

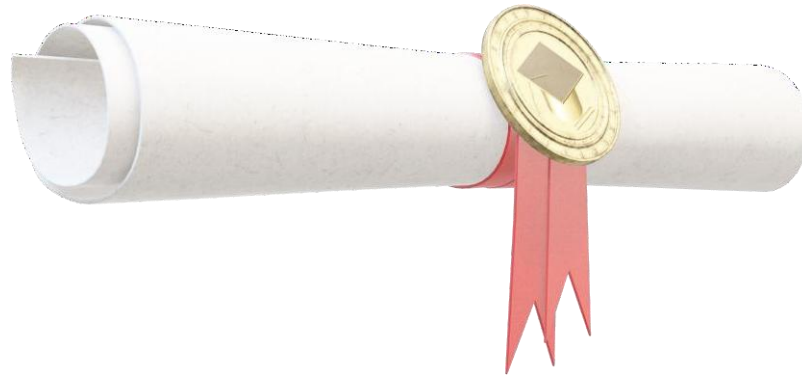


Market Intelligence

Networking Opportunities and Trends in Education

Market Insights Team

The insights in this analysis highlight network modernization priorities and secure connectivity requirements across the S&L and EDU sectors.



Identified are relevant opportunities around wired and wireless infrastructure, secure access, and network automation—along with strategies for supporting agency-wide initiatives focused on operational efficiency, user mobility, and resilient performance in both office and mission-critical environments.

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High Level Trends in EDU

Education 1/2

Adapting to Teacher Shortages and Digitalized Education

- As the education sector rapidly embraces digital teaching tools and services to address teacher shortages, Networking solution providers can provide robust and scalable network infrastructure to support the increased demand for online learning platforms and virtual classrooms.

Evolving Education Engagement

- With the rise of microlearning, MOOCs, personalized learning, and gamification, Networking solution providers has the opportunity to offer advanced networking solutions that ensure seamless connectivity and high performance for these innovative and data-intensive educational technologies.

Navigating the Regulatory Landscape in EdTech

- Networking solution providers can deliver secure and compliant networking solutions to help EdTech providers adhere to complex regulatory requirements such as COPPA, FERPA, and PPRA, ensuring data privacy and protection for students.

EdTech-Enabled Tooling

- As educational institutions adopt AI diagnostics, XR training, and administrative automation tools to address labor and resource shortages, Networking solution providers can provide the necessary networking infrastructure to support these advanced, technology-driven solutions.

Education 2/2

AR/VR

- With advancements in AR/VR, Networking solution providers has the opportunity to offer high-performance networking infrastructure that supports immersive learning technologies and AI-driven educational tools.

AI for Personalized Learning

- The widespread adoption of AI for personalized learning in K-12, higher education, and vocational training presents an opportunity for Networking solution providers to provide scalable and secure network solutions that support AI-driven educational platforms and adaptive learning technologies.

Data Governance and Management

- As educational institutions increasingly focus on data governance and management to enhance student outcomes and operational efficiency, Networking solution providers can offer networking solutions that ensure secure, streamlined data management and integration of student information systems.

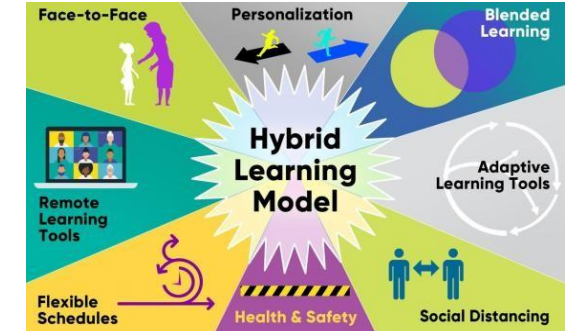
What there are Buying in Education



Schools and universities need comprehensive network management solutions, including centralized platforms for computer access systems, print management, and dormitory access.



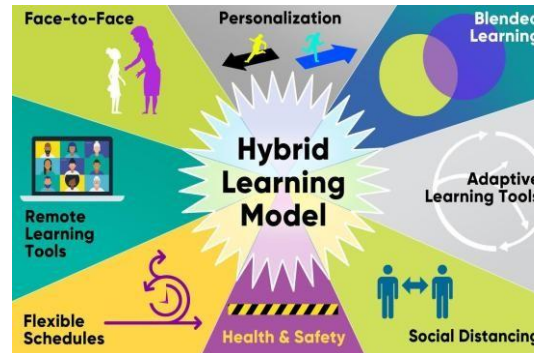
Educational institutions are seeking robust cybersecurity solutions for endpoint detection, network access control, ransomware protection, and data encryption.



There's a growing demand for solutions supporting digital and hybrid learning environments, including virtual teaching services, AI-driven learning platforms, and AR/VR tools.



Schools and universities are moving towards cloud-based SaaS solutions for online learning, financial management, and data governance.



Solutions for digital and hybrid learning environments, including virtual teaching, AI-driven personalized learning platforms, and immersive AR/VR educational experiences



Seamless integration with existing systems like learning management systems and administrative software is crucial for enhancing functionality and user experience.

What there are Buying in Education



Proposals for managed IT services, including proactive maintenance, helpdesk support, and strategic IT planning, are important to ensure the reliability and efficiency of educational technology infrastructures.



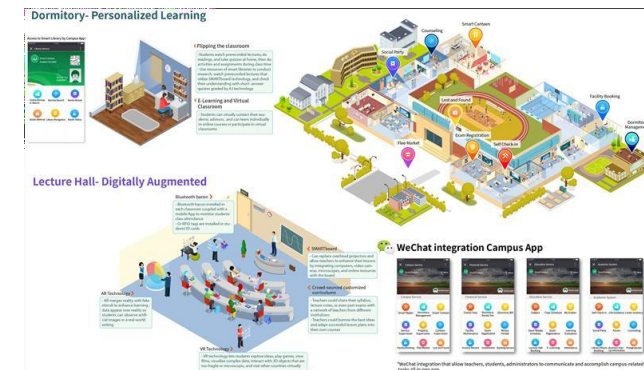
Ensuring compliance with data privacy regulations such as COPPA, FERPA, and PPRA is critical, requiring solutions that safeguard student data and adhere to stringent privacy standards.



Schools and universities are requiring scalable Identity and Access Management solutions to control access to network resources and protect student and staff identities, especially in a Zero Trust security model.



Schools and universities are looking for integrated software solutions to manage capital improvement planning, financial reporting, and resource allocation efficiently and transparently.



The implementation of IoT technologies for smart campus applications, including real-time data sharing, environmental monitoring, and utility management, requires advanced networking solutions to support connectivity and data processing.

PROFESSIONAL
DEVELOPMENT



There is a need for platforms that support educator training and development, utilizing AI and digital tools to enhance teaching skills and improve instructional quality.

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Conclusion

EDU Recommendations

- ✓ **Understand Regulatory Requirements** - Familiarize yourself with key education regulations such as COPPA, FERPA, and PPRA, ensuring that your solutions comply with data privacy and security standards.
- ✓ **Highlight Support for Digital and Hybrid Learning** - Emphasize how Networking solution providers' solutions enhance the performance and reliability of digital and hybrid learning environments, supporting tools like microlearning, gamification, AR/VR, and AI-driven platforms.
- ✓ **Showcase Real-World Case Studies** - Present case studies demonstrating successful implementations in educational institutions, highlighting improved connectivity, enhanced learning experiences, and operational efficiencies.
- ✓ **Offer Scalable and Secure Solutions** - Promote the scalability and security of Networking solution providers' solutions to address the growing needs of educational institutions for robust and secure network infrastructure.
- ✓ **Focus on Total Cost of Ownership** - Provide a comprehensive analysis of the total cost of ownership, demonstrating long-term cost savings and value through improved network performance, reliability, and maintenance efficiencies.



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