



Responsive digital technology for a better student experience

Give students the personalised,
integrated tech they expect

Technology is disrupting Higher Education, but it can also solve the problems you face

Students and staff expect more of institutions than ever before, and getting it right can lead to big rewards

You know that technology is at the heart of higher education. It's why you've already invested in tech that can elevate teaching and give students a better university experience. But you can't stop now.

When it comes to attracting students, more than three quarters think that campus facilities are almost as important as the course they're studying. So getting it right can mean success for you, as well as those you educate.

You need a partner that can help you deliver on a smarter digital future

Planning your evolution is just the start. You need a network behind you that can help you make it happen. So your students and staff have everything they need, before they even know they need it.

And when it comes to connectivity and technology, we're leading the way. We're already working with 14,000 schools, colleges and universities across the country to make sure everyone can achieve their potential.

Combine your experience with our network and know-how, and we can help you progress even further. You can give students and staff the ability to work anywhere, using their own devices. You can keep vital student data and academic research safe with powerful security measures. And we can help you do it all without blowing the budget.





Get ahead – and stay there

We've got the tools and expertise to help you upgrade the education experience. It's all about choosing to invest in the right technologies

Partnering with us means partnering with the UK's leading communications service company. And joining the 145 universities across the UK that trust us to provide a complete, end-to-end solution. Switching to digital technology can help you to:

Go above and beyond for students

Students and staff want to use their smartphones, tablets and PCs when they're working. It's why we have secure mobile and Wi-Fi systems. So people can stay connected, whether they're in the lecture hall or the coffee shop.

Our systems can also help you follow students throughout their journey. Campus analytics can show you the hotspots, so you can provide the bandwidth people need. And student analytics help you see data flow in more detail.

And when you want to use more advanced technologies to immerse students – like virtual and augmented reality – we can help with that, too. And we've already got the infrastructure in place.

Keep important data safe and secure

Security is in our DNA. We've got more than 2,500 security experts worldwide, working to keep every part of our network safe. So every part of your network will be protected, too. To and from the campus. Between sites. Even in the cloud.

And we can help when it comes to storing data securely. Our experts can give you advice and share their knowledge to help you keep important data safe.

Offer powerful tools without blowing the budget

Students want tech that can help them learn, and systems that make their lives easier. Like recorded lectures that can be replayed on demand, from any device. Digital signage that can give your students the information across the campus. And IoT technologies that make the entire campus more responsive. It's all possible with us behind you.

But it's not just students that will feel the benefits. You and your staff will, too. We can help you manage your estates and facilities effectively. And when it comes to data use, you can save money by using the information you have more effectively.

Getting you a step closer to a smarter digital future

Digital transformation is big. And it's creating even bigger opportunities for organisations across the UK. We've got the insights to anticipate your challenges and help you plan a smarter digital future. And we've got the network and know-how to make it all happen. We call this intelligent connectivity. As a managed services provider we'll be there for the entire journey. Helping you to get the most out of cloud technologies to deliver faster, more efficient services.

One step ahead of the next big thing

We're always investing in the latest technology and innovating to help you attract the next generation of students.

We've got our sights set on the future. It's why we've spent over £2.8 billion in research and development over the last five years. And for us, it's all about working with the best and the brightest. So we're always looking for new research teams to encourage fresh digital thinking.

By moving to the cloud, you can provide a tech-powered education and provide better facilities for less. And with our core network and voice platforms to deliver services, you only pay for what you use.





What partnering with us can do for you

Choosing us means more than just powerful tech and a wealth of experience. You'll also get some other great benefits if you add us to your team:

Thought leadership events

Get access to our world class events, featuring some of the most knowledgeable experts in the industry.

IT managed services

We'll help you stay on top of the latest technology by working with you, so your tech teams can learn new skills.

Responsive campus

We're always ready for what students want next and can work fast to deliver new technology whenever it's needed.

Enhanced student experience

Set objectives, then work through them with us. Together, we can offer your students a better university experience.

Graduate schemes

We can offer speakers and experts from across our industry and customer base. It's ideal for careers fairs, or for helping your graduates make a strong start after university.

Research partnerships

By sharing expertise, we can develop new products and services that help shape the future of business.

Tommy Flowers Institute

Support your PHD students by enrolling them in our network. We'll support their research programmes, so they can see them through to the end.

Don't just take our word for it

We already work with universities across the country to help them improve their research, teaching and facilities. Here's just one of their stories.

The University of Warwick is one of the UK's leading research universities, with 5,000 staff providing higher education to over 21,000 students. The university wanted to give students and staff faster access to university applications, services, resources and the internet.

The challenge

The university wanted to:

- become an undisputed world leader in research and scholarship
- sustain an exceptional teaching and learning experience
- work towards becoming an international portal
- enhance its reputation with stakeholders in the UK
- become a more effective generator of income.

University of Warwick knew that without the right network in place, it couldn't achieve these goals. The team wanted a Cisco system that offered both fixed and secure wireless access for students, staff and visitors. The network needed to be resilient, future proofed, and support the growth of video – predicted to comprise 90% of student driven internet traffic in 5 years.

Our solution

With our track record of similar successful network deployments, our skill set matched the university's requirements. And because we're the preferred UK partner of Cisco, we were the perfect match.

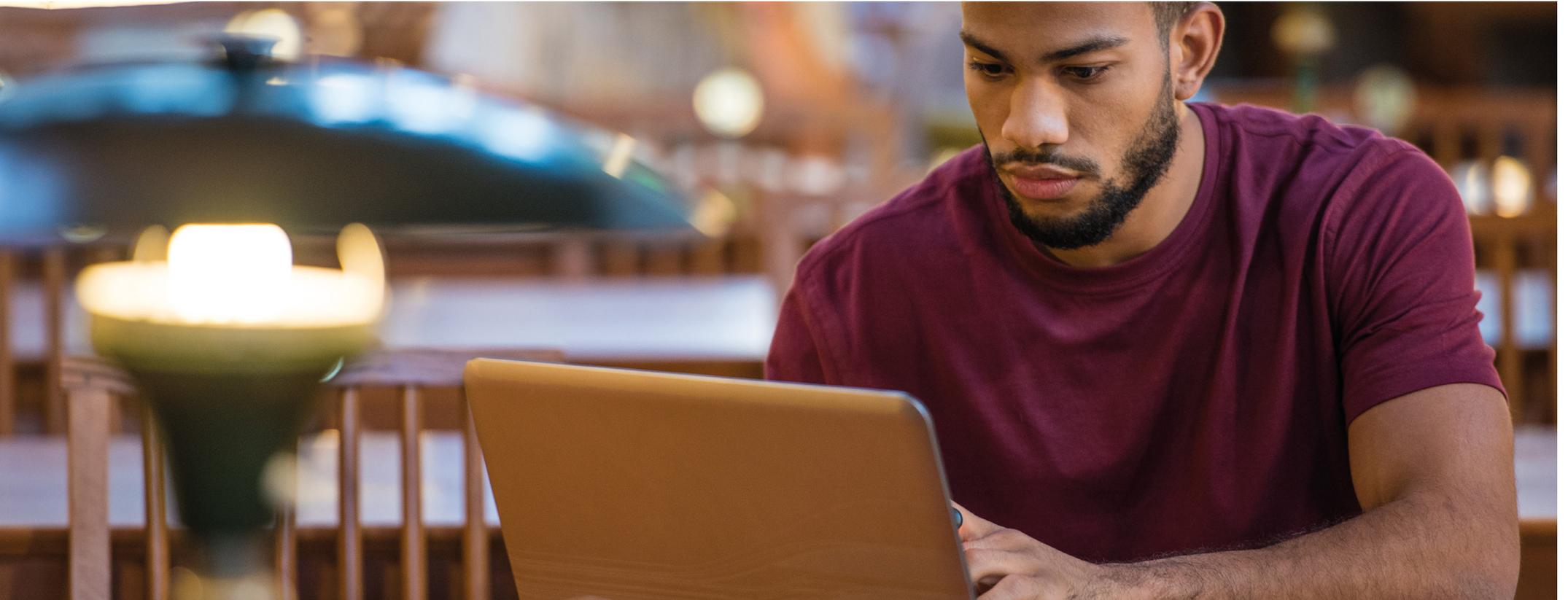
At the core of the new Cisco based network are the latest "high end" Cisco Nexus switches. Which means the university can offer 35,000 access points, including wireless access, to staff and students.

We installed the system in 14 weeks over the summer break. That's an exceptionally swift deployment for a public sector organisation.

The benefits

- The high capacity network has advanced features built-in, such as video conferencing, surveillance and intelligent buildings.
- It's future proof, which will save Warwick an estimated £15 million over 11 years.
- Access points are everywhere. In on-campus accommodation, lecture theatres, reading areas and touchdown study points.
- The WLAN provides secure authenticated access for staff, students and visitors. And there's a VPN set up, so the network can be accessed even when they're off campus.
- The network is perfect for postgraduate research students, who have stringent needs for access.
- Staff can hold global video conferences with overseas students and potential employees, which helps online induction programmes. And recruitment.
- Staff have been able to increase the online courses and associated content they offer.
- A Cisco TelePresence solution developed with Birmingham Science Park has forged relationships extending to Silicon Valley.





“This was a challenging eight month programme to completely replace our existing network. The network is a 24/7 operation on a very large infrastructure. During this replacement we saw no increase in calls to our helpdesk – testament to BT’s successful project management.”

Mike Roberts,
IT Director, University of Warwick

Why BT

With over 14,000 school, colleges and universities across the country using our technology, we know the issues you're facing. We'll use that know-how and experience to help you make lives better. And the benefits of working with us don't stop there:

- **Award-winning networks that won't let you down**
Our global network is recognised by Gartner and other independent industry specialists. We've created networks that run at 5.6Tbps, fast enough to download 100 videos in a second. And by 2020, we'll have increased EE's 4G coverage to 95% of the country.
- **A commitment that we'll never stand still**
We're investing £10 billion in new technologies in the five years. They'll help us to develop the services and tools that will see you thrive in the future.
- **Solutions perfectly tailored to your organisation**
Delivering a smarter, connected campus that works for your students is tricky work. That's why we've got a wide range of tools, technology and ideas to work with, so we can offer you the right solution, whatever your needs.
- **You'll be working with experts**
We have the people, the partners and the know-how to offer you the best advice, service and support.
- **We're a trusted partner for universities**
Our experience with over 145 universities across the UK means we understand the complex higher education landscape. And the need for rapid response to change.
- **We're working with universities to anticipate change**
Universities are critical research partners for us. We currently work with research teams at 45 universities worldwide.

More information

To find out more, please contact your BT Account Manager.

business.bt.com/public-sector

Offices Worldwide

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