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June 2022

Executive Briefing

Education in an Era of Digital Transformation

Rick Herrmann
VP, Microsoft Worldwide Education



Conversational Topics...

Microsoft Mission

Signals of Change

The Acceleration of Ed Tech Solutions

Our Vision to support and enable Education

Our mission

Empower **every**
learner, educator,
and institution on
the planet to
achieve more



Every learner
deserves access to
the best learning
opportunities and
support systems.





Regardless of...



Ability



Income



Language



Location/Mobility



Identity

digital transformation





RESPOND

Safety of students, teachers and staff. Priority to keep essential services and operations running.



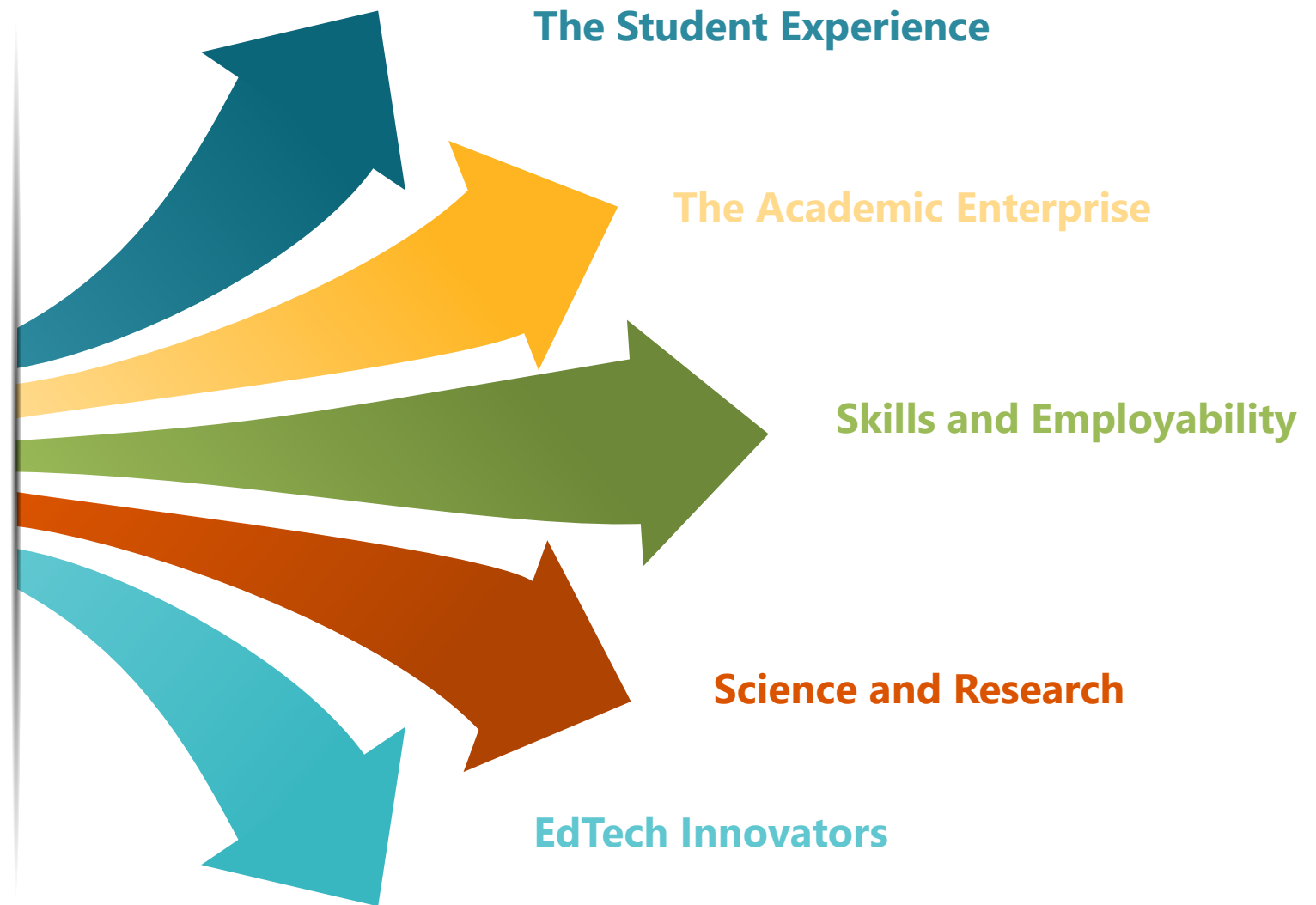
RESILIENCE

Infrastructure, Teachers, Students and Communities. Harness the power of technology to enable that resilience.



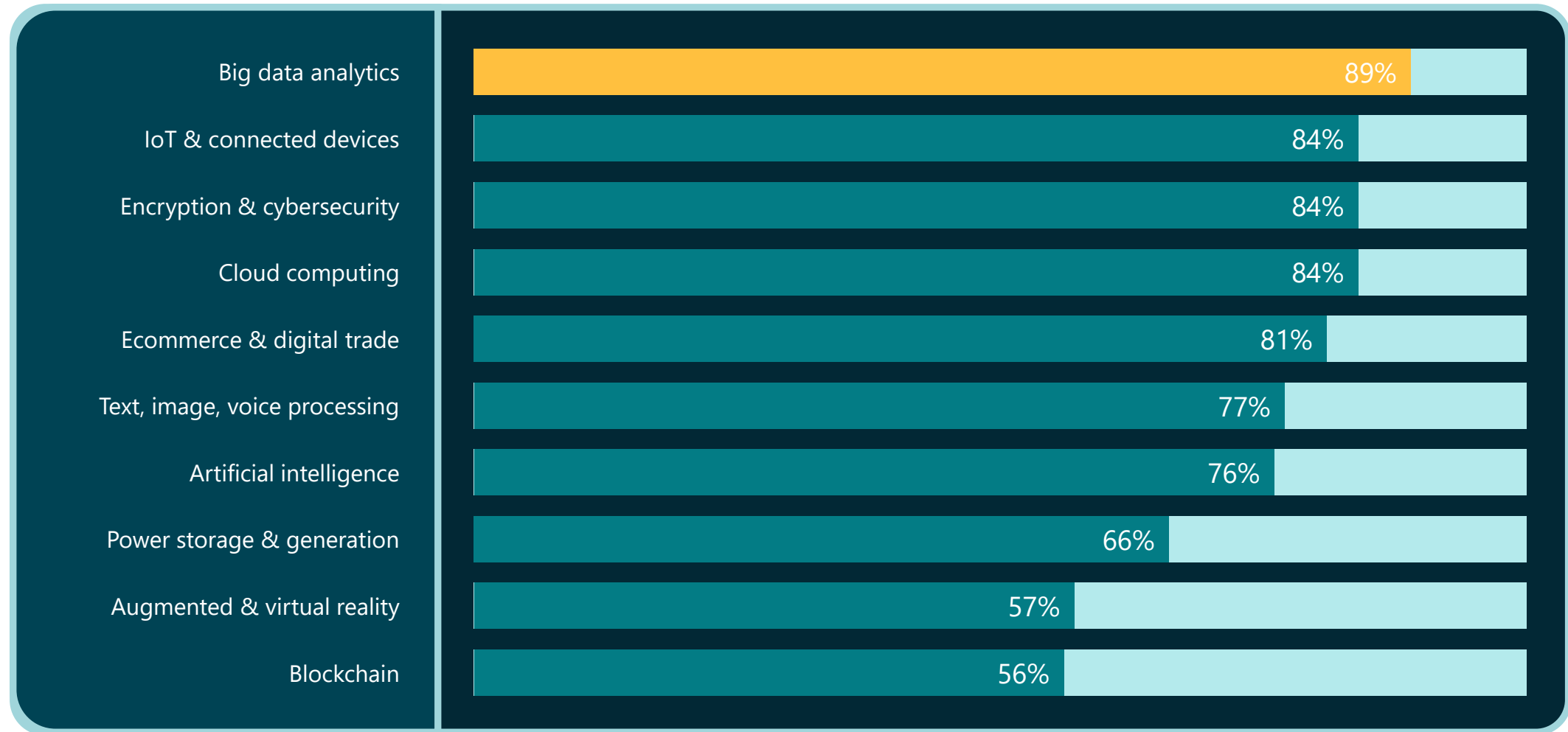
REIMAGINE

Equitable redesign of academics and operations. Future-ready. Leverage this moment of digital transformation.



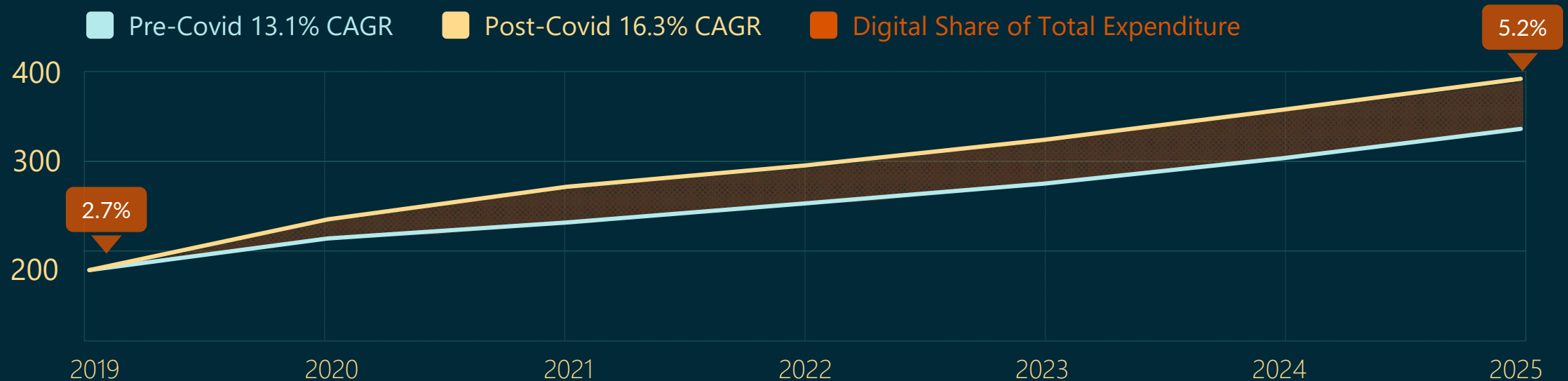
Critical Skills as Digital Transformation Accelerates

Top 10 technologies being embraced by companies



The education technology market is accelerating

Global 'Edtech' Expenditure, USD Billions



Short Term Surge, Long Term Transition.

Rough start to remove learning, normalizing into sustained long-term digital integration.

Digital Infrastructure 'Catch-Up'

LMS, SIS, Cloud, Privacy, Security. Most schools and colleges are at the start of a long digital journey.

Rise of New B2C EdTech Models

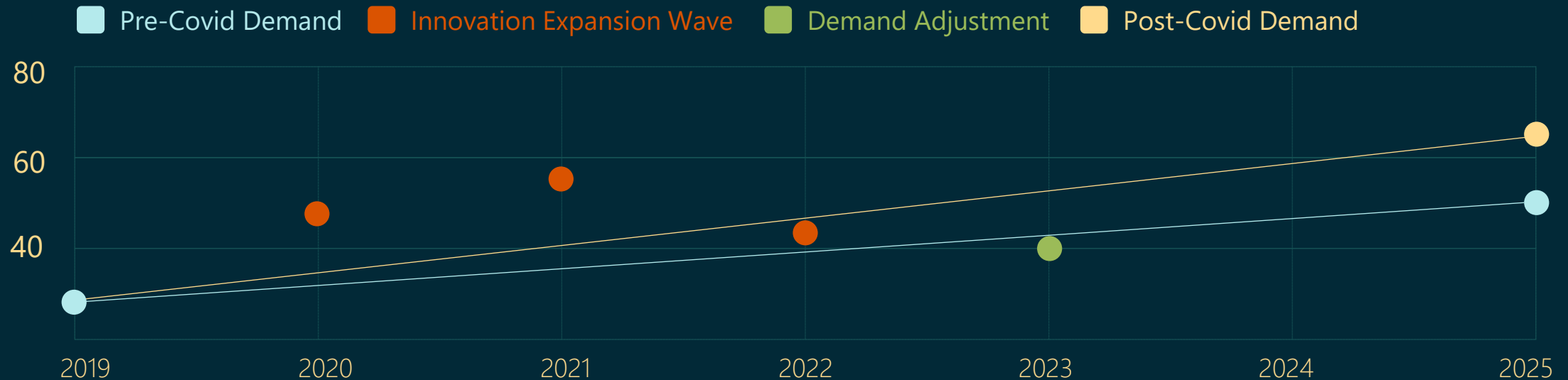
All stakeholders looking for learning support, upskilling and other direct outcomes.

Mobile and Advanced Technology Enablers

Mobile, personalized, unbundled, social & gamified learning driven by mobility, big data, cloud AI/ML

Demand for education devices growth ahead

Education Device Demand Forecast, Units (millions)



Baseline

In 2019, device deployments to K12 education globally stood at 29 million units

Response to Pandemic

Device shipments grew by 82% from baseline during the pandemic to 53M units

Digest and Build Back

Shipments forecast lower at 40 million units in 2023 as the market adjusts to the innovation

Reimagine and Innovate

Demand forecast to rise to 63 million units as hybrid education gains momentum

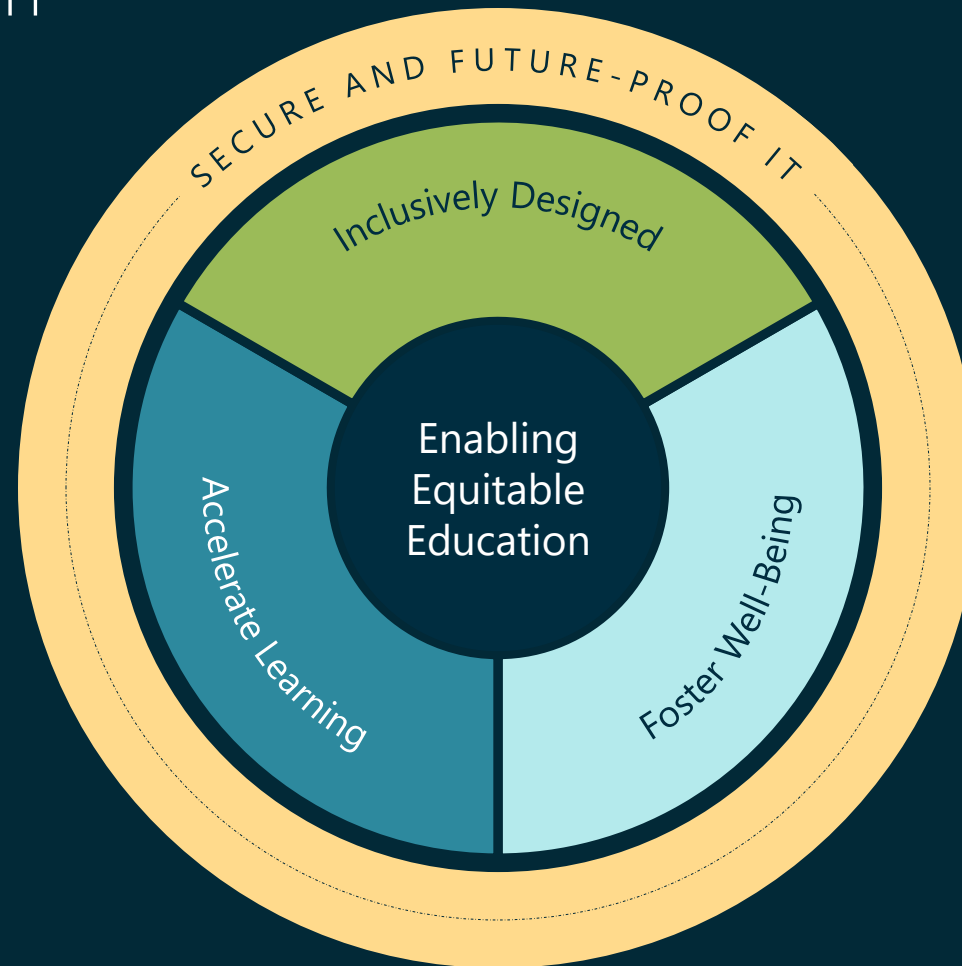
Vision for education

Secure and Future-proof IT

Solutions that are secure, future-proof, and trustworthy are essential to unlocking digital transformation.

Accelerate Learning

Real-time data insights can accelerate learning and support career and workforce development.



Inclusively Designed

Each student deserves the resources and support they need to reach their full potential.

Foster Well-being

Well-being, including emotional well-being, affects students' motivation, engagement, and learning.

Delivering on our mission

Empowering student to achieve more through skills

K- Career Technical Tools for Skills



Spark curiosity with STEM,
computer science and give
purpose to learning

Develop productivity skills
and grow knowledge and
competence in emerging
technology concepts

Improve employability
with technical skilling,
hands-on experiences,
certification and path to
jobs

Microsoft Certifications

Preparing students or the future workforce



Certifications that help students keep pace with today's technical roles and requirements.

Global Customer Affinity Programs

Showcasing Industry Leadership

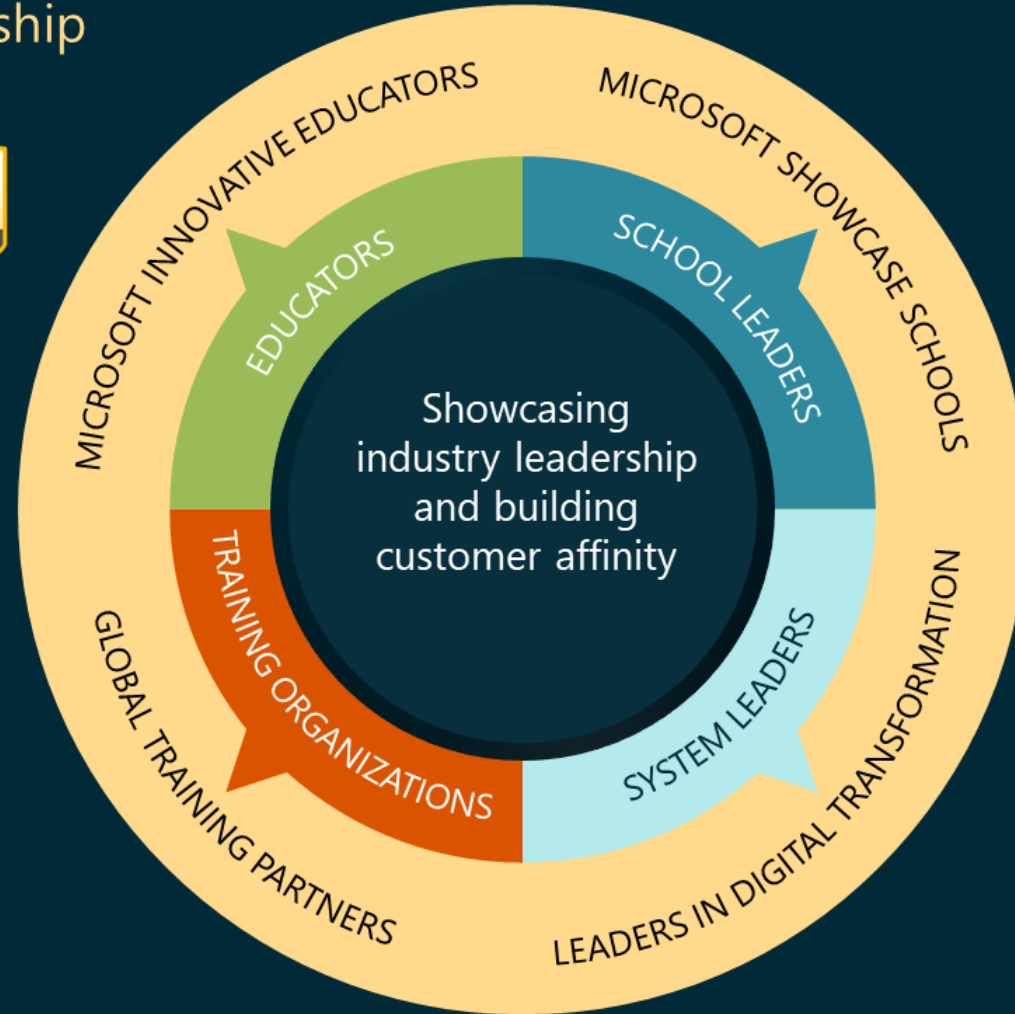
Over 26,000 Microsoft Innovative Educators

Advocates and champions of integrating technology into teaching and learning



472 Global Education Training Partners

Delivering in-depth Ed Tech Professional Development (training, services and planning for systems)



417 Microsoft Showcase Schools

Schools implementing school-wide transformation to earn Showcase School status

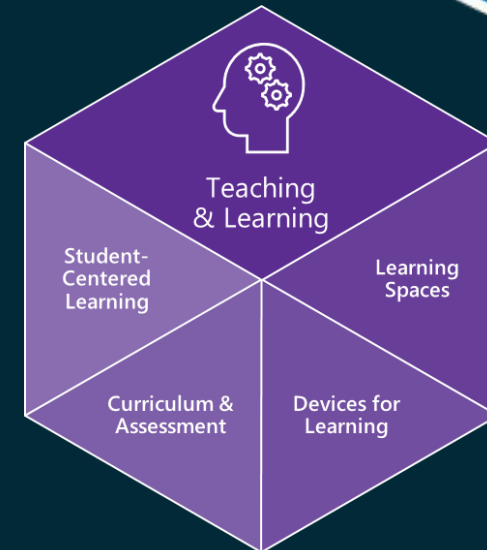
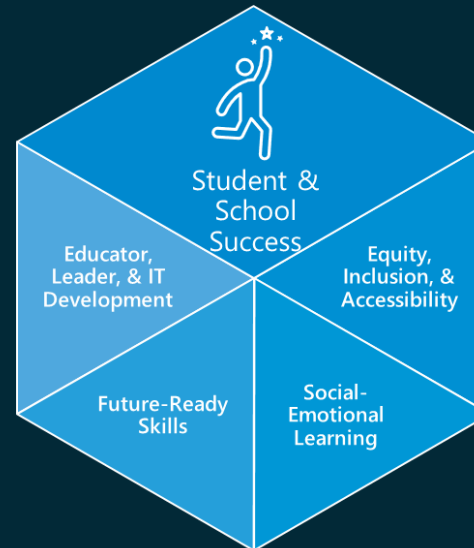
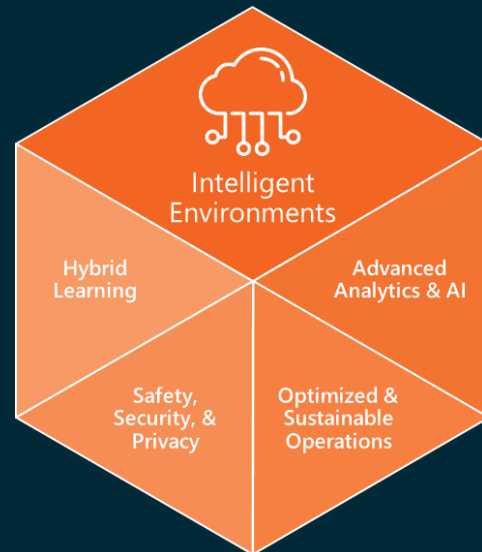


199 Leaders in Digital Transformation of Education

Visionary system leaders and experts accelerating digital transformation and sharing best practices

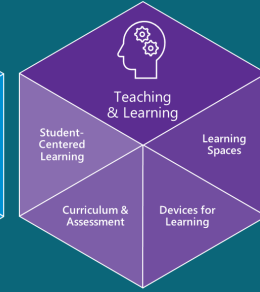
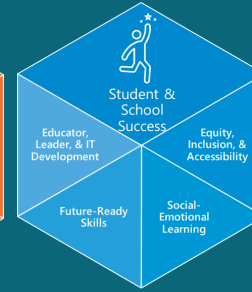
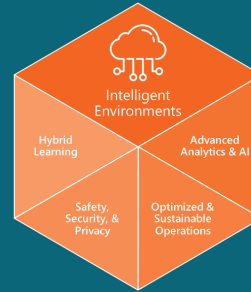
Leaders in Digital Transformation of Education

Empowering students and teachers in an uncertain world



Leaders in Digital Transformation of Education

Empowering students and teachers in an uncertain world



Improved information, ideas, and insights, with access to research, tools, and best practice.

Greater efficiencies through collaboration opportunities for research and joint projects

Better understanding of global technology Trends and the ability to identify new solutions required.

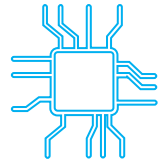
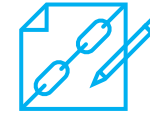
Use of the collective wisdom of global education leader community and recognition for your work and contribution

Ability to lead in regional workshops/ network for ongoing connection and dialogue with government leaders

CHANGE



ARTIFICIAL
INTELLIGENCE



Lift. Off



ASIAN DEVELOPMENT BANK



Microsoft

Systemic change and change management requires partnerships

There are four key partner focus areas considered for Lift Off

Innovative Finance



Technology



Infrastructure



Capacity Building

Thank You

Microsoft Cloud



Modern
work



Business
applications



Infrastructure



Digital and
app innovation



Data & AI



Security