



daisy.

CORPORATE SERVICES



MAKING THE EDUCATION SECTOR SMARTER THROUGH TECHNOLOGY

Embracing the digital revolution through partnership

The education sector is dynamic, buoyant and fast being transformed by digital technologies. Today and tomorrow's students are digital natives who expect more from technology than their predecessors. For them, a 'connected' campus will shape as much of their college years as the 'physical' campus.

At Daisy, we are passionate about the role digital and big data have to play in enriching the learning experience for students and staff alike. We understand the issues and challenges. But, more than that we understand the competitive advantage digital unleashes. It's why, with future generations in mind, we're poised and ready to help you build a digital strategy.

It's because we are Daisy.



Working with you

Our long-term relationships and sector experience give us a deep understanding of the unique pressures and requirements of working with education institutions.

It seems obvious that smarter use of digital technologies creates competitive advantage for educators, allowing you to stand out from the crowd. Deployed in the right way, they present opportunities to reinvent front and back office functions in equal measure. More streamlined IT systems, for example, ensure a smoother, more secure and cost efficient administrative process. While deploying the Cloud will grant IT departments with much needed flexibility and scalability.

Still, we know that commercial challenges can sometimes hamper efforts to leverage technology's full potential. Increasingly the deployment of shared service functions means that IT remits are spread across numerous departments. It's not just investment that's an issue here; security, capacity and connectivity can be problematic too.

To reap the benefits technology brings, IT leadership and faculty leadership need to take more of a holistic view to IT provisioning than ever before. And that's where Daisy comes in, helping you to join the dots.

We recognise that security, capacity and connectivity are the big issues facing each and every institution...



Challenge Number

1

Bringing digital excellence to all students and staff

We're in an era of unparalleled choice and competition where connecting people and business internally and externally is an essential part of our modern world. In a campus setting, students and staff demand more. They expect to access the services they want, anytime and on any device. For students, accessing course content through their own WiFi enabled devices - like smart phones and tablets is increasingly a given. Universities and colleges have already responded by putting e-learning, access and storage at the centre of the student experience. At the same time, faculty and support staff expect a fast and reliable network allowing them to interact on or off campus with fellow employees and leadership through any manner of collaboration platforms be that through email, video conference or internet and intranet access.

Daisy has unrivalled connectivity credentials in the education sector. Our portfolio covers shared connectivity, dedicated connectivity and WAN. We work with education institutions the country over to ensure their internet access is reliable, secure and always available. But, not all connections are created equal. We've taken the ethos of carrier grade and applied it to our data networks. And, by offering a comprehensive of connectivity solutions, we can ensure your faculty and IT leadership have the right solution to meet their needs, now and in the future.

Challenge Number

2

Achieving resilience and continuity of service in turbulent times

In the world of the Internet of Things (IoT), ransomware and distributed denial-of-service (DDoS) attacks are real and potentially catastrophic. The evolution of technology and the fact that education institutions increasingly hold research and other IP, makes you a target for malicious cyberattacks. Understanding risk and building resilience into your infrastructure to protect your staff and students against the threat of a cyberattack are more than a 'nice to have', they're survival tactics.

As the UK's leader in security and business continuity, Daisy is perfectly positioned to strengthen your cybersecurity. Our three cybersecurity areas, Discovery, Prevention, Response, are designed to help you assess your current security status, provide the solutions to protect your assets, and have preparations in place in the event of a security breach. We can deliver this as an end-to-end security strategy. And, if the unexpected does happen, we can recover your data and have a security operations centre available to support you when you need it most.

Challenge Number

3

Harnessing the Cloud now and in the future

The extent of data collected by education institutions has grown significantly as have the evolving models for delivering blended course content such as face to face, e-learning and webinars. Mirroring this growth is the adoption of Cloud-based provisioning or hosting. As well as delivering desired capacity, deployed cleverly, the Cloud can deliver other benefits such as cost savings, improved business agility and reduced overheads.

What is clear, is that no one cloud solution fits all and colleges and universities need to work out how best to use the cloud effectively and to suit their business. More often than not, businesses regardless of sector are developing hybrid solutions - a mix of on-premise, colocation, and hosted and private/public cloud solutions. As one of the leading providers of private and public cloud technologies to end users in the UK, Daisy is ideally placed to identify, design and deploy the most appropriate solution for you.

Joining the dots

Through Daisy's comprehensive range of digital technologies and services, we help UK colleges and universities to join the dots – providing the specific capabilities you need to enable:



A secure network which can accommodate a wide range of stakeholders – with rapid and unpredictable changes in device types, application profiles and user behaviours



A robust IT infrastructure which is reliable, scalable and flexible



Competitive advantage through innovative student services and an enhanced learning environment



Flexible working for staff and more effective communication on and off campus



Distance learning for students and anytime, anywhere access



Scalable and reliable clearing management solutions



Controlled CAPEX and OPEX costs alongside increased capability



Visibility and control over the total cost of ownership of your IT estate



Data and analytics



About Daisy

Daisy Corporate Services is the UK's #1 independent provider of secure IT, communications and cloud. we help make business smarter through technology, whether that is bridging the gap between old and new technologies, transforming customer engagements or making people more efficient.

Our scale and technical expertise allows us to offer you exceptional value and customer support. We have 1,000 employees across 30 UK sites. You won't find more dedicated people who care about looking after your business.

We have extensive experience of working in partnership with the UK's education sector and have helped more than 141 further and higher education institutions deliver transformational IT projects.



Some of our Strategic Partnerships



CONTACT US

If you'd like to talk about how Daisy can help address your business challenges or your wider education institutions' goals, speak to one of our specialists:

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www.daisygroup.com/dcs