



Sun in Education

Jay Visvanathan
Mkt Dev Mgr – Higher Education
Sun Microsystems Inc.



Agenda

- Questions and Facts to Ponder
- Sun and our Education Vision for Digital Schools
- Sun's Value Proposition
- Recommended Actions

Questions

- _ What does ICT in Education mean to your country?
- _ Is your ICT in Edu strategy linked and synchronized with your nationwide ICT strategy?
- _ Is there an ICT Skills Capacity Building strategy?
If yes, how is it linked to Economic Development?
- _ How can you inject ICT induced productivity gains into industry?
- _ How do you achieve "real" results from leveraging ICT in the education process?
- _ Is there a policy for Openness?
(Source, standardsMake vs. Buy?)

National ICT Concerns

- _ Impact of Globalization
- _ Workforce development
- _ Coping with the digital divide
- _ Leveraging ICT and eLearning ...
in the Education-ecosystem
- _ Socio-economic development
(eHealthcare, eGov, etc.)
- _ eCitizen and eSociety
- _ Cost Containment and interoperability

Global ICT Challenges and Opportunities

- _ Security
- _ Identity Management
- _ Web Services and application development
- _ “Open Architectures” and “Open Source”
- _ Resource Provisioning
- _ Java development
- _ Wireless infrastructure and applications
- _ Mobility with Security
- _ Application Integration

SKILLS = JOBS

A photograph of a lecture hall with several students seated in rows of maroon chairs. In the foreground, a woman in a pink shirt is looking at a flip phone. Behind her, a woman in a green shirt is writing. To the right, a woman in a white shirt is smiling while looking at a small device. Other students are visible in the background, some looking at papers or devices. The text 'Sun Vision' is overlaid in the upper center, and 'Everything and Everybody Connected to the Network' is overlaid in the lower right.

Sun Vision

Everything and Everybody
Connected to the Network

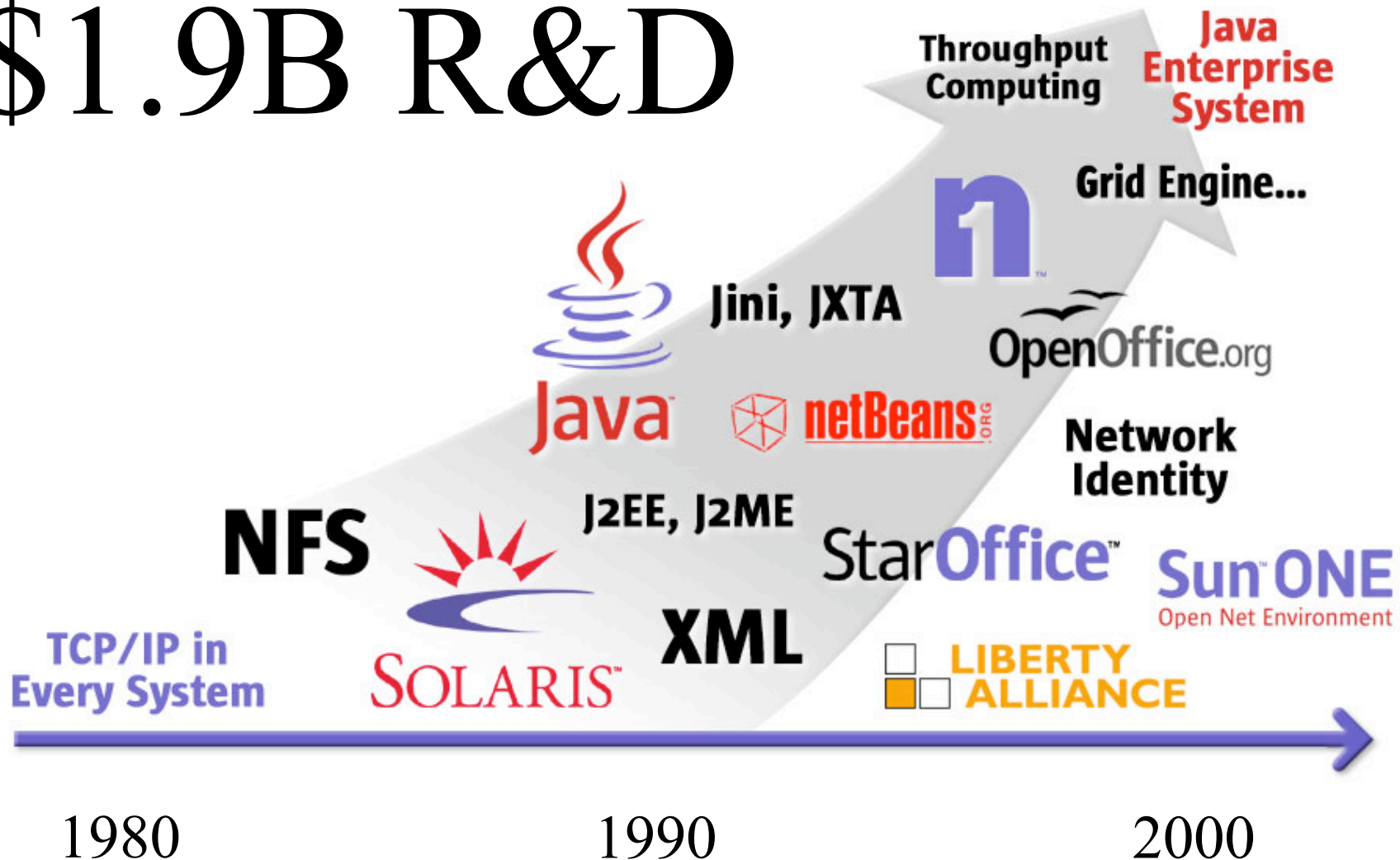
Sun's Roots are in Education

- _ Sun = Stanford University Network
- _ Founded in 1982.
- _ 1st Customers were Universities.
- _ Critical R&D centers for Sun.
- _ Education is Early Adopter.
- _ Sun is a leading provider of open network computing to education worldwide.

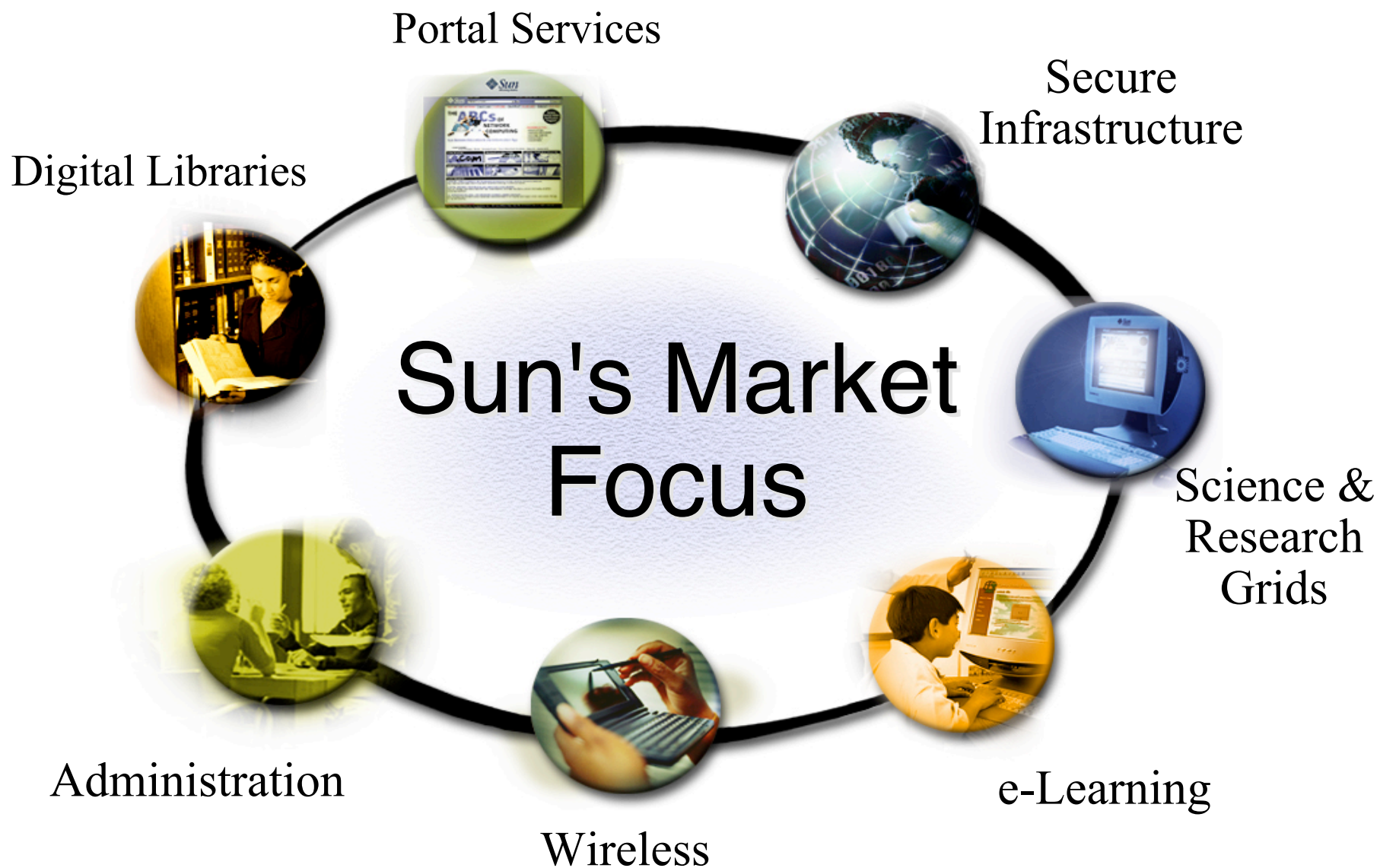


An Innovation Engine

\$1.9B R&D



Sun & The Digital School Challenge



What Primary/Secondary Schools Do

- Deliver curriculum to drive student learning
- Track and report student attendance
- Track and report student achievement
- Manage human resources
- Teacher Training
- Provide transportation and foodservice
- Procure goods and services
- Provide safe and secure environment
- Build community
- Provide a technological infrastructure
- Etc ...

What Primary/Secondary Schools Do

- Deliver curriculum to drive student learning
- Track and report student attendance
- Track and report student achievement
- Manage human resources
- Provide food service
- Provide transportation
- Procure goods and services
- Provide safe and secure environment
- Build community

**Integration Requires
Commitment
to Standards**

Sun's Commitment to Standards

The foundation to the Personalized Education System

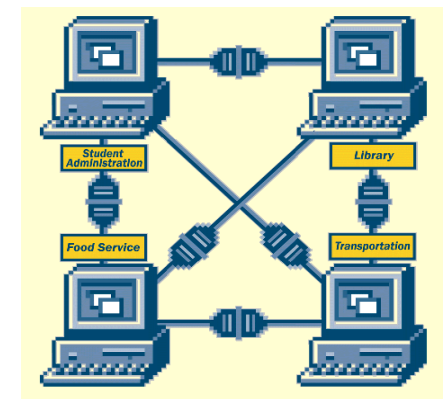


**Project
Liberty**

SCORM™



Open Architecture and Schools in Society.



IMS Global Learning Consortium, Inc.

...making learning technology interoperable

The Digital School and Campus



24x7 Virtual School

New Communities

New and improved Services

Identity Management

Web-Services Architecture

Security

J2EE Architecture

Sun Java Enterprise System and Community of Partners

Administration

ERP

e-Portfolio

Integrated
Library
System

Digital
Library

Collaboration

Workflow

Knowledge
Management

e-Learning

Collaboration

Technical
Computing

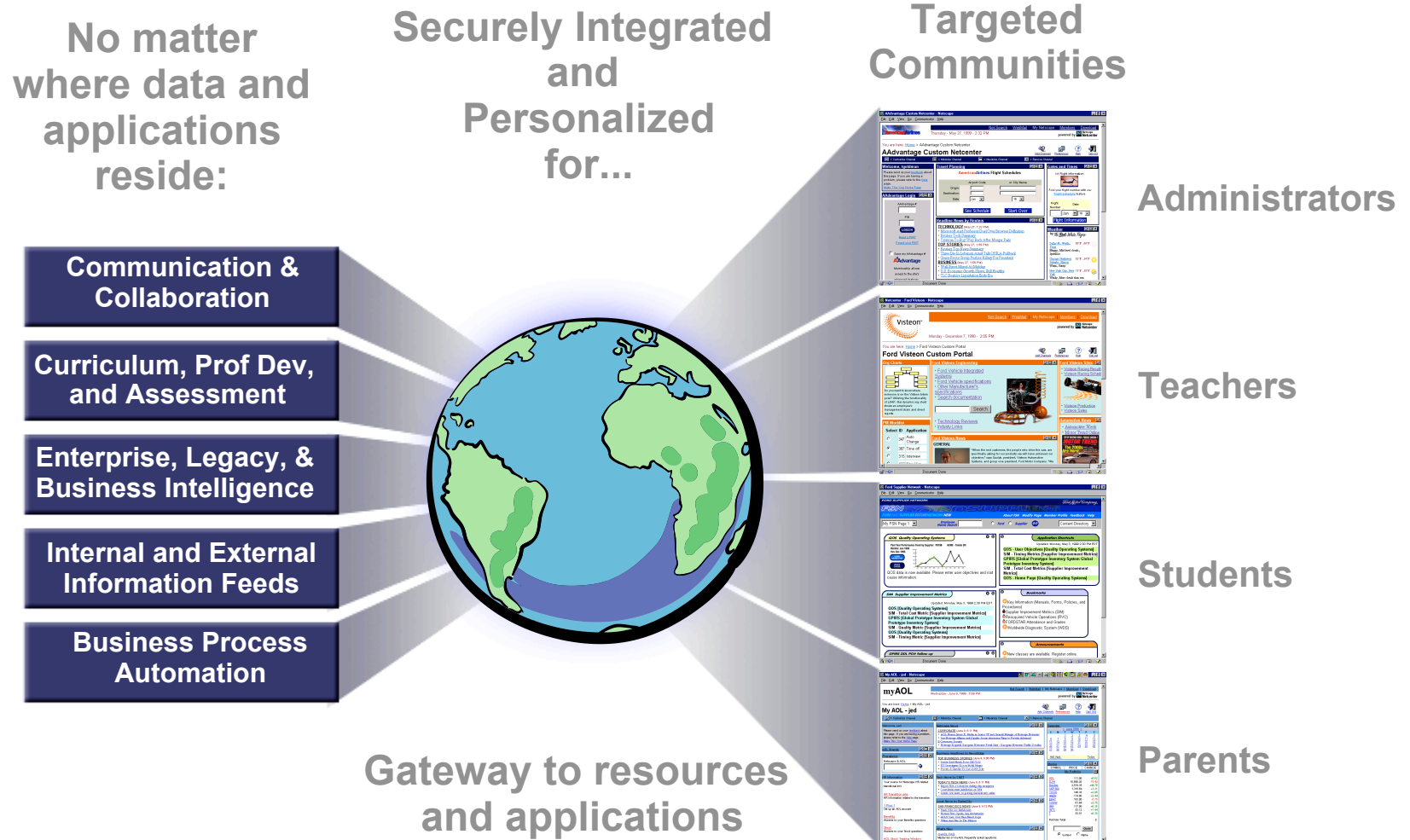
Research

Grid

Administrative

Academia and Research

Vision Enables a Unified Education System





Martes, 18 Abril 2003

Estudiante 4º de Primaria

Usuario: Carlos de la Mata



MI CLASE

Colegio SALZILLO
4ºB Primaria

Mis Comunidades

- Mi centro de estudios
- Mi clase
- Comunidades temáticas
- Crear comunidad



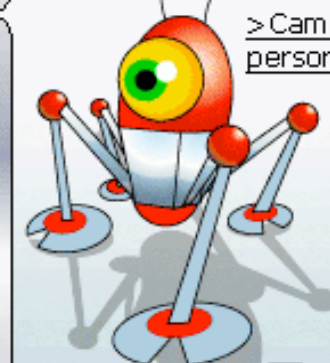
Mi Web



Mis Contenidos



Mi Perfil

[> Cambiar
personaje](#)

EDUCAMADRID

- Actividades
- Temas
- Cuentos
- Enciclopedia
- El Aula Virtual
- Espacio de Ocio
- Revista Digital

BUSCAR

PREGUNTA ?

Esta es la primera
pregunta

AGENDA de MI CLASE

Abril 2003

| | | | | | | |
|----|----|----|----|----|----|----|
| L | M | X | J | V | S | D |
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 1 |
| 1 | 12 | 13 | 14 | 15 | 16 | 17 |
| 18 | 19 | 20 | 2 | 1 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |

Para HOY

- 1 Esto es un bloque de texto ficticio para rellenarest espacio vacío.
- 2 Esto es un bloque de texto ficticio para rellenarest espacio vacío.
- 3 Esto es un bloque de texto ficticio para rellenarest espacio vacío.

CHAT

FORO

TABLÓN
de Anuncios

TAREAS

TABLÓN de Anuncios

Esto es un bloque de texto ficticio para rellenarest espacio vacío. Esto es un bloque de texto ficticio para rellenarest espacio vacío.

Esto es un bloque de texto ficticio para rellenarest espacio vacío.

espacio vacío. Esto es un bloque de texto ficticio para rellenarest espacio vacío.

Strategic Programs Support Commitment



Innovation in Schools – StarOffice

- _ Free RTU License to Education – schools, teachers & students.
- _ 26 Ministries of Education WW signed as Distributors.
- _ 40 million downloads of OpenOffice.
- _ 5 million sales of StarOffice.
- _ OpenStandards Growing Momentum.



Serious Software Made Simple for Education



Java Enterprise System

Network Identity Services, Web & Application Services,
Collaboration & Communication Services,
Portal Services, Availability Services

New

Software System

... standards-based
enterprise network
services, integrated
as one entity

New

Systematic Approach

... developing,
testing, delivering
and servicing the
complete offering

New

Business Model

... single price and
single license for
software, support and
services

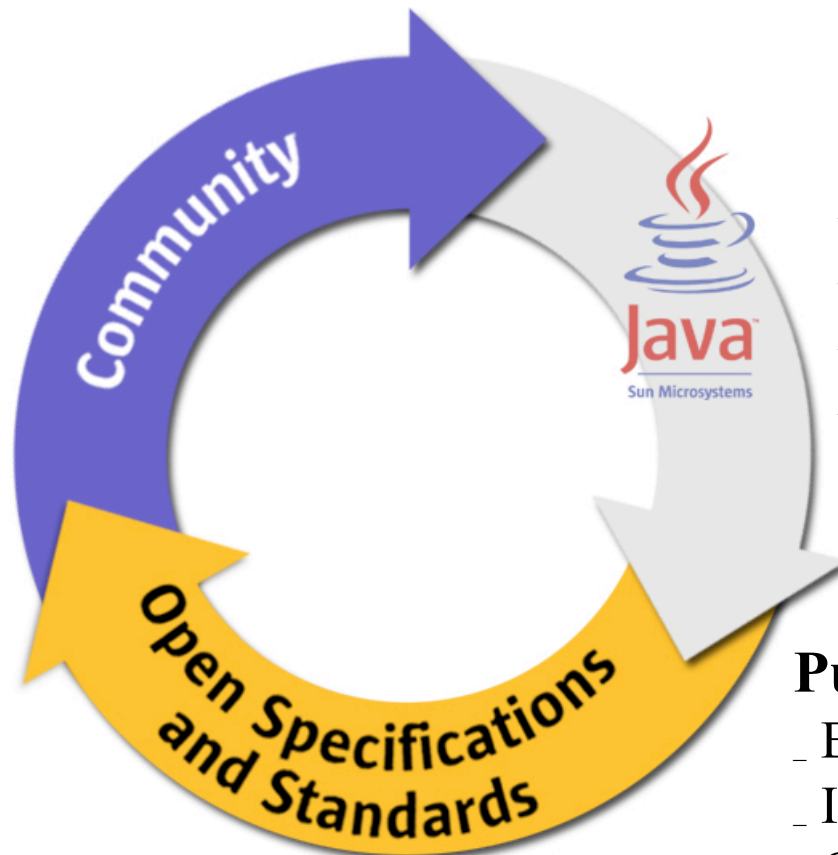
Global Education & Learning Community

Forums

- _ Discussion Groups
- _ Events
- _ Web

4 Views

- _ Student Portal
- _ Educator Portal
- _ Developer Portal
- _ Public Policy Portal



Open Source, Java-based Project Implementations

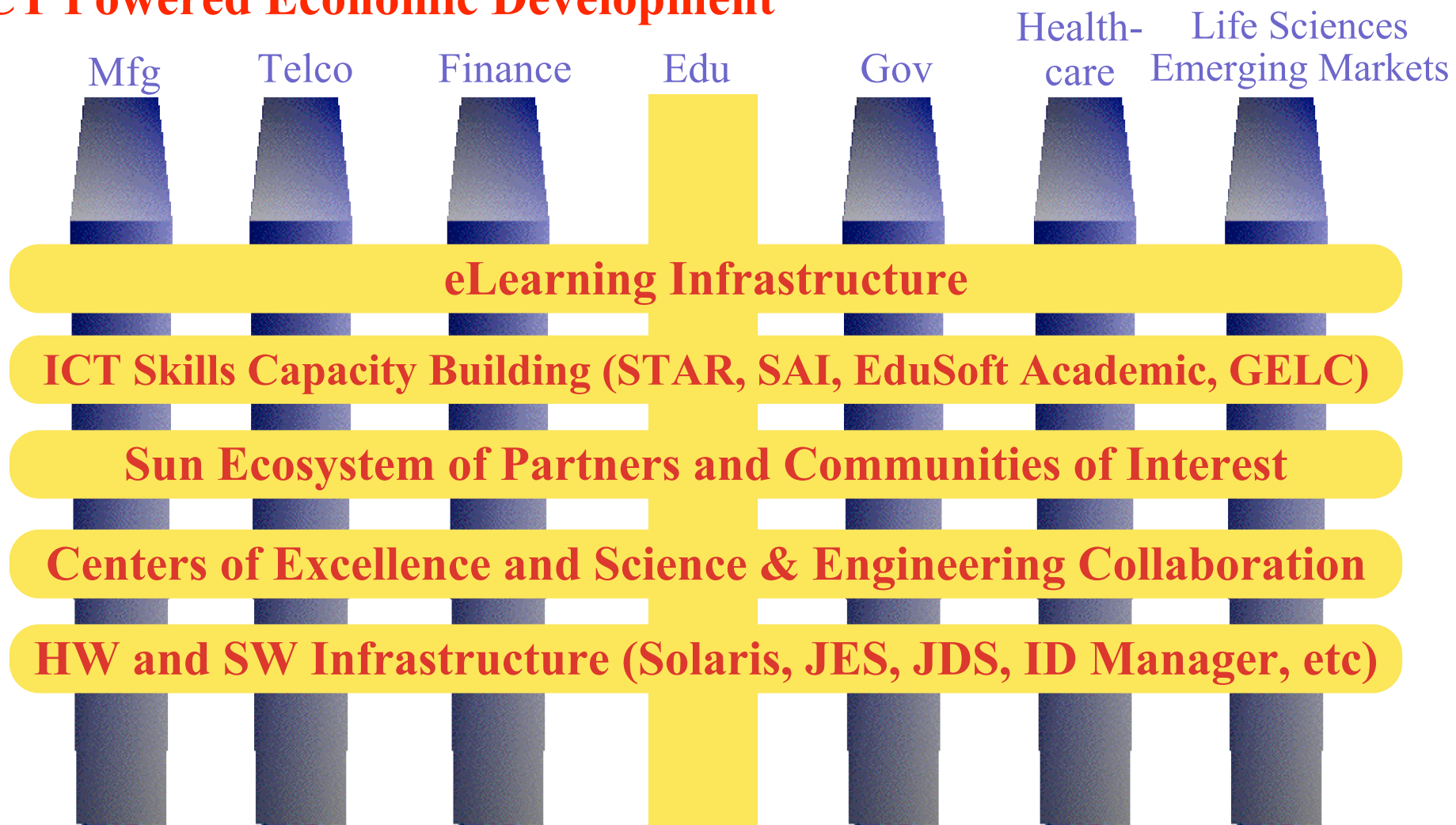
- _ eLearning
- _ Interoperability
- _ Digital Libraries
- _ Grid

Public Policy

- _ Education & eLearning
- _ Interoperability
- _ Open Standards

Sun's Value Proposition for Education

ICT Powered Economic Development



Recommended Actions

share your experiences

- Establish nationwide education **Identity Management**
- Establish a nationwide **Security Strategy**
- Build strong partnerships with universities, other education organizations, and industry (possible ASPs, create links to Schools of Education)
- Build Repositories of **Teacher Training Resources** for best of breed skills development
- Build federated repositories of content for students
- Evaluate **Community-led Student Information Systems** with Life Long Learning focus (K-12 to Higher Ed to LLL.
- Student Portfolios are a must

Recommended Actions

share your experiences

- Evaluate Solaris 10
- Evaluate Thin Client Alternatives
- Join Sun's Education Connection Community
- Build ICT Skills Capacity:
 - Join the Sun Academic Initiative
 - Subscribe to the EduSoft Academic
 - Evaluate Sun's Co-investment program (Matching Grant)
- Take advantage of StarOffice / OpenOffice

Sun's Value Proposition for Education

Sun Helps Institutions
Develop Scalable, Secure
Environments for Knowledge
Discovery, Creation,
Delivery, and Collaboration



jay.visvanathan@sun.com

