

achieve

## Microsoft's Commitment to Maryland

In Maryland, a robust economy and effective education system benefit everyone. That's why Microsoft—in partnership with public and private organizations, community leaders, and business partners—is striving to foster innovation and economic development by improving access to powerful technology. Discover some of the exciting initiatives and investments taking place to help the people of your community achieve their full potential.

## Empowering 21st Century Learning

Education is the single most important investment in our future. At the heart of its success are the people involved—the entire learning community—from teachers and students, to parents and administrators. Our goal at Microsoft is to support these people with innovative 21st century tools that enable student-centric, individualized learning; ongoing professional development; and, above all, greater flexibility in how, where, and when we learn.

The vision for 21st century learning is not a distant reality. It's already taking shape across the United States and within the state of Maryland where Microsoft is supporting initiatives by policy makers and individual institutions that are evolving better ways for people to manage, assess, and deliver education.

## Providing the Agility to Innovate and Grow

Microsoft® platform development tools feature consistent standards and built-in capabilities that provide an easy roadmap for introducing innovative 21st century learning applications. An adaptive platform lets you evolve solutions in step with your needs to provide continual improvements, such as adding VoIP or video, automated management, and wireless security.

## Making it Simpler for People to Manage IT

When it comes to 21st century learning, simplicity is crucial. If your IT people are to deploy innovative IT solutions—such as enhanced collaboration, student portals, and help desks—they need an IT environment that is simple and cost efficient to manage. The Microsoft platform is designed with consistent standards, operating systems, and application compatibility tools to make it simple to manage and scale. Microsoft also builds security, identity, and trust into every layer of the computing environment, protecting valuable data and your IT systems themselves.

## Delivering Innovative Applications

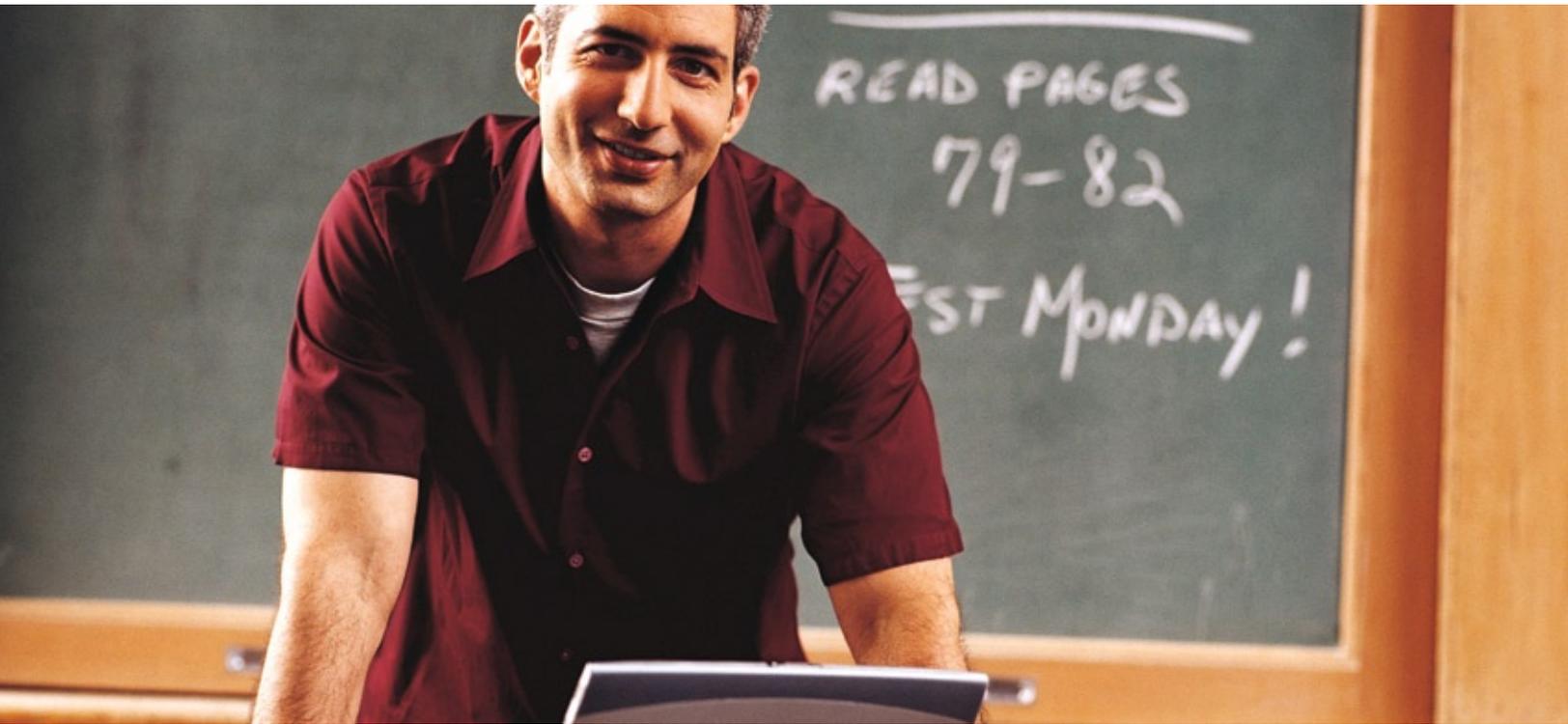
Once you have a well-managed IT infrastructure in place, you can readily put an applications layer on top that lets you merge your communications to connect students, teachers, and parents to each other and a world of resources. You can also deploy innovative applications that make learning and teaching more collaborative, timely, and relevant. Using the Microsoft Learning Gateway Framework and the Microsoft Office system, institutions can provide individualized portal sites for all stakeholders. In one secure location, teachers can look up student data; book facilities; see the school calendar; and enter attendance, comments, and student observations. They can also create, edit, and distribute electronic learning materials and assignments.

If 21st century learning is to be a success, then in addition to innovative products and solutions, they need support. That's why Microsoft offers a suite of professional development programs, preferential pricing, recognition of achievement, and many industry partnerships.

Learn more about Microsoft's vision, initiatives, and roadmap for 21st Century Learning at [www.microsoft.com/education/roadmap.mspx](http://www.microsoft.com/education/roadmap.mspx).



## Partners in Learning



Partners in Learning is a flagship Microsoft program in education that seeks to partner with government and education leaders across the U.S. to deliver a portfolio of curricula, tools, and resources designed to advance 21st-century teaching, learning and digital inclusion. These partnerships result in exciting and impactful projects.

The Partners in Learning initiative supports a long-term Microsoft commitment to advancing the quality of education through innovative uses of technology, helping to empower teachers and students to achieve their fullest potential.

Through these partnerships, educators, students, and communities benefit from the following programs:

- **The Innovative Schools** program redefines learning through educational reform and innovative technology implementations that meet the challenges of 21st century learning.
- **The Innovative Teachers** program brings together communities of teachers to share their innovative ideas and best practices in teaching.
- **The Innovative Students** program provides affordable and reliable software to qualifying governments purchasing Windows-based PCs for primary and secondary students' personal use at home.

For more information on Microsoft Partners in Learning, go to [www.microsoft.com/uspil](http://www.microsoft.com/uspil).

### Fresh Start for Donated Computers Program

Fresh Start is a component of the Partners in Learning program and provides schools access to Microsoft software. Fresh Start for Donated Computers provides K-12 schools with Microsoft Windows® 2000 licenses at no charge for donated computers that lack properly installed or licensed programs. For more information, go to [www.microsoft.com/education/FreshStart/FreshStart.asp](http://www.microsoft.com/education/FreshStart/FreshStart.asp).

### Tech Soup & Microsoft Authorized Refurbisher (MAR)

Microsoft's nonprofit partner, Tech Soup, donates software products to eligible nonprofits across the U.S. In partnership with Tech Soup, the Microsoft Authorized Refurbisher program provides Microsoft Windows Operating Systems to PC refurbishers—including schools—in the United States. Since 2003, TechSoup has provided more than \$8 million in Microsoft software to nonprofits in Maryland. For more information, go to <https://www.techsoup.org/mar/default.aspx>.

## Researchers, Students at Johns Hopkins Gain Better Access to E-mail with Enhanced Communications Tools

The Johns Hopkins Bloomberg School of Public Health (JHSPH), a division of the Johns Hopkins University, was founded in 1916. Today, the school is a leading institution for public health, as well as the largest school of public health in the world. Located in Baltimore, Maryland, JHSPH has more than 2,000 students from more than 80 nations, and about 1,000 faculty members, many of whom conduct their work around the globe. In fact, at any time, an average of 25 percent of the faculty is traveling or working in different parts of the world.

The information-intensive research environment of JHSPH, combined with the highly mobile and dispersed nature of the faculty, makes communications an essential part of the school's infrastructure. In 2004, to improve its communications capabilities, the university migrated its messaging technology from a relatively complex Sun Microsystems-based system to one based on Microsoft Exchange Server 2003. Then in early 2006, they decided to participate in the Microsoft Rapid Deployment Program for Microsoft Exchange Server 2007, which gives organizations the opportunity to deploy beta versions of the software.

The school began initial work on deploying Exchange Server 2007 in fall 2006, and is conducting a gradual rollout that will be completed after the production release of Exchange Server 2007. Once Exchange Server 2007 is fully deployed, the school's IS group plans on integrating it with Microsoft Office SharePoint® Server 2007 to provide users with convenient intranet access to their e-mail inboxes, shared calendars, task lists, and other communications and collaboration features.

JHSPH is deploying Exchange Server 2007 to help manage the long-term growth of an infrastructure that needs to support a highly mobile and geographically dispersed base of users. The features of Exchange Server 2007, such as its enhanced version of Microsoft Office Outlook Web Access, enable the school to provide mobile and remote users with faster, more reliable access to their e-mail accounts.

The software includes new and more powerful management functions that help the school's IS group deploy a richer and more responsive messaging environment with little or no increase in IT resources. The reliability and scalability of Exchange Server 2007 help ensure that critical communications are received and that collaboration can continue among faculty and students, even in the event of disasters or with people working in very remote locales.

"Exchange Server 2007 is helping us deal with the challenges involving remote and mobile users, as well as the continuity of our work in the event of a crisis," reports Todd Wilson, Operations Manager, Enterprise Services for JHSPH. "It is helping us deploy a rich, robust communications and collaboration infrastructure that can serve the ongoing needs of the faculty and students."

Read the complete case study at [www.microsoft.com/casestudies/casestudy.aspx?casestudyid=200072](http://www.microsoft.com/casestudies/casestudy.aspx?casestudyid=200072).

"[Microsoft Exchange Server 2007] is helping us deploy a rich, robust communications and collaboration infrastructure that can serve the ongoing needs of the faculty and students."

Todd Wilson  
Operations Manager, Enterprise Services  
The Johns Hopkins Bloomberg  
School of Public Health



## Tablet PCs a Hit at Maryland School

Of all the advances in computing technology, perhaps none has been bigger than the evolution in the personal computer's form. Desktops, notebooks, tablets, Smartphones—all offer the power and flexibility to meet challenging computing needs. But what is best in the educational setting? At The John Carroll School in Maryland's Harford County, the answer is Tablet PCs.

The approximately 870-student Catholic high school has employed the power and portability of Tablet PCs powered with Microsoft Windows XP or Windows Vista®, along with Microsoft Office 2007. With all the power of a desktop or notebook, Tablet PCs give The John Carroll School's students the freedom to learn wherever they are.

The use of classroom technology at The John Carroll School dates back to 2000, when a donation from local businesses helped it put a desktop PC in every classroom. By 2002, notebook computers were in the hands of teachers, principals, and counselors. In 2005, Tablet PCs replaced those notebooks. In the fall of 2006, Tablet PCs also were issued to all incoming freshmen students, and in the fall of 2007 the next incoming class also received Tablet PCs.

School managers say that the Tablet PCs create an atmosphere of more flexible learning while also preparing students for the real world. "It doesn't matter if you're a forklift operator, you're going to use a computer," says Greg Russell, Director of Technology for The John Carroll School. "And the more creative and innovative about it you can be, the better."

Russell adds that Tablet PCs offer the power of laptops but with a more personal interaction through a pen, rather than mouse or keyboard. "It does everything a notebook does but with the extra capability of allowing handwriting. And it's handy for them to have anywhere access and not have to go into the school computer lab."

Still, as English and journalism teacher Mark Ionescu points out, a school can't simply toss computers at its students and expect success. "There is a lot of talk about students and technology and how they can just walk into anything and know how to use it," he says. "But to me, that's false. They're comfortable experimenting with digital technology, but if you expect them to use professional-level applications, then training is absolutely critical." So The John Carroll School puts students through a Tablet PC "boot camp" before the school year, showing them how to organize class projects with Microsoft Office OneNote®, manage battery life, use the writing pad, and more.

"Microsoft software works. You install it, and things function together well."

Greg Russell  
Director of Technology  
The John Carroll School

Both Ionescu and Russell have high praise for Microsoft tools. "OneNote is a huge plus," says Ionescu. "It's just great to have one place where students can search their notes and store everything." Adds Russell: "Microsoft software works. You install it, and things function together well. It's also easy to find people who can work on the software, so you don't hear 'Oh, that's not our program—you'll have to call somebody else.'"

In addition to loading its students' Tablet PCs with Microsoft Office 2007, OneNote 2007, and other programs, The John Carroll School has adopted a wide range of other Microsoft products. Its e-mail system is built on Microsoft Exchange Server 2007, and Windows Server® 2003 handles server management. Teachers also are using Microsoft Office SharePoint Server for collaborative tasks. Ionescu, for instance, works with students publishing the school newspaper, where they use SharePoint to store and edit documents. "It's just a great tool for keeping everything in line," Ionescu says.



## Baltimore County Schools Make Microsoft Products the Standard

Like most school districts, the 106,000-student Baltimore County Public Schools, (BCPS) system needed to make the most of its technology expenditures. But in 1999, it had a hodgepodge of computers and back-end systems, some based on the Apple platform and some on the Microsoft platform. About 6,000 computers were distributed over 170 locations. Synchronization between the machines was poor, and software upgrades posed challenges.

When Superintendent Joe A. Hairston took the reins of the system in 2000, he decided it would be more efficient and cost-effective to standardize on a single system. Because Dr. Hairston wanted students to become familiar with the technology tools they were most likely to use in the workplace, he chose the Microsoft platform as the standard for Baltimore County Public Schools.

The following year, the system purchased \$9.3 million worth of Dell desktop PCs running the Microsoft Windows operating system (about 6,600 computers), virtually doubling the system's computer

inventory at that time. Since then, the system has purchased about \$3 million in new computers each year, in addition to shifting back-end operations to a Microsoft platform that today includes Microsoft SQL Server™, Microsoft Exchange Server, and related products.

"There are a lot of contractors who know the Microsoft operating system, and that really adds value to us."

Michael Goodhues  
CIO  
Baltimore County Public Schools

The switch to a Microsoft-based technology infrastructure has resulted in several benefits for Baltimore County Public Schools, says Michael Goodhues, the system's Chief Information Officer. BCPS easily found a Microsoft Certified Partner—Data Networks in Baltimore, MD—to assist with the conversion. Microsoft licensing programs for education made the adoption of Microsoft products cost-effective, and Microsoft products such as SQL Server easily scaled to meet the needs of the large Baltimore County Public Schools system.

Managing a single platform also has simplified IT management. "Standardization is key for us," says Goodhues. "We don't have the opportunity to add staff as we add devices and applications, so we

need to rely on our current contractors and vendors. There are a lot of contractors who know the Microsoft operating system, and that really adds value to us."

BCPS initially deployed Microsoft Office XP for standard classroom and business tasks, Exchange Server for e-mail and calendar functions, and Microsoft SQL Server 2000 for managing student records. In addition, BCPS has begun to take advantage of the collaborative tools found in Microsoft Office SharePoint Server. Recently, for example, the district produced an annual performance report that incorporated input from staff members. Using SharePoint greatly improved the process, says Goodhues. "We had much better version control, and everyone was working from the same document," he reports. "It was a perfect tool for improving a collaborative process in a large organization."

A large-scale upgrade to new art computer equipment also has paid off in bringing new, up-to-date software to faculty members and students. "Finally all the schools are on the same page," says Farrell Maddox, Supervisor of Visual Arts at BCPS. "So we can offer professional equity programs such as having teachers come in and learn about different software programs."

Within the art instructional curriculum program, students use the new Dell PCs, Microsoft Office PowerPoint®, and programs such as Adobe's Creative Suite 3 in multimedia classes and digital research classes. Students throughout the district make regular use of Microsoft Office Word and other Microsoft Office applications to complete homework and manage assignments. Most students learn quickly how to use the Microsoft suite of products, as that's often what they use at home.

Maddox, who has worked in the Baltimore County Public Schools for 27 years, marvels at how technology has evolved in education. "I remember when we could type and look at a line of copy and revise it before we hit the 'return' key," he says, recalling a typewriter/CRT combination popular in the early 1980s. "I'm amazed at the changes we've seen in just a short period of time."

## Microsoft Provides Nearly \$20 Million in Cash and Software to Maryland Communities

Since 2003, Microsoft and its employees have provided more than \$19.4 million in cash and software to Maryland community organizations, schools, and human-service agencies.

A large amount of those investments have been in the form of grants for Unlimited Potential, a global Microsoft program that supports technology centers and skills training for local residents. Unlimited Potential donations to Maryland have included:

- Project Garrison was established in 1995 to advance initiatives in northwest Baltimore to strengthen the community. Support from Microsoft will assist the Community Technology Center at Project Garrison in hiring staff. Community residents will be able to enhance their skills through increased access to CTC satellites throughout the community and expanded IT skills training.

- Learning Independence Through Computers (LINC) provides an array of computer training and other resources to underserved communities and to communities of children and adults with disabilities. Support from Microsoft will supplement staff, enabling LINC to expand its offerings of IT skills training. Microsoft's support includes cash and software gifts of more \$83,000.

Microsoft also gives to Maryland communities through national community partnerships. For instance, a Microsoft partnership with NPower includes a commitment of \$25 million in cash and software donations to support the successful expansion of the NPower Network. In addition, Boys & Girls Clubs throughout Maryland have received more than \$1 million in software, training, and curricula through Club Tech.

## Microsoft Support for Maryland's Students and Teachers Stimulates Change in Education

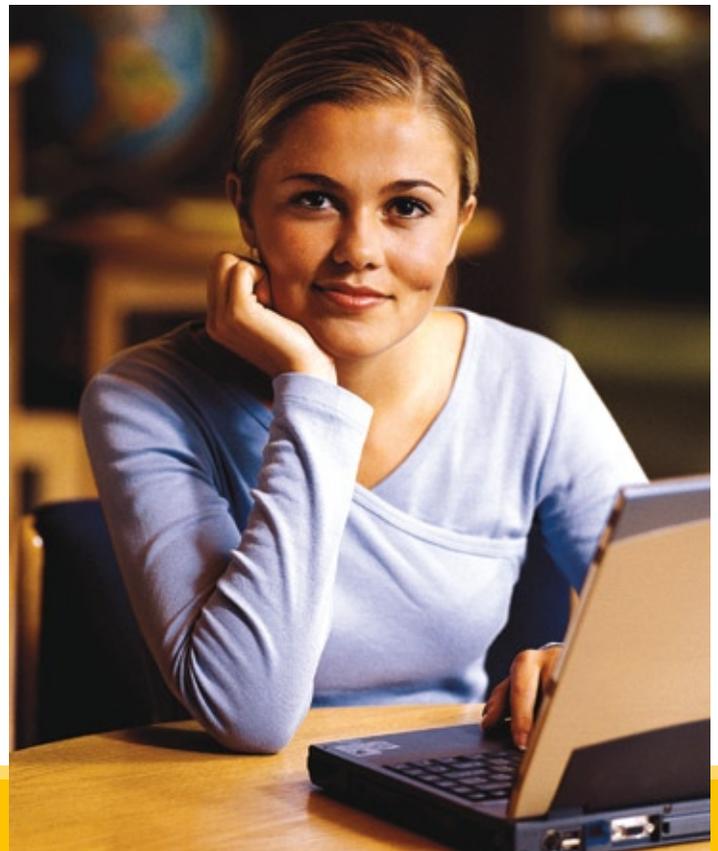
Microsoft creates software and solutions that empower educators and students to do what they do best: interact, collaborate, and learn. With discounts designed to provide the best software at the best prices to educational institutions, faculty, staff, and students—and through special licensing programs, world class consulting services, and educational partnerships—Microsoft is enabling more Maryland students and teachers to use the latest educational software tools.

The Microsoft Campus Agreement and Microsoft School Agreement programs provide schools a flexible and affordable way to run a selection of Microsoft products on an annual subscription basis. Even if the number of computers or users grows, the school remains fully licensed for the term. Schools also can license students for use of select products on personal or institution-owned computers checked out to a student for the school year. Plus, the school automatically receives the benefits of Microsoft Software Assurance Membership.

With Microsoft transactional licensing programs, Microsoft Open License for Academic and Microsoft Select License for Academic, institutions acquire perpetual licenses while eliminating the costs and packaging of retail software. They also have the option of enrolling in Software Assurance, which entitles them to product upgrades during the agreement term, E-Learning courses, and more.

Learn more about Microsoft licensing programs for educational institutions at

[www.microsoft.com/education/howtobuyinstitution.mspx](http://www.microsoft.com/education/howtobuyinstitution.mspx).



## Extending Academic Discounts to Students and Educators

Maryland educational institutions also can use Microsoft licensing programs to provide licenses to students and educators to support technology usage from school to the home.

Institutions that participate in the Campus Agreement or School Agreement programs can include the Student Option. With the Student Option, these institutions can license students for a selection of products on an annual basis and provide usage rights to the latest releases of the software.

Another option for extending academic discounts to students and faculty is through the Microsoft Student Select program. Participating institutions can use their volume licensing discounts to acquire software licenses, and then pass on the licenses—and the savings—to students and faculty.

The Student Select program enables students (through their parents if they are a minor) and faculty to buy single Microsoft products for home use at a discount of over 85 percent\*. The program makes it easy and affordable for students and faculty to work on school projects on a home computer using the same Microsoft programs used at school.

To find out if your institution is participating in the Campus or School Agreement Student Option or the Student Select program, contact your institution's technology administrator's office, media library specialist, computer store, or bookstore.

\*Stated discount based on comparison of estimated retail prices of Microsoft Office Professional 2007 full retail packaged product to estimated academic retail prices of Microsoft Office Professional 2007 CD through the Student Select program. Actual reseller prices may vary.

## MEEC Helps Members Get the Most from Technology Budgets

The Maryland Education Enterprise Consortium (MEEC) provides K-20 public and private education institutions (as well as libraries, museums, and teaching hospitals) in the State of Maryland the opportunity to acquire software licenses and computer hardware at competitive prices. MEEC also provides its members technology services including training and interaction with technology vendors, including Microsoft.

MEEC prides itself in building strong working relationships with its vendors, and its relationship with Microsoft is a perfect example. Working with Microsoft, MEEC has established a licensing arrangement that allows all MEEC members to have access to the products that are meaningful in education.

Microsoft offers educational opportunities to MEEC members throughout the academic year, including in-person workshops and Web seminars using Microsoft Office Live Meeting covering topics such as getting the most from your licensed software products, security, and teaching and learning. Hot topics are added to the schedule of events as needed, and recently Microsoft hosted MEEC on a trip to the School of the Future in Philadelphia.

Additionally, MEEC is pleased that the Microsoft team makes itself available to MEEC members by phone or e-mail, at workshops, and as guest speakers at association conferences and meetings.

Bell Industries, Inc., through a competitive bid process, was awarded the right to serve as the reseller for the MEEC/Microsoft Contracts. As a Microsoft Academic Large Account Reseller, Bell provides a wide array of services to MEEC members through collaborative communications with licensing specialists who assist clients in building customized education solutions which includes access to related services and technical staff.

For more information regarding MEEC, including a schedule of MEEC/Microsoft workshops and seminars, please visit [www.meec-edu.org](http://www.meec-edu.org).



## Microsoft BI is Head of the Class at Coppin State University

Coppin State University (CSU) is a residential liberal arts university with a rich history in providing quality academic programs in the arts and sciences, teacher education, nursing, graduate studies, and continuing education. As a fully accredited institution, Coppin serves Baltimore residents as well as students from around the world. It is widely recognized for its intelligent use of information technology and is a recent recipient of the EDUCAUSE Award for Innovation in Network Technology and the Campus Technology Innovator Award from *Campus Technology* magazine.

In 2005, CSU's small IT staff was facing big problems that gave impetus to the search for a fully integrated business intelligence (BI) solution. One of the largest issues was mounting pressure to provide dependable business performance information to the organization. "We faced the realization that our decision-making process should be based on data, not assumptions or politics, and we needed something that would help us make informed decisions in a timely manner," said Dr. Ahmed El-Haggan, VP of IT and CIO. "From the faculty level all the way up to the president, everyone needs access to data all the time in order to make well-informed decisions on their own."

Equally important, CSU needed something to help it deal with the data-driven rigors associated with maintaining their status as an accredited university. "Maintaining our accredited status is critical; without it we would lose revenue, students, staff, and federal funding because we would lose all credibility and international appeal," said El-Haggan.

Faced with a small IT staff, a limited budget, and a need to optimize its existing PeopleSoft ERP application and HEAT helpdesk platform, solving their data access problems could have been a daunting task for CSU. Adding complexity, it needed a BI solution that would not take two or three years to implement. Finally it had to be easy-to-use with minimal training since it would be deployed to 200 users across the organization.

But to El-Haggan and his team, the answer was clear.

"During our ERP implementation, we felt very strongly that the [Microsoft] SQL Server environment was more than adequately scalable. However, our Service Center Board of Directors suggested we ask key industry analysts for guidance," said El-Haggan. "At the end of the day, our original strategy of SQL Server and Windows Server 2000 won out as the best choice for moving forward."

CSU also implemented Microsoft Office PerformancePoint™ Server 2007 for in-depth data analysis, an integrated performance

management application designed to help improve operational and financial performance across the organization.

Finally, CSU worked with Microsoft partner iStrategy to develop its HigherEd Analytics data warehouse and analytic reporting application, with pre-built integration to existing ERP systems, including PeopleSoft, Datatel, and Banner. The iStrategy solution is built on a Microsoft technology stack including SQL Server, Integration Services and Analysis Services, with PerformancePoint Server as the front-end analytic application.

CSU's decision to empower their users with access to information paid off even more quickly and profoundly than they expected.

The solution was deployed to 120 users, each with a personalized dashboard to track a variety of Key Performance Indicators (KPIs) necessary to manage operations. Metrics like applicant count, number of new applicants admitted, enrollment count, student grade point averages, and information from its HEAT helpdesk call tracking system are just a sampling of the items tracked to understand if the graduate and undergraduate schools are meeting projections. Additionally, from an accounting perspective, CSU tracks gifts and pledges, donor histories, and changes in giving patterns.

"The Microsoft BI offering, combined with iStrategy's industry expertise, satisfied 90% of our analysis and reporting needs right out-of-the-box. It was a very quick return for us. Eyes open and mouths drop when we show new users how easy it is to use, and our ability to access and analyze information has created a cultural change in the way we look at things and make decisions," said Prasad Doddanna, Director of Information Systems at CSU.

Additionally, iStrategy delivered a data model which included both relational star schemas and OLAP cubes that enabled the application to be installed in days and implemented within weeks. Immediately after installation, CSU was able to drill-down to underlying detail, with the ability to quickly export the information to other applications, including Microsoft Office Excel®, for further analysis

"It's extremely intuitive and easy to customize. Boom - we get a graph to analyze whatever we need. This functionality is extremely important to us, and adding new dimensions to reflect what we need in reports is a piece of cake," said El-Haggan.

"The friendly interface of the entire Microsoft BI offering and the ease-of-use has been very important because we want to push it out to more users throughout the university," added El-Haggan.

A concrete example of this is the Nursing school. “Traditionally, we have been very good at getting grants, but the process is extremely long and research intensive. However, with PerformancePoint Server, we were able to independently get all of the pertinent data needed and saved two to three weeks worth of research work. As a result, we received a \$750,000 grant that we might not have received without the Microsoft BI solution,” said Dr. Marcela Copes, Dean of the Nursing School.

Also key to the success of CSU is its ability to maintain its accredited status across its six schools/colleges. Traditionally, it has cost the university upwards of thousands of hours to get through the process and the requirements are becoming more difficult to meet.

“Before the implementation of our Microsoft BI solution, it took our School of Education about 1.5 fulltime employees to manually track our students’ progress. That is about 3,000 work hours a year that we replaced with a push of a button,” said Dr. Sadie Gregory, Interim President and VP of Academic Affairs. “It is not only the savings in work hours that we were interested in, but the business intelligence and the outcomes assessment as well as the ability to track the progress of our students down to a great detail. That was impossible before.”

The accreditation process is designed to make institutions more accountable, and includes a peer review process conducted by organizations that have been identified as ‘experts.’ A school cannot be successful without this seal of approval. If you don’t meet the standards, it’s a disaster...you lose the confidence of everyone,” said El-Haggan. “We are able to address this accountability through

our investment in Microsoft BI.”

Several different government bodies accredit educational institutions, and there are varying levels of accreditation including general school, specialized, and full vs. conditional accreditation. One of the more distinctive accreditations for CSU comes from the National Council for Accreditation of Teacher Education (NCATE). Their performance-based accreditation system requires institutions to provide evidence of competent teacher candidate performance.

“Our school of Education has 99 different and very detailed rubrics and milestones to assess students and understand if they have been successful or not. Previously, there was no way to manage all of that information, but Microsoft has provided us with a solution to this challenge,” said El-Haggan. “It helps the University keep track of student progress and identify those that are having a hard time before they get into real trouble.”

“We passed the NCATE accreditation with flying colors because we had the Microsoft BI solution, which gave us access to crucial information with a click of a button,” said Dr. Gregory.

“Now, many schools that are much bigger with much larger budgets are asking us to share the information on how we did it,” added El-Haggan.

“Eyes open and mouths drop when we show new users how easy it is to use. Our ability to access and analyze information has created a cultural change in the way we look at things and make decisions.”

Prasad Doddanna  
Director of Information Systems  
Coppin State University



## Community College Makes Big Shift toward Microsoft Products

Sometimes location matters in unexpected ways. Prince George's Community College, for instance, is located in Maryland just northeast of Washington, D.C. The nation's capitol is also a major tech center, and anyone familiar with arcane technology systems quickly finds a job. That was a problem for the college, which wanted to adopt a new database to support its transition to improved Enterprise Resource Planning (ERP) software. "Located near the Washington area, there is no sense in even thinking about finding sufficient Oracle expertise that we could afford," says Joseph Rossmeier, Prince George's Community College's Vice President for Technology Services, citing one of the options the college considered.

Instead, the college built its database needs around Microsoft SQL Server. SQL Server gave the college a reliable, scalable foundation for its new ERP solution from Datatel, while also making it much easier to find technical help due to the wide acceptance and familiar interfaces for Microsoft products. In fact, Prince George's Community College hopes to become a certified Microsoft training center, which would allow it to literally train and graduate its own IT support staff.

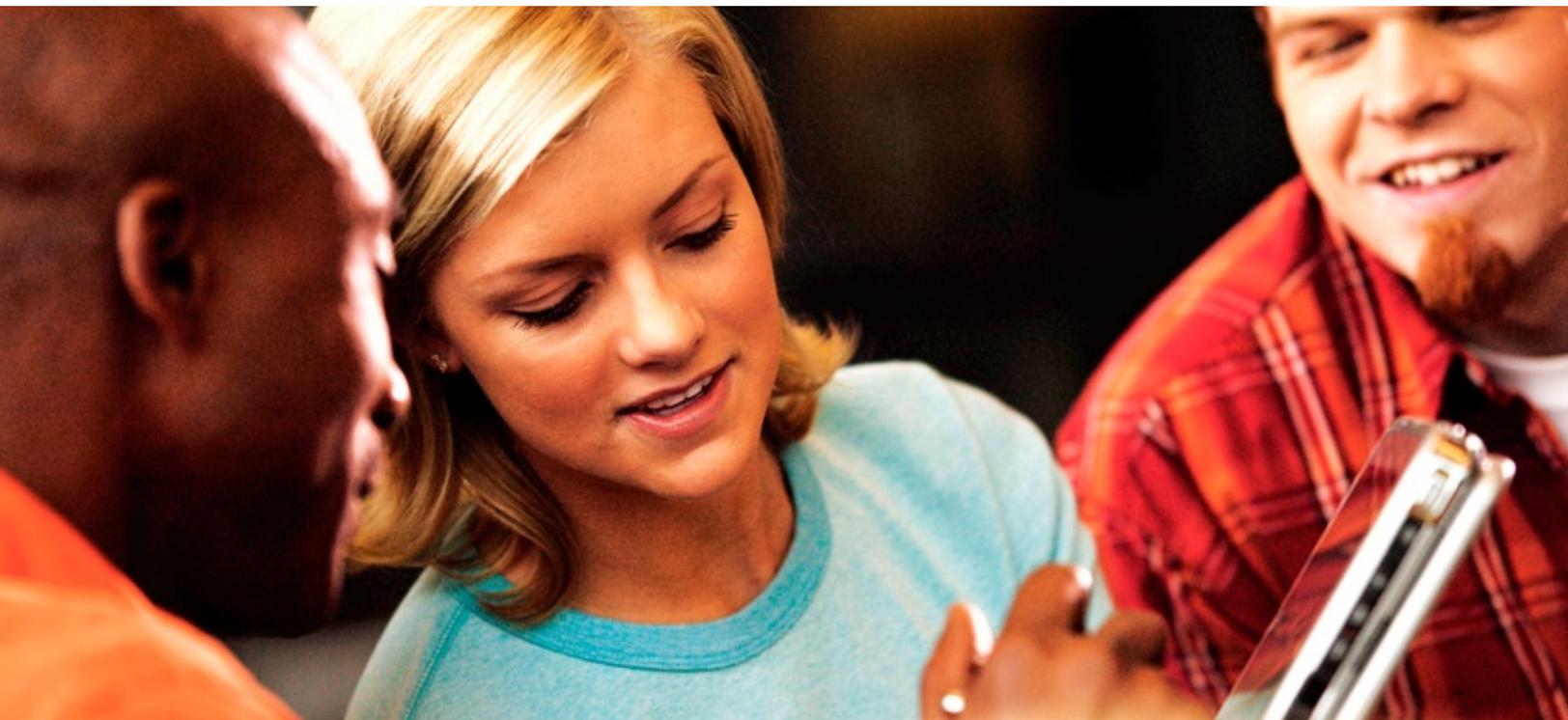
Prince George's Community College is making a broad transition to a wide suite of Microsoft products. In the months to come it will build a new staff and faculty e-mail and calendaring system around Microsoft Office Outlook, backed by Microsoft Exchange Server and Microsoft Active Directory®. It will soon deploy

Microsoft Office SharePoint Server as an internal portal tool for college staff and students. In the fall of 2008 it plans to outsource student e-mail and data storage to Microsoft Windows Live™ Spaces.

The goal is to turn the college into an almost entirely Web-based enterprise. "We want people to be much more independent and have access to the information they need," says Rossmeier. "That would include everything from demographic data to academic program information to the ability to register for courses online."

The college also wants to have a more efficient, centralized IT backbone, says Claudio Flage, the manager of Network Services. "We've had a lot of 'shadow applications'—separate applications that people use around the campus," he says. "We're becoming highly centralized through the new ERP system, and that ERP system will feed a data warehouse that is SQL-based."

When the transition to the new system is complete, Prince George's Community College will have simplified operations and improved data protection through nightly backups. By eliminating a legacy mainframe with complex administrative needs, it will have a more easily maintained IT infrastructure. And the new Microsoft-based systems will allow the college to provide its departments, staff members, and students with the ability to better manage their own information needs.



## DataNetworks

Technology Solution Provider

## Data Networks

Data Networks provides effective technology-based solutions to meet the specific needs of K-12 school districts, higher education institutions, and state and local government agencies throughout the Mid-Atlantic and Southeast United States. Their enterprise service offerings integrate technical and consultative solutions with world-class hardware and software from Microsoft and other leading technology vendors and include Managed Deployment, Servers & Storage, Security & Infrastructure, Unified Communications & Collaboration, and Proactive IT Support.

Data Networks is a Microsoft Gold Certified Partner and a Microsoft Authorized Education Reseller with Microsoft Competencies for Advanced Infrastructure Solutions, Network Infrastructure Solutions, and Information Worker Solutions. Data Networks combines 25 years of experience along with Microsoft technologies to deliver solutions designed to keep pace with the evolving IT needs of public sector organizations. Their solutions are specifically developed to allow schools, universities, and state and local government agencies drive productivity and manage change.

Learn more at [www.datanetworks.com](http://www.datanetworks.com).



## iStrategy Solutions

iStrategy is a leading provider of analytic reporting and data warehouse applications for higher education. As a data modeling and business intelligence architecture company focused on the higher education market, iStrategy has turned a costly consulting engagement into a predictable, cost-effective product that can be installed in days and implemented in weeks.

iStrategy's Higher Ed Analytics Suite™ provides secure self-service reporting and analysis capabilities to a broad spectrum of information users spanning institutional research, management reporting, external reporting, and analytic information needs across the institution. The application provides a library of standardized metrics and descriptive attributes consistent with best practices in higher education management. iStrategy delivers its platform on Microsoft technology, including Microsoft SQL Server, Microsoft ProClarity®, and Microsoft PerformancePoint Server.

Learn more at [www.istrategysolutions.com](http://www.istrategysolutions.com).



## SyCom Technologies

SyCom Technologies, a Microsoft Gold Certified Partner, combines extensive commercial and education experience with deep expertise in Microsoft technologies to deliver leading-edge solutions to education institutions throughout the Mid-Atlantic region.

SyCom prides itself in helping schools and universities take advantage of Microsoft tools and technologies to create a learning environment that is unified and productive for students, faculty, administration, and their respective communities. SyCom specializes in providing business technology services, including core computing and data storage, network infrastructure, productivity tools, security, IP communications, and technology management.

SyCom has been recognized by industry and business for its expertise and its ability. The company has been the recipient of numerous awards including the Ernst & Young Entrepreneur of the Year Award for Virginia, Virginia's Fantastic 50 Award, and the Central Virginia Better Business Bureau's Marketplace Integrity Award.

Learn more at [www.sycomtech.com](http://www.sycomtech.com).

## Microsoft Services

Microsoft and our partners both support and provide integrated applications that enable staff and students to teach and learn in innovative ways, while streamlining school administration. These applications leverage the Microsoft platform, meet industry standards, and are aligned with the continually changing needs of educational institutions.

Microsoft has a world class consulting organization available to help education customers design and deploy Microsoft solutions. Through close partnerships with local expert technology partners, the Microsoft Services team ensures deep knowledge of Microsoft products and technologies. This knowledge is used to architect and deploy solutions in the most optimal manner, making them manageable for IT staff and adaptable and extensible for end users. Learn more at [www.microsoft.com/services/microsoftservices/](http://www.microsoft.com/services/microsoftservices/).

Learn more at [www.microsoft.com/services/microsoftservices/](http://www.microsoft.com/services/microsoftservices/).

## Hundreds of Microsoft Partners Build Technology Solutions in Maryland

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