



Panasonic



**Your single-source partner
for integrated education solutions**

SOLUTIONS FOR EDUCATION



HELPING HIGHER EDUCATION UPGRADE AND ADVANCE

Technology acquisition is often a challenge for higher education institutions. We expect our universities to provide cutting-edge, tech-laden learning environments as public investment in higher education continues to shrink.

Panasonic is committed to higher education and is invested in the future of our universities and colleges. We bundle our hardware and software to reduce upfront costs. We have created financing options to make upgrades affordable, and we actively participate in grant writing so colleges can get the capital they need.

Most importantly, we engineer everything we do for maximum longevity. Our hardware is the most durable in the industry, and we design our software for maximum flexibility and easy upgrades. If something ever fails, we make it right.

When you invest your institution's technology dollars in a solution from Panasonic, you can rest assured you have a partner that is equally invested in your institution and its mission.

“Panasonic has been a true partner in sharing their roadmap. We have a sense of what’s coming in the future that helps us make smart purchases.”

Bob Basset
Dean, Dodge College of Film and Visual Arts
Chapman University

Technology that serves the classroom

Technology can be inspirational; it can guide, expand, and enhance learning — if the people who use it have a say in how it is implemented. Panasonic can help you build solutions for your entire organization: faculty, staff and students, as well as IT and administration.

We consult with key stakeholders and listen closely to make sure we fulfill your true needs so we can create groundbreaking solutions that make the most of technology.

The Panasonic approach to technology in academia

- Work directly with professors and instructors
- Align technological tools with educational plans
- Make it easier for educators to create classroom content
- Build tools that help students analyze, synthesize and elaborate on a subject matter
- Use technology to help the next generation of learners think for themselves

How Panasonic can help you secure funding

- Expert insight from our successful partnerships with Princeton Research Laboratory, San Jose Research Center and others
- Case studies that demonstrate ROI
- Holistic solutions with detailed product recommendations
- Hands-on writing assistance

EDUCATION EXPERTISE

Higher education-specific planning and consultation for future-proof engineering

Bundled solutions that offer education-specific price breaks and total system warranties

Ongoing, collaborative partnership and consultation for technology and multimodal interaction

TURN-KEY SOLUTIONS

Panasonic total system designed solutions with performance guarantees

Fully integrated, best-in-breed components for higher system performance

Panasonic-certified and tested partner products and software

COMPLETE ACCOUNTABILITY

One-stop provider for products, software and services with a single point person who takes responsibility for total customer satisfaction

Certified project managers ensure on-time design, installation and final certification

Industry-leading warranties and service contracts backed by a nationwide service network





EXTENDING INTERACTIVE CLASSROOMS TO REMOTE LEARNERS

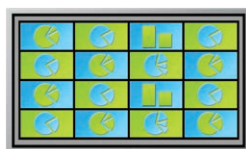
Panasonic high-definition video collaboration systems integrate ultra-high-quality audio and video to make distance learning more immediate, immersive and far more personal. Now we're combining that high-definition video with our interactive displays to create a new dynamic in remote instruction.

With this integration, materials on the main classroom's interactive display can be shared with multiple satellite campuses. Instructors can present on their local screen, while remote students can take notes and mark up the presentation on their own screens. Remote students can even take over the mouse or present from their tablet — all using the built-in features of the Panasonic interactive display.



TECHNOLOGY THAT FUELS INTERACTIVE LEARNING

From small classrooms and lecture halls, to auditoriums and theaters, Panasonic has a full line of interactive projectors, whiteboards and displays that transform static presentations and lectures into multimedia, collaborative experiences that give students the keys to their own learning.



Panasonic interactive displays support up to 16 PCs or tablets on-screen simultaneously.

Collaborate in high definition

Panasonic interactive displays give instructors the power to create visually rich, interactive presentations that engage students in crystal-clear HD video.

Up to four instructors and students can work directly on the display. They can make notes, zoom, page through presentations, even draw. When everyone is finished, capturing the work is as easy as emailing it to the class.

Collaboration can extend beyond the display, and even the classroom. Students can broadcast images and presentations from their tablets or PCs wirelessly from inside the room or via Ethernet if they are at a different campus. And Panasonic SLOT2.0 architecture lets you add a wide array of optional plug-in boards — including an onboard PC — so you have a fully featured computer and display all in one.

Stay secure in a BYOD world

University IT departments don't typically have the funds to issue students, faculty and staff members their own, school-sanctioned smartphone, tablet and laptop. Economics dictate that your users provide their own mobile devices. Unfortunately, that means you have to manage and secure a diverse, constantly changing pool of mobile devices.

Panasonic can help. Our IT Solutions team can help you design and implement the right mobile management solution for your precise needs. From data security, to comprehensive asset management tools and remote wipe and kill technologies, Panasonic can help you protect your organization's infrastructure and support your end users with flexible mobile computing options.





COMPELLING CAMPUS COMMUNICATIONS

Today's college students have grown up with sophisticated, large-screen media communications. To attract the most technology-savvy students to your institution, you need digital graphics and video that captivate and engage.

Panasonic is uniquely qualified — with our network of best-in-breed hardware, software and services — to do far more than install stunning displays. We can optimize your wireless networks and provide content creation and management systems that deliver tailored messages based on anonymous demographic data.

Our intelligent displays can be monitored remotely so you can automatically detect system faults and minimize downtime. If a component ever fails, we can hot swap it with new hardware.

Panasonic Digital Signage Solutions are ideal for:

- Promoting campus events and activities
- Disseminating up-to-date, real-time information
- Wayfinding
- Broadcasting emergency alerts
- Generating third-party advertising revenue
- Streaming lectures and seminars by guest speakers
- Centralizing and ensuring accurate data from a wide variety of sources



Panasonic HD cameras, camcorders, switchers and monitors help students master career-building skills and reach their full creative potential.

BROADCAST-QUALITY VIDEO SOLUTIONS BUILT FOR CAMPUS

From streaming a live performance or sports event, to teaching TV production and broadcast journalism, Panasonic professional video systems put intuitive, professional-grade equipment into the hands of students, educators and coaching staffs.

We provide universities with the same field-proven, technically advanced Panasonic cameras, controllers, switchers and monitors used by film and television productions around the world. We work closely with educators to pair our hardware with the best supporting equipment and software for their needs.

The result? Comprehensive HD video solutions purpose-built for higher education.

PANASONIC VIDEO SOLUTION PARTNERS

Aframe: cloud-based video asset management used by global news and broadcast organizations

Dejero: hardware + software solution that captures, transmits, distributes and manages live HD video over 3G, 4G, LTE, Wi-Fi, Ethernet, microwave and satellite



Tough, proven Panasonic HD pro video equipment delivers the detail teams need to analyze player performance and perfect their game.



Target messages based on anonymous demographics with Panasonic Digital Signage Solutions.



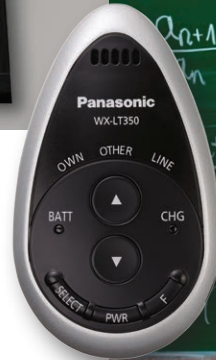
SECURING THE LEARNING ENVIRONMENT

Colleges and universities are under pressure to provide a safe, secure environment. Panasonic surveillance solutions can deter crime by helping administrators detect incidents and speed response to emergencies by putting assistance at every instructor's fingertips.

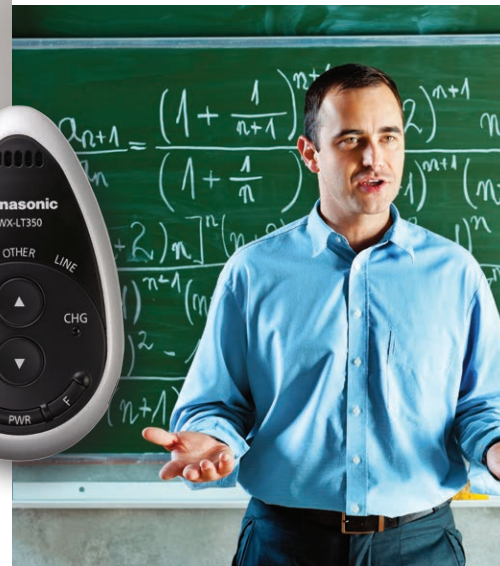
Panasonic is a global leader in surveillance and security solutions — with vast experience creating end-to-end security solutions for corrections facilities, industry and government. We can help you plan, design, install and implement an ironclad system for your entire campus.



High-resolution, vandal-resistant, IP-enabled surveillance solutions provide a clear picture for security personnel and first responders.



Instructor microphones include a quick response system for emergency situations.



Campus law enforcement can access security feeds and coordinate response in the field.



Panasonic security innovations include:

- i-PRO network video recorders with simultaneous recording and remote access to live views
- Immediate playback of HD images of critical events
- Advanced face detection that can identify faces in dark or overly bright settings
- Classroom security that allows an instructor to begin surveillance or summon help at the touch of a button

CUSTOMIZED CAMPUS COMMUNICATION SYSTEMS

Flexible, smart communication systems are crucial for all colleges and universities. Panasonic offers a full suite of communication solutions, from comprehensive SIP-based infrastructure technologies that simplify IT and reduce costs by transmitting voice and data over a single, unified network, to workhorse scanners, faxes and multi-function printers that keep your institution up and running day in and day out.

We work closely with your teams to identify their precise needs so we can support your entire campus with a custom solution that provides seamless communication and increased productivity today and can scale to support your future growth.



From document management and imaging to complete phones systems, Panasonic delivers the administrative tools institutions need to operate efficiently.





ENTERPRISE-GRADE SOLUTIONS FOR HIGHER EDUCATION

Panasonic Education Solutions feature a full array of integrated products under a unified support network. We design, install and maintain complex, end-to-end solutions built on Panasonic products and certified partner equipment that stand up to continuous, commercial use.

We stand by our products and systems and will do whatever it takes to ensure our work supports your people. We can augment your support staff and train your people to whatever scale you need.

For select products, we can provide onsite technical troubleshooting, ongoing repair, replacement and hot swap service for maximum uptime. Panasonic warrants all equipment and software — including all third-party elements — for total accountability and mission-critical support.

Panasonic products for higher education include:

- Interactive whiteboards and projectors
- Large-scale projectors
- Flat-panel and interactive displays
- Wireless audio systems
- Professional video
- Toughbook® computers
- Toughpad™ tablets
- Security cameras and recording systems
- Office phones and communications systems
- Scanners, copiers and more

SERVICE AND SUPPORT NATIONWIDE — THE PANASONIC DIFFERENCE

As a global technology leader, Panasonic offers service and support through a national coast-to-coast network of installation partners. We have more than 30 years of management and installation experience. No one is better equipped to handle your project — no matter how large or multi-dimensional — than Panasonic Education Solutions.

Project deliverables include:

Design and build-out

- System architecture and design
- Complete rollout plan, installer management certifications and scheduling services
- Purchasing, logistics and warehousing of all equipment
- Financing options, including TCO and expected ROI data
- Hardware/software compatibility testing
- Remote device control integration for system management and remote diagnostics
- System installation and integration
- Integration of content management system to accept electronic notifications of equipment issues, with tracking notification and resolution

Ongoing services

- External data integration
- Content management

Remote maintenance and support

- Network operations and data center
- 24/7/365 support via toll-free technical hotline
- Remote network monitoring and management
- Dedicated technicians for remote diagnostics, troubleshooting, rebooting and repair
- Trouble ticket generation and tracking through all aspects until resolution

Field maintenance and support

- Dispatch service integrated with call center
- Onsite technical troubleshooting and problem assessment, repair and replacement for all equipment
- Swap service for all equipment
- Preventive maintenance service — recurring service to maintain peak performance
- Asset management tracking
- Extended warranties
- Custom service-level agreements

Industry-leading warranties

Panasonic has a well-earned reputation for high quality, reliability and customer service that is second to none. We stand behind our products with some of the best warranties in the industry and offer a full range of extended warranty options and service agreements to help ensure your systems run smoothly for years to come.

A full suite of support options

- Extended warranties
- User support via toll-free customer number
- Technical support
- Onsite support and service

Panasonic is committed to environmental responsibility aimed at improving quality of life for generations to come. From solar panels and alternative building products, to Energy Star®-rated efficiency, **Panasonic is dedicated to saving energy and our planet.**



TALK TO PANASONIC ABOUT YOUR PLANS AND GOALS

Building fully integrated, high-performance networks that meet your objectives requires high-level planning and flawless execution. Panasonic designs comprehensive solutions and builds them using only the best-matched, performance-certified components. We deliver truly integrated solutions, designed for maximum compatibility and performance, all backed by guarantees you won't find anywhere else.

We invite you to find out how Panasonic can best meet and exceed your technology needs. Please contact us at educationsolutions@us.panasonic.com or call 1-855-253-5439.

Or visit us at www.panasonic.com/education-technology.

FLEXIBLE FINANCE SOLUTIONS

Panasonic Business Finance offers colleges and universities financing solutions to help acquire the technology necessary to provide students expanded learning opportunities. Financing is a smart and easy way for institutes of higher learning to bundle their product purchases.

Benefits of Financing

- Capital conservation
- Credit preservation
- Predictable, fixed monthly payment
- Avoiding technology obsolescence

Grant-writing assistance

Panasonic can help you secure funds for technology upgrades by providing the technical details and analysis you need to write winning grant proposals.

How Panasonic improves proposals

- Hands-on writing assistance
- Expert insight into higher education funding
- Case studies that demonstrate ROI
- Holistic solutions with detailed product recommendations

