



# SUSTAINABLE PLANNING - INSTRUCTIONAL TECHNOLOGY

RICKEY BETTS & TIM SCHIGUR



# AGENDA

LIFECYCLE PROCESS

PLAN

PURCHASE

SERVICES

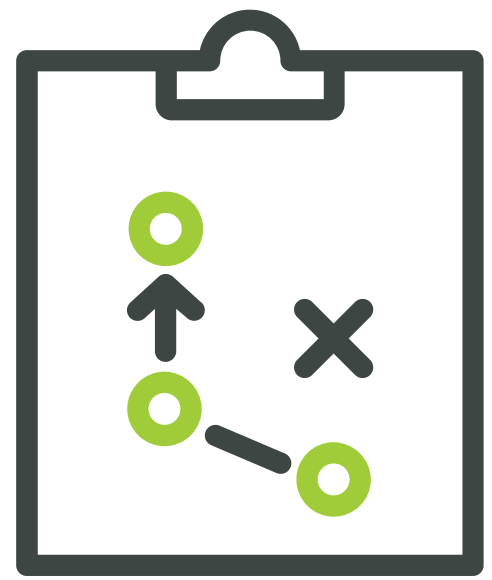
SELL

REPEAT

PLANNING RESOURCES



# LIFECYCLE PROCESS



PLAN



PURCHASE



SERVICES



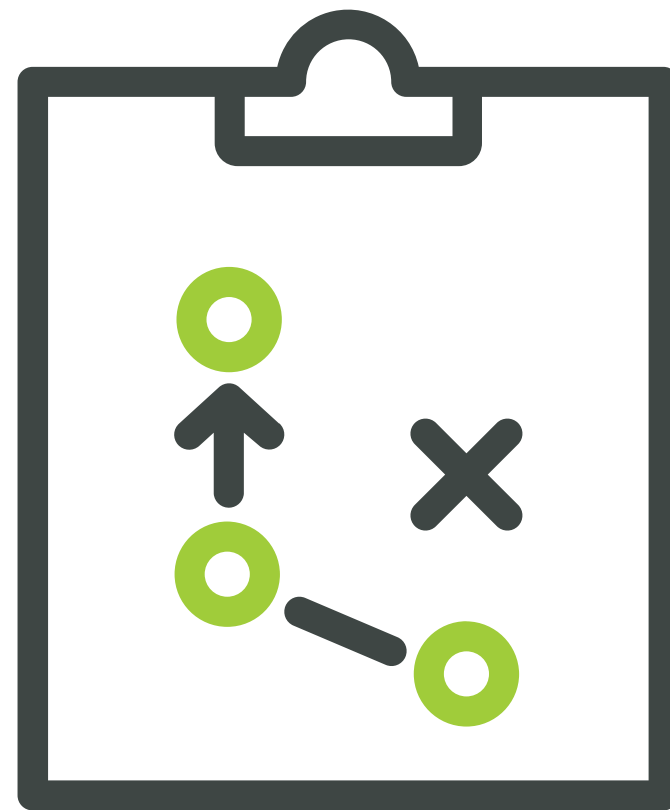
SELL



REPEAT

LIFECYCLE

## A SUSTAINABLE TECHNOLOGY PLAN THAT DELIVERS VALUE



What does success look like for you?

- Predictability
- Logistics
- Budget
- Deployment

PLAN

## A **SUSTAINABLE** TECHNOLOGY PLAN THAT DELIVERS **VALUE**



What does success look like for you?

- Funding source
- Financial Consistency
- Financial Payment

**PURCHASE**

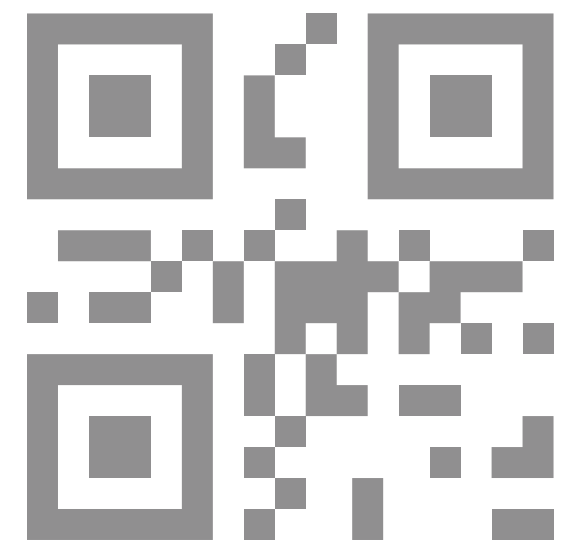
# A SUSTAINABLE TECHNOLOGY PLAN THAT DELIVERS VALUE



What does success look like for you?

- Efficiency
- Consistency
- Opportunity
- Scalability

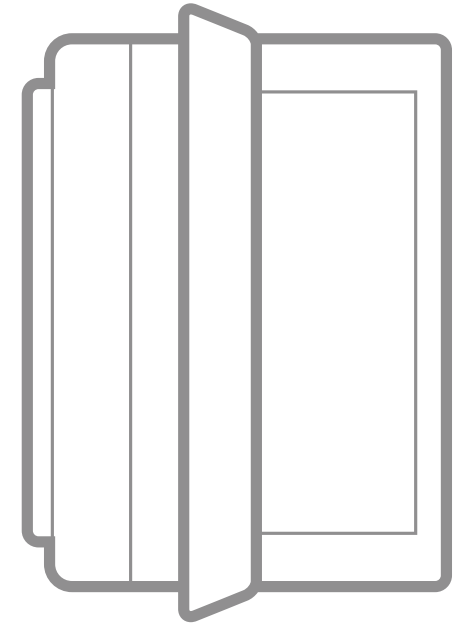
SERVICES



## Asset Tag Application

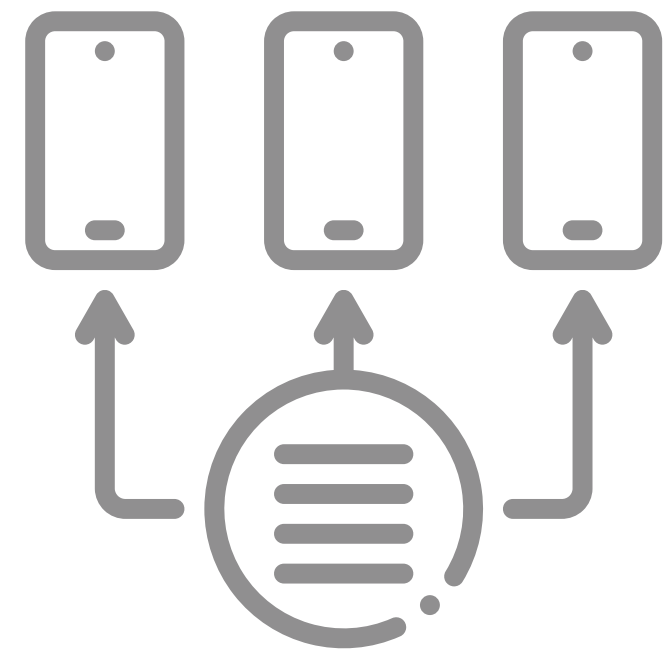
Asset tag application on your newly purchased devices.  
Device is unboxed, asset tag applied and re-boxed for delivery.





## Device Casing

Case assembly of your newly purchased devices. Device is unboxed, case is assembled and Device is re-boxed for delivery. Includes application of screen protector.



## Provisioning

End-to-end device provisioning solution for your newly purchased devices. Device is unboxed, asset tag applied and associated to the device, software updated, Device is re-boxed and mapped to your MDM.

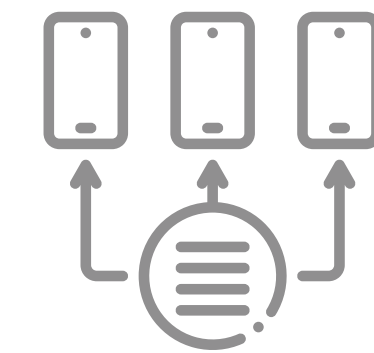
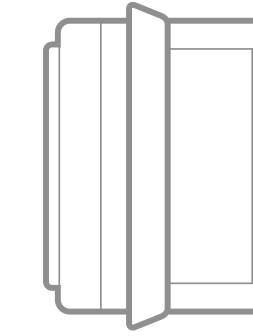
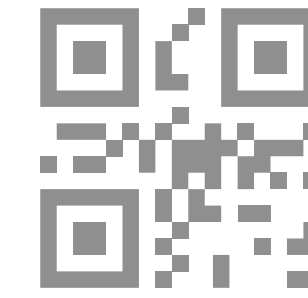
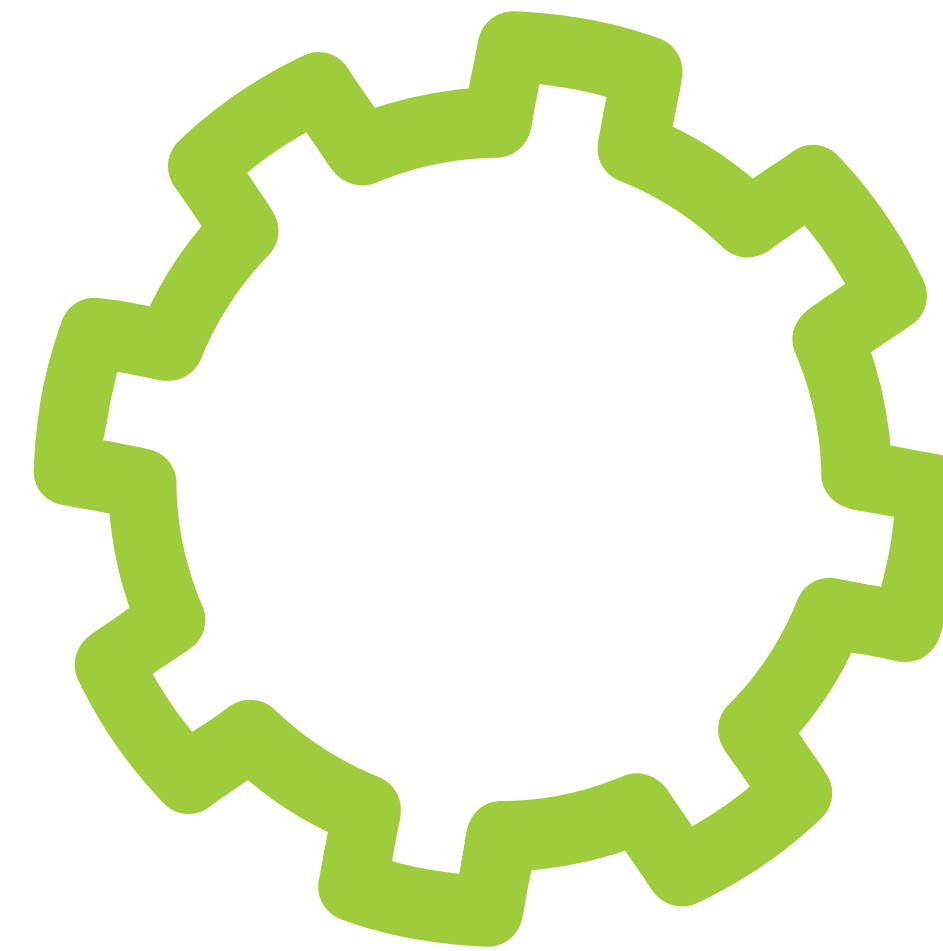


## Project Management

A hassle free process that includes a dedicated Project Manager and Client Success Team. These team members work to ensure a timely, tailored and executed plan.

# SERVICES

DEPLOYMENT ACCELERATION



# A SUSTAINABLE TECHNOLOGY PLAN THAT DELIVERS VALUE

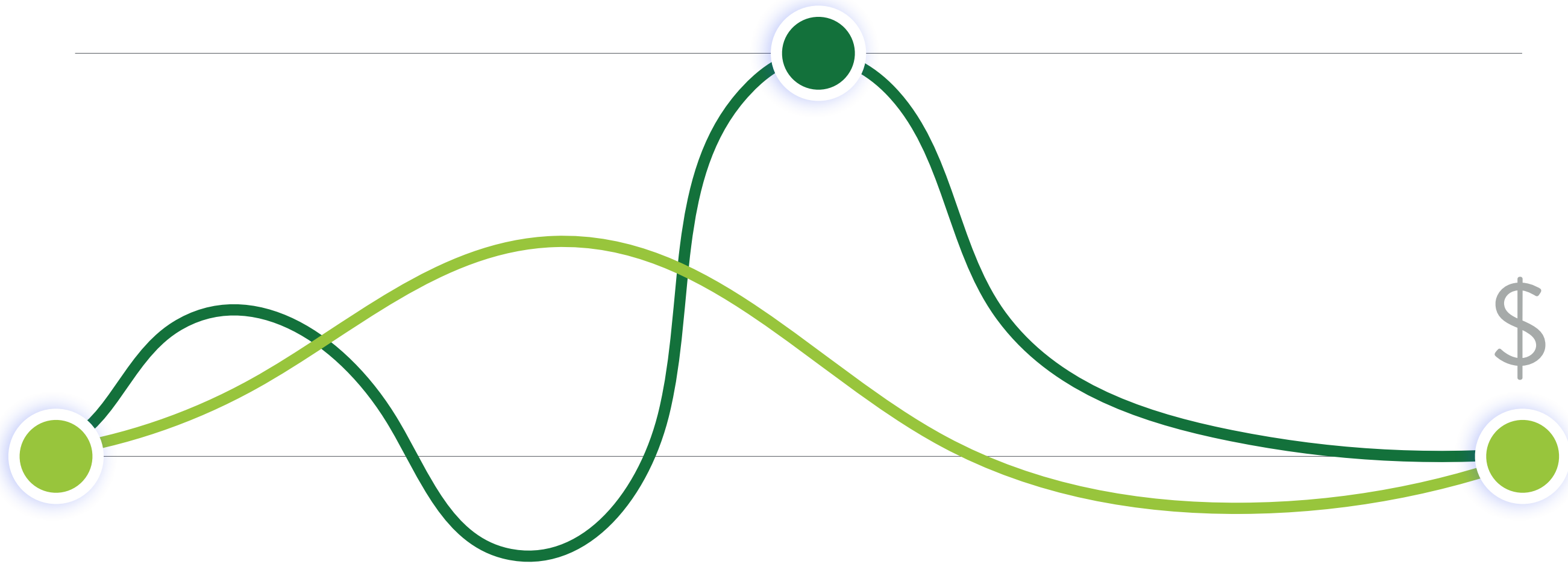
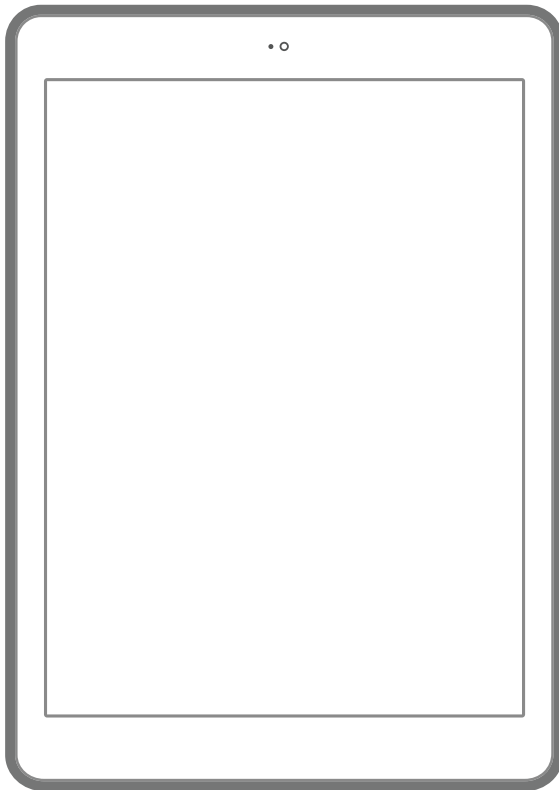


What does success look like for you?

- Define Value
- Maximize Value
- Partner Selection
- Continuous Improvement

SELL

MARKET & CONDITION DETERMINE VALUE





## FINANCIAL FACTORS

- Deployment
- Device Care & Feeding
- Inspection
- Market Watch

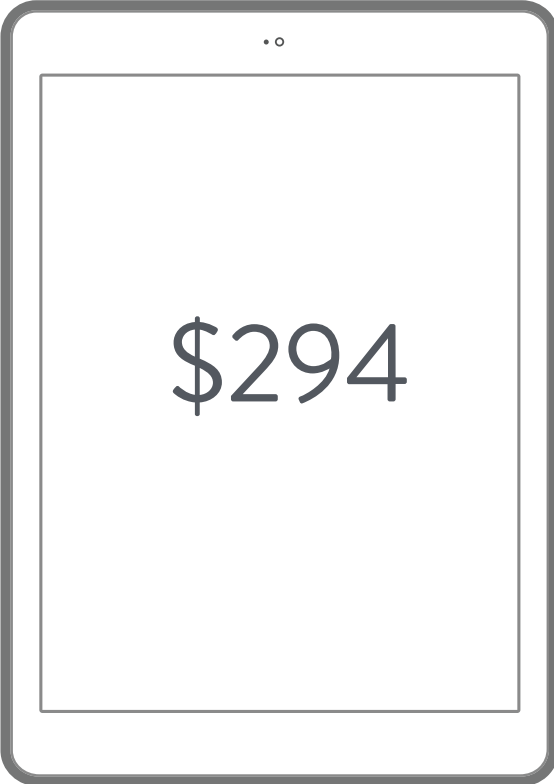
---

*BOOSTING RETURNS*



# DEVICE VALUE SPEND & RETURN ANALYSIS

INITIAL PURCHASE



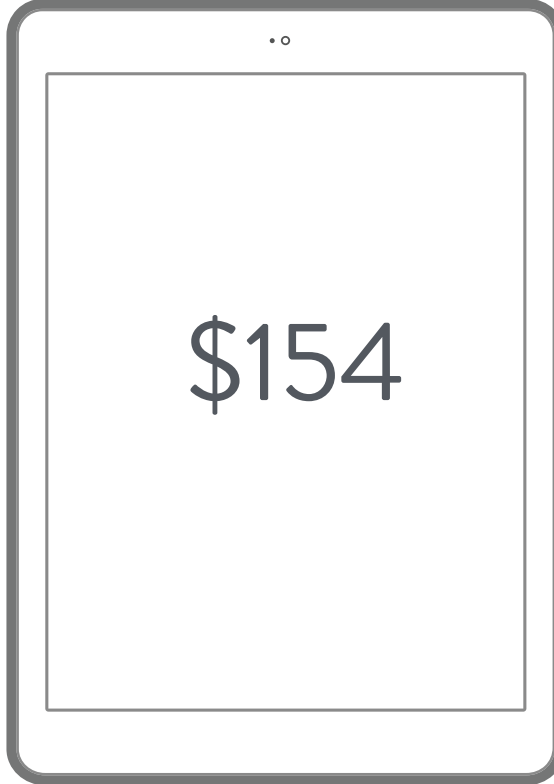
(10 PACK)

SELL



(A GRADE)

COST



SPEND



(3YR LEASE 180 CONTACT DAYS)



# A SUSTAINABLE TECHNOLOGY PLAN THAT DELIVERS VALUE



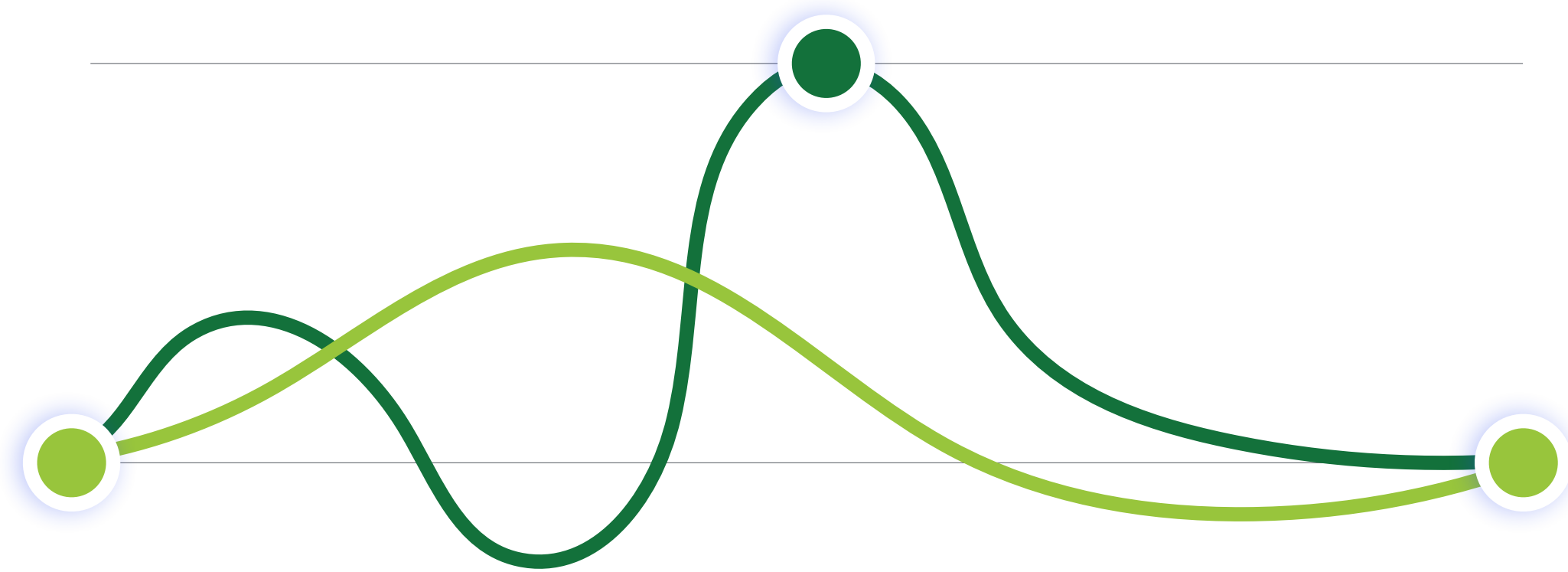
What does success look like for you?

- Timing
- Debriefing
- Additional Opportunities
- Improvement

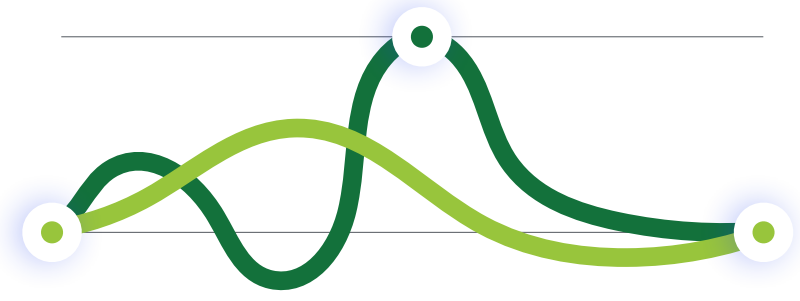
REPEAT



# PLANNING RESOURCES



TOOLS & REPORTING



TOOLS





# REPORTING



	STANDARD	GOOD	BETTER	BEST
ANNUAL BUDGET ALLOCATION REQUIRED	\$3.96 Mil	\$3.86 Mil	\$2.86 Mil	\$2.80 Mil
MACBOOK AIR 128GB	9,300	9,300	9,300	9,300
10.2" IPAD	16,932	17,415	16,932	17,415
WITH APPLE CARE	Yes	No	Yes	No
TRADE - IN CYCLE	2yr	2yr	3yr	3yr
LEASE CYCLE	3yr	3yr	4yr	4yr
COST PER STUDENT PER DAY	\$0.52	\$0.50	\$0.37	\$0.36
TOTAL DISTRICT COST	\$47.5 Mil	\$46.3 Mil	\$34.3 Mil	\$33.6 Mil

### Key Takeaways & Assumptions :

- Cost of Apple Care can be mitigated by building in additional devices for replacement that generate ROI
- Investigate federal and grant funding as it becomes available
- Assumes required annual budget allocation & Diamond Assets residual value are set aside for future purchase & to maintain technology sustainability plan
- Apple Care assumes 8% breakage rate
- Includes a 2% annual device increase rate
- Approximately \$9.14M ECF funding used for Apple purchase and approximately \$4.85M remaining on current device lease at time of trade-in.





PEOPLE



Rickey Betts

Director of Business Development

608-898-6820

[Rickey.Betts@diamondassets.com](mailto:Rickey.Betts@diamondassets.com)

[www.diamondassets.com](http://www.diamondassets.com)





PLEASE STOP AT OUR BOOTH