



# MAKING THE EDUCATION SECTOR **EVEN** SMARTER THROUGH TECHNOLOGY

## Embracing the digital revolution through partnership

The education sector is dynamic, buoyant and fast being transformed by digital technologies, accelerated to meet the demands of continuing through the pandemic and beyond. 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 has to play in enriching the learning experience for students and staff alike. We understand the digital journey you need to take to enable student-centricity, satisfy academics that teaching can be even smarter and reassure administrators that cost, efficiency and security aims can be achieved with first-class honours. But, more than that we understand the ubiquitous nature of cybercrime and understand both the risks that a digital strategy will help overcome - and other risks it will create.

It's why, with future generations in mind, we're poised and ready to help you build and develop your sustainable digital strategy.

We already work with more than 100 leading higher and further educational institutions...





## Working with you

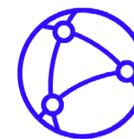
**Our long-term relationships and sector experience give us a deep understanding of the unique pressures and requirements of working with education institutions.**

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.

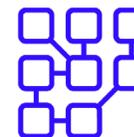
We recognise that security, and getting everything you need from your digital transformation are the biggest challenges facing every institution...



**Connectivity**



**Cloud & Desktop**



**Unified Communications**



**Cyber Security**



**LAN & WiFi**

1

## 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 blended-campus setting, students and staff demand more. They need 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 need performance and security.

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 in virtual and physical learning environments with fellow students, staff and leadership through any manner of collaboration platforms be that through Microsoft 365 and Microsoft Teams or other email, video conference services, 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 portfolio of connectivity solutions, we can ensure your faculty and IT leadership have the right solution to meet their needs, now and in the future.

2

## 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 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 a UK leader in cyber security and business continuity, Daisy is perfectly positioned to strengthen and protect your security posture. Our portfolio covers security insights, network security, cloud security, endpoint security and security response. Our solutions 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.

3

## Challenge Number 3

### Harnessing the Cloud now and in the future

The cloud is a significant part of your digital journey, but it can be difficult to achieve all the benefits the cloud is well-known for - many organisations have not reaped the performance and value they expected, as migrating and maintaining a cloud environment has proven to be more intensive than expected. Once you get that right, you still need to manage costs, maintain control and ensure data is protected and recoverable.

The right cloud solution will alleviate the challenge of managing and storing huge volumes of data and solve the issues around accessibility of delivering large-scale, remote and blended learning as your teaching models continue to evolve. As well as delivering desired capacity and availability, deployed correctly, the cloud can deliver other benefits which include increased performance and processing, 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

As a leading independent provider of IT and communications, Daisy is passionate about helping to make the education sector smarter through technology. Thanks to our extensive heritage coupled with the highest accreditations with leading vendors, we are the IT partner of choice for more than 100 UK further and higher education institutions.

With a portfolio spanning Unified Communications, Mobile and Connectivity, through to, Cyber Security and Cloud & Desktop, and with connections to a family of top global tech providers, Daisy's 1,000-strong skilled workforce helps UK businesses access the broadest range of services no matter where they are their digital journey.

As part of the wider Daisy Group established in 2001, Daisy is committed to providing the highest levels of service for its 2,4000 corporate customers through unrivalled technical expertise, a passion for people and a desire to do good in the world.



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:

enquiry@daisyuk.tech

0344 863 3000

## Some of our Strategic Partnerships

