



new line learning

CORNWALLIS, SENACRE & OLDBOROUGH SCHOOLS

*'Q1 Ultra Mobile PC's -
the perfect solution for students
to keep connected 24/7,
at school and at home'*



Networking | Managed Services | Experience as Samsung Q1's No.1 UK Reseller

Overview:

New Line Learning incorporates Cornwallis School, Senacre Technology College & Oldborough Manor Community School in the outskirts of Maidstone, Kent.
[Cornwallis](#), 11-18, 1611 students.
[Senacre](#), 11-18, 626 students.
[Oldborough](#), 11-18, 330 students.

Pupils are from a broad range of socio-economic backgrounds with less than 1% from an ethnic minority background. Around 1/3 Cornwallis students are on the special educational needs register. ICT is fully integrated into the curriculum & the schools have a campus-wide network. With 'Academy' status granted from September 1st 2007, Cornwallis is to become Cornwallis Academy, while Senacre and Oldborough will amalgamate to become the New Line Academy.

Situation:

Teaching of ICT is a key requirement of the national curriculum. In addition, technology is being used

in new ways to support learning across a range of subjects. Often, this results in a more inclusive learning environment & reduced teacher workloads. In this innovative environment, many institutions are beginning to explore the benefits of mobile technologies.

In the last decade, the Cornwallis school alone has invested more than £300,000 in multi-media information technology. Cornwallis is part of the Microsoft "Anytime, Anywhere Learning" project, which provides students with laptops, and uses video conferencing to support learning by linking with experts in subjects like space research and to exchange cultural differences with students in other countries like Norway.

As Technology Colleges, the schools are at the forefront of innovation & NLL is always on the look out for how new technologies can enhance learning. For example, every pupil in the schools can now access the

school network from home. They can also use laptops to connect via the wireless network from anywhere on school sites.

Customer Brief:

New Line Learning has a philosophy of "Interactive Anytime/ Anywhere" learning and wish to replace existing tablet devices, whilst improving the application and learning for the students, in addition to better interaction and communication through new technology & usability. To be rolled out across 2 year groups and is a progressive refresh of all existing tablet and hand held products. The criteria was to find a product robust enough for everyday use, with built-in longevity, incorporated the latest advances in communications (wi-fi etc) & applications, yet still remained user friendly & fully portable. It was also important that the product was covered by a full programme of support and update options.

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Lanway Experience:

As a Samsung 'Authorised Service Provider & 'Power Partner', Lanway was recommended by Samsung as the Reseller best suitable to offer a full required solution to New Line Learning. Lanway approached NLL with a **Full Product: Refresh, Support, Supply and Warranty Solution** which would manage and provide the specific needs for each of the 3 schools.

The demonstration and the applications specification were conducted by Lanway Sales Director and Premier Education Manager. The chosen product was the Samsung Q1 UMPC (Ultra Mobile Portable Computer) which incorporated all of the latest technology and communication options whilst remaining fully portable, robust and user friendly with all the familiar Microsoft Windows applications and a full QWERTY keyboard.

We were able to provide a full support package which included 3 year Warranty plus 3 year Insurance. As a Samsung ASP, this was fundamental in the decision to place the order with Lanway. A full turnkey solution was provided without 3rd party or manufacturer backing plus the whole warranty and account to be managed by Lanway's specialist Education department.



The 24/7 availability of Lanway's Customer Service Resource, 'My Portal' via lanway.co.uk provides the very latest

communication line for all aspects of any transactions plus support requests and complete engineer update & service logs.

The Samsung Q1 proved to be the perfect platform for NLL and with the credibility and assurance of the full support & management of the project by the Lanway team, the Director of New Line Learning placed an initial order for 470 Samsung Q1 units (which included 40 Q1 Ultra's to be used exclusively by NNL staff).



Q1 Ultra

The Q1 Ultra has inbuilt camera, keyboard and increased memory with improved graphics which provide the staff with additional monitoring and control facilities. The remaining units were rolled out across the 3 schools in proportion to the pupil ratio. This is only part one of a full refresh and continual replacement programme. It has already proven to be a perfect solution for the students and staff with Lanway as the ideal partner to continue this ongoing development.

For more information on any of our IT and IP Telephony services, call the sales team on **01282 418888**, email sales@lanway.co.uk or visit www.lanway.co.uk.