking
- Archiving



- Missing signatures, initials, or dates
- Signed by the wrong person



- Adversely impact user experience

Eliminating paper saves both time and money



1.5

labor hours
could be saved by
digitizing campus
forms

Improve document routing
and status tracking



96%

reduction in processing
time could be achieved
reducing days
to hours

Eliminate missing signatures,
initials, or dates



\$6

of savings per signed
document could
be realized

Improve end users
experience

Environmental Impact!!!

Every 1,000 students transitioned to digital forms and signatures saves:

Water 1,530 gal

Waste 84 lbs

Wood 533 lbs

CO₂ 1,287 lbs

Energy 534 kWh



Adobe Acrobat Sign – the product

Adobe Sign. Trusted. Legal. Secure.

Adobe Sign is a cloud based **electronic signature service** that simplifies, streamlines and secures the process of gathering information and signatures. Users can send, view, manage and legally sign documents from anywhere, anytime, including phones and tablets.





Designed to integrate



Microsoft's *only* preferred e-signature solution



Enterprise grade APIs optimized for scalability and customization – *included*



Pre-built connectors integrating leading enterprise applications – *included*



Adobe Sign

&



Microsoft



HR

workday

SAP SuccessFactors

servicenow



Microsoft

WORKFLOW



Microsoft Flow

NINTEX



Adobe Experience Manager

Google

PRODUCTIVITY

Office 365

SharePoint

Microsoft Teams

Dropbox

CLM/CPQ

JAGGAER

icertis

apttus CPQ

PROS

APTUS

ORACLE

box

SALES AUTOMATION



Microsoft Dynamics

salesforce

ORACLE
NETSUITE

DOC GENERATION

NINTEX
DRAWLOOP

conga



Adobe Experience Manager

salesforce

Rigorous compliance



Secure



Complaint



AES encryption at Rest

AES encryption In Motion

Digital signatures are applicable everywhere



Administration

- Code of conduct guides
- Immunization and health records
- Release and permission forms

Student Services

- Athletics forms
- Student petition forms
- Transfer request forms
- Financial aid
- Degree audits

Academics

- Class enrollment
- Transcript requests
- Course drop/add forms
- Course syllabi

Human Resources

- Benefits enrollment
- Faculty/staff offer letters
- Leave forms, PTO management
- New hire packages
- Performance reviews

Finance

- Audit sign-off
- Budget approvals
- Expense reporting
- Invoice tracking
- Payroll processes
- Travel reimbursement

IT & Procurement

- Access and asset management
- Change authorizations
- Internal approvals
- Purchase orders
- RFP sign offs
- Supplier compliance
- Vendor agreements

Legal & Compliance

- Contracts
- Inspections and audits
- Internal compliance
- IP licensing
- Legal case management and evidence archiving
- Non-disclosures

Facilities

- Architecture approvals
- Facility inspections
- Lease agreements
- Parking permits
- Visitor sign-in
- Work orders

Benefits of converting paper-based processes to 100% digital workflows

Integrated workflows, streamlined operations

Time savings on permissions and any other paperwork.

Cost savings: Printing, overnight deliveries, couriers, copying, filing and storing paperwork.

Focus on students: Free up educator time for teaching, learning and research (instead of paperwork).

Minimized error

Security, audit trail & GDPR compliant

Send documents to parents and students in secure and private manner. Verify signer's identity and the time of signature.

No lost paper documents. No tampering.

Signed document archiving: complete audit-trail

Compliant. Supports the GDPR for all users and complies with the broadest range of security standards around the world.

Better student / academic experience

Parents and students expect same level of digital customer experience from education providers than from other service providers.

Students are expecting fully digital experience when they join; from admissions to class enrollment and from permissions from parents to housing applications.



Microsoft & ScholarBuys

Remote training and workshops
for Staff, Educators, Students,
and Families



Microsoft is committed to Education and supports lifelong learning through a variety of free training and resource programs. The Microsoft Customer Success (CST) Program is accessible to CCIC schools and provides:

- Group training on Microsoft products and services used by faculty, staff, and students
- Personalized remote training – course objectives can be customized
- Options to set up a regular cadence of trainings

Course Catalog – Educator/Faculty



Windows



Accessibility tools
for the classroom



Teams for
Education



OneNote Class
Notebook



Flipgrid



Minecraft
Education Edition (including Mobile)



Outlook



Word



PowerPoint



Excel



Forms



OneDrive

Course Catalog – IT Admin



PowerApps



InTune for
Education

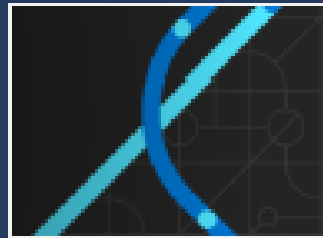


Microsoft

Microsoft Learn Educator Center

The new home for educators, school leaders, and education partners for exploring information on education programs, professional development resources, and integrating Microsoft technologies in the classroom, the [Microsoft Learn Educator Center](#) offers additional on-demand training and educator programs. There is a full library of resources available and below are examples of highlighted training and professional development topics:

- Blended, remote, and hybrid learning
- Education leadership and collaboration
- Student-centered learning
- Special education and accessibility
- NASA content for students



Future Skilling

In addition to the live sessions offered by our Microsoft trainers, Microsoft has several programs specifically designed to support skilling initiatives for faculty, staff, and students.

- [Azure Dev Tools for Teaching](#)
- [Azure for Students](#) & [Azure for Students Starter](#)
- [GitHub Student Developer Pack](#) & [GitHub Teacher Toolbox](#) *
- [Microsoft Imagine Academy](#) *
- [Microsoft Learn for Educators](#)
- [Microsoft Learn for Students](#)

*Access to these resources is included in Microsoft EES (Enrollment for Education Solutions), School, and OVS-ES (Open Value Subscription – Education Enrollment subscriptions) Academic Volume License agreements.

Microsoft Customer Success Training Benefits

Demystify new
and existing
Microsoft
products and
features

Leverage
Microsoft tools to
enhance
engagement and
learning

Use technology to
create, adapt and
personalize
learning
experiences

Prepare teachers
to create a
digitally inclusive
learning
environment

Modern Security Discussion for Higher Education

Concerns over IT security have continue to grow nationwide as colleges & universities fight to combat countless attempts from outside actors to tamper with their technology infrastructure, network, and data.

- Malicious attacks have grown both in frequency and complexity
- Breaches can result in significant costs
- Cybersecurity Insurance providers now require more robust security controls
- **The good news** – many manufacturers have developed next-generation security solutions to combat both known and unknown threats, provide real-time insights into abnormal system & network behavior, and train end-users on ways that they can help to protect themselves and their school.

Endpoint Security

Endpoint security has evolved from traditional antivirus software to providing comprehensive protection from sophisticated malware and evolving zero-day threats. Organizations of all sizes are at risk and endpoint security is often seen as cybersecurity's frontline, and represents one of the first places organizations look to secure their enterprise networks.

As the volume and sophistication of cybersecurity threats have steadily grown, so has the need for more advanced endpoint security solutions. Today's endpoint protection systems are designed to quickly detect, analyze, block, and contain attacks in progress.



Endpoint Security Solutions



Carbon Black.



Next-generation endpoint protection incorporates real-time analysis of user and system behavior to analyze executables – allowing IT to detect fileless “zero-day” threats and core known threats prior to and during execution, and take immediate action to block, contain, and roll back those threats.

Security Awareness Solutions



Security awareness training is a strategy used by IT and security professionals to prevent and mitigate user risk. These programs are designed to help users and employees understand the role they play in helping to combat information security breaches.



Q&A

THANK YOU!

