

Breaking Down the Brick Wall of Volume Purchasing and BYOD

Dr. Frances Stromsland, Superintendent WHRHS
fstromsland@whrhs.org



Mr. Brian Bayachek, Senior Network Administrator/Systems Analyst,
WHRHS
bbayachek@whrhs.org

Mr. Brad Commerford, Director World Languages and Arts, WHRHS
bcommerford@whrhs.org



Ms. Sarah Bilotti, Director Special Services, WHRHS
sbilotti@whrhs.org

Mr. Michael D'Alessio, Director Mathematics and Instructional
Technology, WHRHS
mdalessio@whrhs.org



The process involves many players.....



Devices

PC/MAC,
iPADs, Thin
Clients, Fat
Clients, Desktop,
Laptop



It's all
about the
kids we
teach

Plan

Involve the leaders
in the school.
Make it easy on
the teachers.
The district must
spend some \$\$\$\$



Volume Purchasing

Credit Cards?
Gift Cards?
Who tracks the \$\$
\$?

How does WHRHS deal with Apple Volume Purchasing???

Program Manager (PM)

- ✧ The overseer of the Volume Purchasing Program
- ✧ The person in district who sets up Program Facilitators
- ✧ At WHRHS the Director of Mathematics and Instructional Technology



Program Facilitator (PF)

- ✧ Those in district who purchase Apps and books
- ✧ Redeem Volume Vouchers in the Volume Purchase Education Store
- ✧ They can search for Apps
- ✧ At WHRHS these are Supervisors and Directors (content folks)

The Card.....



The PF redeems the Volume Voucher at the Volume Purchase Education Store, thus creating an account that can be drawn upon

Money is in perpetuity

WHRHS suggest \$100 redemption at a time

Dispose of the card when completed

Who decides on Apps?

Teacher

- Searches [Volume Purchase Education Store](#)
- Sends an email with App Link to PF

PF

- Approves or denies the App(s)
- Any questions go to PM

Purchasing
Takes
Place

- App is bought by the PF

How do we evaluate Apps?

| | 4 | 3 | 2 | 1 |
|------------------------------|--|--|---|---|
| Curriculum Connection | Skills reinforced have a direct correlation to class objectives that are based on the Common Core | Skills reinforced are related to stated objectives | Skills reinforced have limited connection to the stated objectives | Skills reinforced are not connected to the stated objectives or to the Common Core |
| Differentiation | App offers complete customization to alter content and settings to meet student needs | App offers some flexibility to alter content and settings to meet student needs | App offers limited flexibility (e.g. few levels such as easy, medium, hard) | App is not flexible |
| Feedback to Student | Feedback to students is immediate and includes specific suggestions for improvement (e.g. tutorials for missed skills) | Feedback is given to the student | Feedback is very limited or only at the very end of the game or task | Student is not given feedback on performance |
| HOT Skills | App encourages the use of HOT (higher order thinking) skills (e.g. creating, evaluating, analyzing) | App facilitates the use of HOT skills | App utilizes few HOT skills and relies on rote skills such as understanding or remembering | App does not utilize any HOT skills |
| Ease of Use | Student can launch and navigate within the app independently | Student needs an adult to review how to use the app occasionally | Student needs an adult to review the app with each use | Student needs 1:1 assistance to operate the app every time it is used or app crashes repeatedly |
| Student Engagement | Students are highly motivated to use the app and select it as a first choice / preferred activity | Students enjoy using the app | Students view the app as "work" and are reluctant to use it | Students avoid using the app and complain when its use is assigned |
| Feedback to Teacher | Specific performance summary or student product is saved and can be easily accessed by teacher at a later time | Specific performance is available to the student who can show the teacher a summary page or report | Specific performance data is limited or not easy to access by teacher or student or is not presented on a single summary page | No performance summary is available |

The Role of the Teacher

Teacher must set up a non-credit-card account using school e-mail on
TEACHER COMPUTER:

Example: jsmith@anyschool.org

PROBLEM #1: Some teachers have their personal iTunes account linked to their school email address...THE BANE OF THE PROGRAM MANAGER ☹



RESOLUTION: The teacher must change their primary email address to their Personal iTunes Account.....

PROBLEM #2: Having the teachers set up a non-credit-card account....ANOTHER BANE OF THE PROGRAM MANAGER ☹

RESOLUTION: Written directions linked on school [Technology Page](#)

The Role of the Teacher

The computer is the mother ship



iPAD is the baby ship



All teachers must download an App directly to their school computer and then Sync their iPad

The Role of the Teacher

Firefox File Edit View History Bookmarks Tools Window Help Account Summary


Breaking Down the Brick Wall of... x Untitled Prezi x Michael D'Alessio - Outlook We... x Account Summary x

Apple Inc. (US) https://volume.itunes.apple.com/WebObjects/MZFinance.woa/wa/accountSummary?cc=US

Education Store

Volume Purchase Program for Education

This Volume Purchase Program allows educational institutions to purchase multiple copies of the same app or book at once. Developers and publishers may also offer a discount for these multiple purchases. To use this program you must have a Program Facilitator account, which can be obtained by any Program Manager from your institution. To get started, redeem a Volume Voucher by clicking Redeem Voucher, below.



Purchase History \$63.63 [Redeem Voucher](#) [mathsuper@whrhs.org](#) [Sign Out](#)

[Back to Store](#)

Payment Information

Mr. Michael D'Alessio None - No credit card on file. [Edit Payment Information](#)

Featured Purchases

Latest Purchase. This is your most recently made purchase.

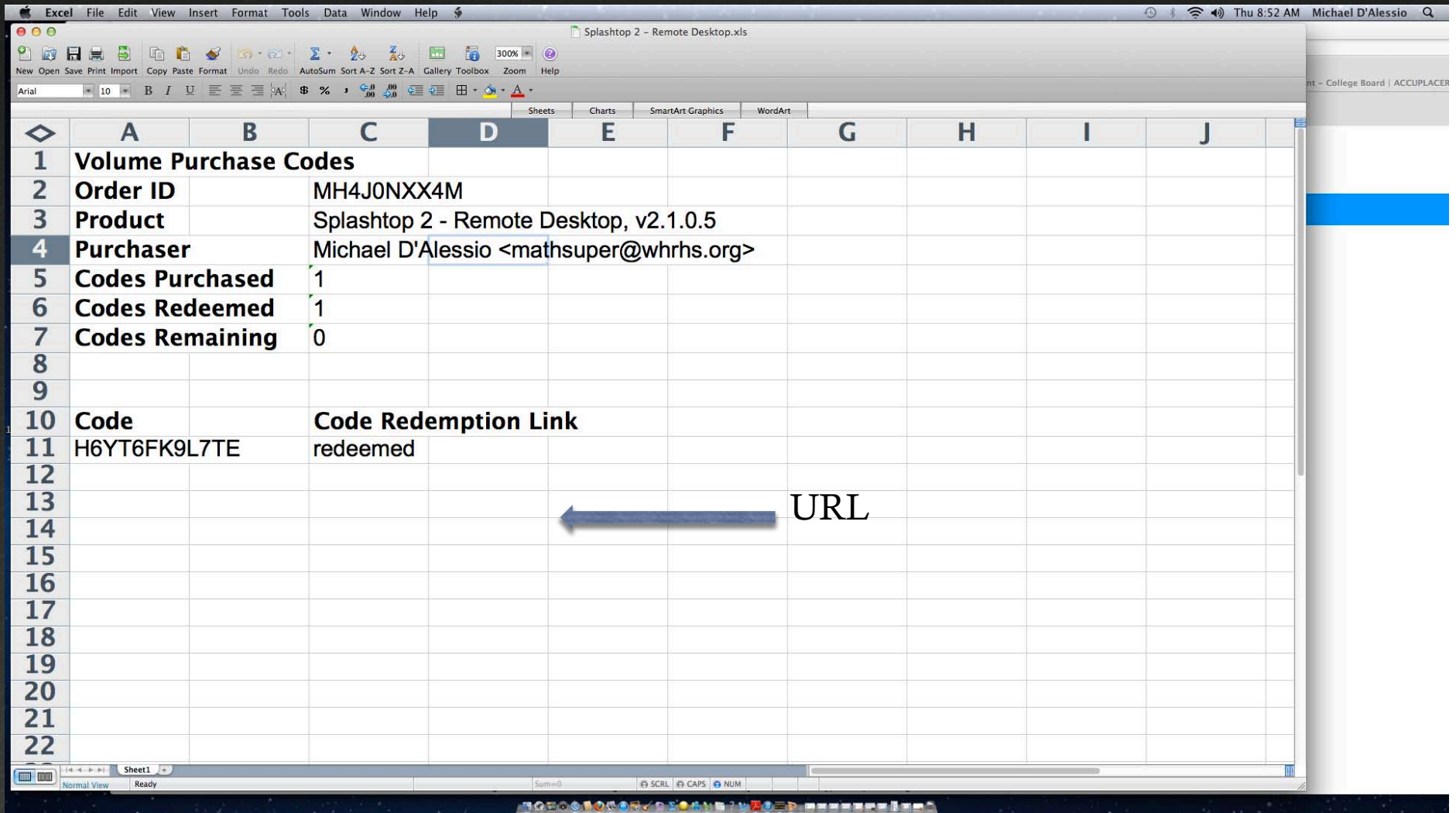
| Order Date | Order | Name | Type | Order Total | Licenses | Codes |
|------------|------------|--|------|-------------|----------|--------------------------------------|
| 11/28/12 | MH4J0NXX4M | Splashtop 2 - Remote Desktop | App | \$0.99 | 1 Codes | Download Spreadsheet |

Older Purchases. This section shows all of your other purchases with most recent first.

| Order Date | Order | Name | Type | Order Total | Licenses | Codes |
|------------|------------|---|------|-------------|----------|--------------------------------------|
| 11/12/12 | MH4HYSV76W | The Training Notebook | App | \$44.97 | 3 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSV4X8 | Splashtop 2 - Remote Desktop | App | \$9.98 | 2 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSV3VJ | Water Your Body | App | \$0.99 | 1 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSV308 | Basketball coach's clipboard | App | \$1.99 | 1 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSV27J | Basketball Stats PRO | App | \$19.99 | 1 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSVOHM | Sports Rules - For PE Teachers & C... | App | \$2.97 | 3 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSTY18 | Sportalyzer | App | \$17.97 | 3 Codes | Download Spreadsheet |
| 11/12/12 | MH4HYSTX9B | iMuscle - (NOVA Series) - iPad edit... | App | \$5.97 | 3 Codes | Download Spreadsheet |

Account Summary Detail

The Role of the Teacher



The screenshot shows an Excel spreadsheet with the following data:

| | A | B | C | D | E | F | G | H | I | J |
|----|------------------------------|---|---|---|---|---|---|---|---|---|
| 1 | Volume Purchase Codes | | | | | | | | | |
| 2 | Order ID | | MH4J0NXX4M | | | | | | | |
| 3 | Product | | Splashtop 2 - Remote Desktop, v2.1.0.5 | | | | | | | |
| 4 | Purchaser | | Michael D'Alessio <mathsuper@whrhs.org> | | | | | | | |
| 5 | Codes Purchased | | 1 | | | | | | | |
| 6 | Codes Redeemed | | 1 | | | | | | | |
| 7 | Codes Remaining | | 0 | | | | | | | |
| 8 | | | | | | | | | | |
| 9 | | | | | | | | | | |
| 10 | Code | | Code Redemption Link | | | | | | | |
| 11 | H6YT6FK9L7TE | | redeemed | | | | | | | |
| 12 | | | | | | | | | | |
| 13 | | | | | | | | | | |
| 14 | | | | | | | | | | |
| 15 | | | | | | | | | | |
| 16 | | | | | | | | | | |
| 17 | | | | | | | | | | |
| 18 | | | | | | | | | | |
| 19 | | | | | | | | | | |
| 20 | | | | | | | | | | |
| 21 | | | | | | | | | | |
| 22 | | | | | | | | | | |

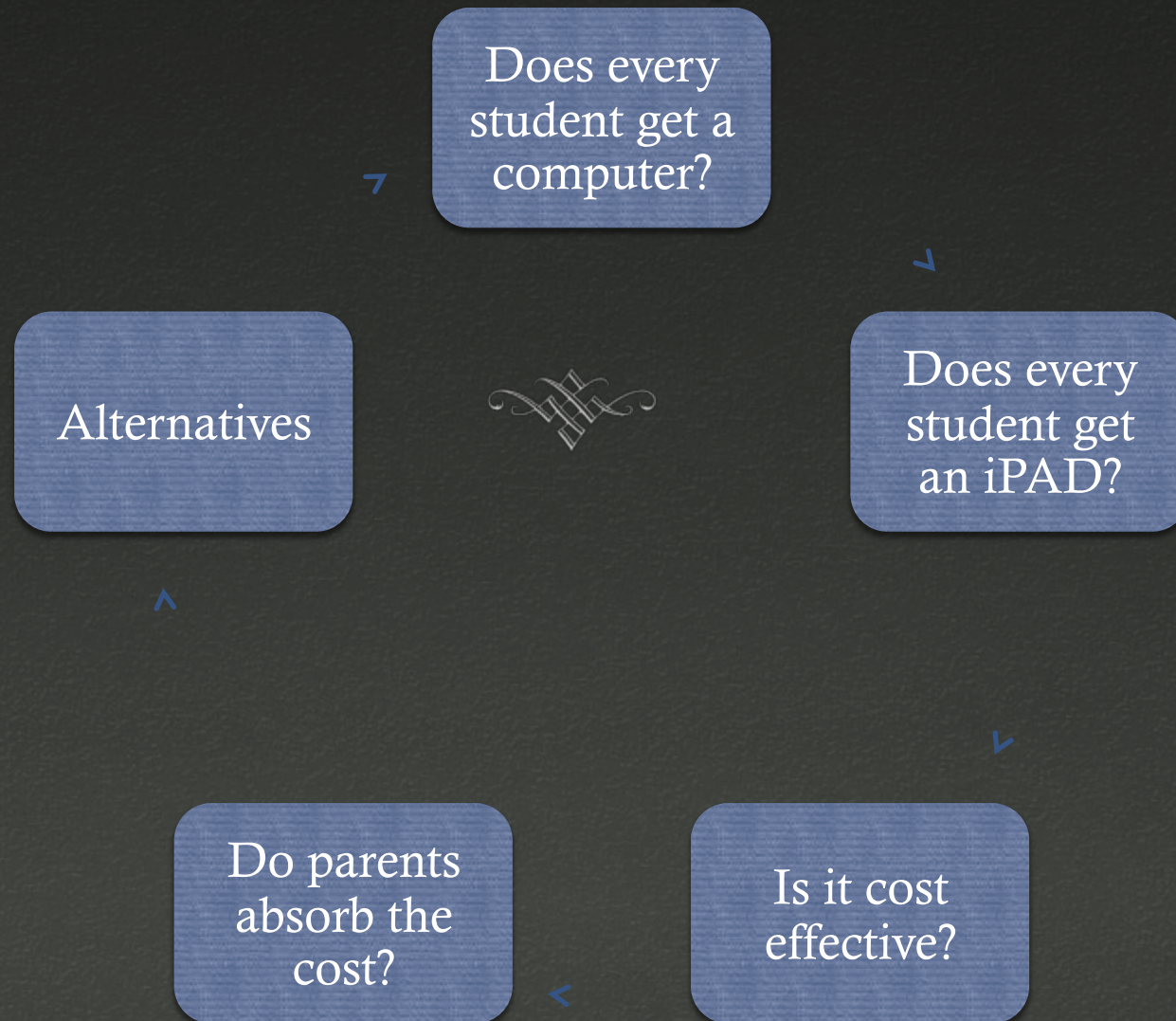
A blue arrow points from the word "URL" to cell D11, which contains the text "redeemed".

Account Summary Spreadsheet

Advantages

- (1) Easy for the teacher to get an App
- (2) Apple internally keeps track of purchases...keeps the BA happy!!!
- (3) Content is controlled by the district
- (4) Electronic process saves time
- (5) Teachers don't worry about losing cards or credit card issues
- (6) Kids learn!!!!

Breaking Down the Brick Wall of Volume Purchasing and BYOD



Breaking Down the Brick Wall of Volume Purchasing and BYOD

Facts about WHRHS:

Somerset County, I-J district

Regional (Warren, Watchung, Green Brook, Long Hill)

2,200 students



Technology Survey Results

Indicated that the community has a strong interest in developing some type of BYOD environment

Indicated that a majority of our students have their own devices of various types

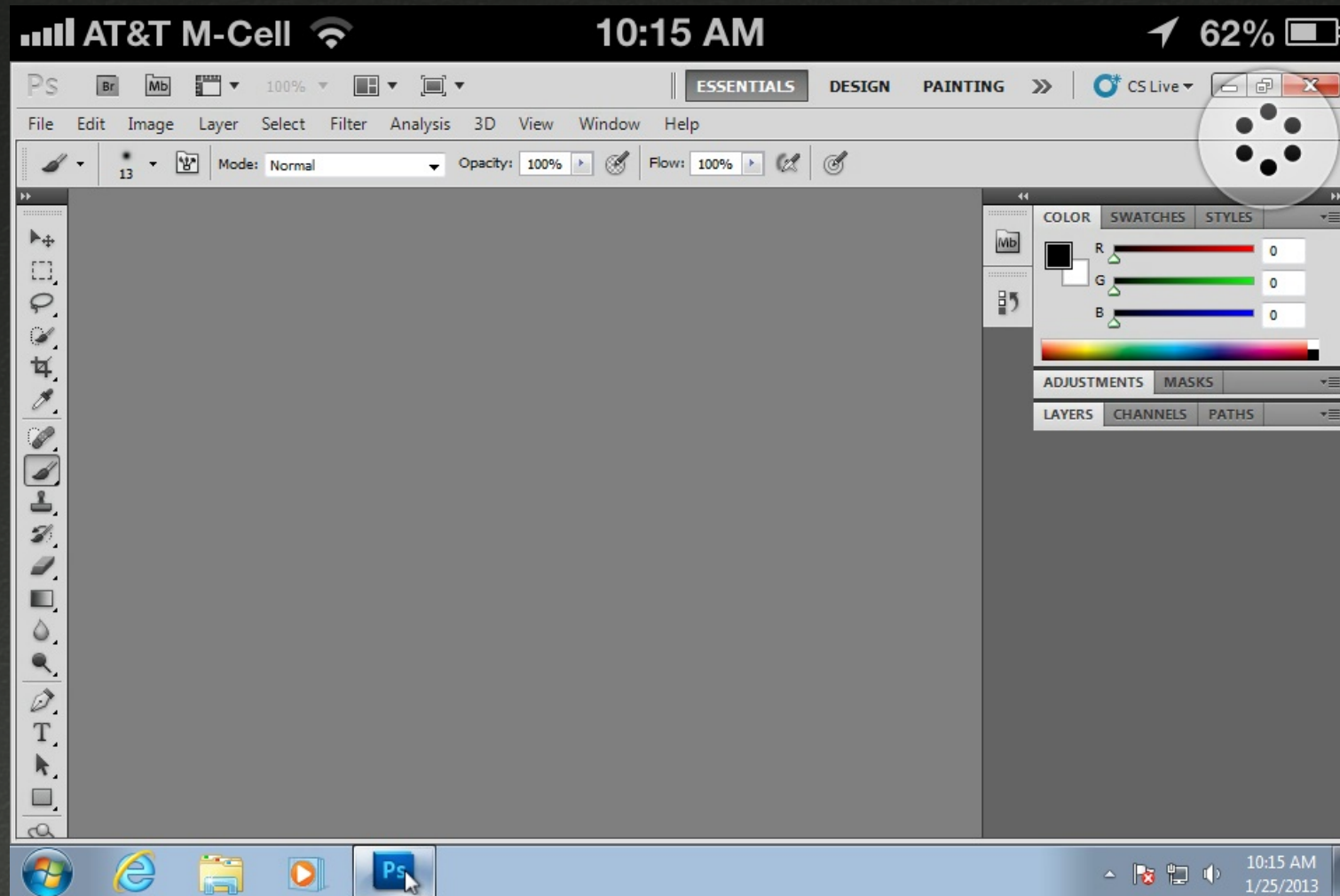
Breaking Down the Brick Wall of Volume Purchasing and BYOD

Model: Desktop Virtualization (VDI)

Advantages:

- 1) Takes away the need for a physical computer for each student to be bought by the district.
- 2) Compatible with devices that our students own already.
- 3) Thin Clients- dummy terminal, POE.
- 4) Links to Rubicon Atlas in the future.
- 5) Push out course curriculum onto the Desktop of students.
- 6) Less maintenance for IT department.

Snapshot of VDI



iPhone running Photoshop

IT Team

Brian Bayachek Senior Network Administrator/Systems Analyst

Corey Kirschner Network Administrator

Henry Mendoza Computer Technician

Andy Bohl Computer Technician

Chris Beckert Database Systems Analyst

Dan Franciscus Part-time Computer Technician