



# HP leadership in the education industry



Collaborate. Innovate. Secure.

Keypoint Intelligence honors HP for the 2<sup>nd</sup> consecutive year with a BLI PaceSetter Award for Education: K-12. HP is specifically recognized for our:

- Extensive portfolio of reliable, secure A3 and A4 output devices and accompanying software and solutions that can serve as the hub for a school's document-centric activities
- Breadth of offerings beyond MFPs and printers, including education-optimized laptops and Chromebooks as well as augmented and virtual reality technology
- Robust cloud-based education software suite with classroom management, student collaboration, and curriculum annotation capabilities, among other features
- Market leadership in K-12 education that is bolstered by volunteer efforts, education reform involvement, and online curricula for disadvantaged communities



HP Inc.

BLI PaceSetter 2019-2020 for Education: K-12

## HP's deep, broad experience

For over 50 years, HP has been partnering with educational organizations large and small around the world, supplying the technical expertise required to help maximize student achievement. This experience gives us unique insight into your needs to reduce costs, improve collaboration, and drive innovation.

For example, HP PageWide printers and multi-functional printers (MFPs) are ideal for this environment. They offer innovative new technology, but in a more cost-effective and accountable way.

HP is committed to innovation that serves students, teachers, and administrators alike. We understand that educational institutions, both public and private, face tight budgets, fewer resources, and increased demands.

In fact, HP gathered feedback from thousands of teachers, students, and school administrators to create the Education Edition devices ("EE"). HP Education Edition laptops are designed and built for highly mobile, blended learning environments to enable anytime, anywhere creativity, collaboration, and critical thinking.

## Our three-pronged strategy

HP specializations for education include:

**Collaborative experiences:** Enable quality interactions between individual students and teachers through always-on, always-connected teaching and learning.

**Innovative approach:** Enable breakthrough learning experiences through innovative products and services designed to differentiate your educational environment.

**Efficient secure processes:** Securely capture information and integrate data into workflows that streamline processes and drive educational goals, while improving cost savings.

Our strategy for digitizing and streamlining document-intensive processes is outlined in greater depth at [hp.com/go/educationworkflow](http://hp.com/go/educationworkflow), where many of our industry-specific solutions are featured. These solutions center on improving outcomes where it counts most: in enabling a smarter educational institution.

## Empower students and teachers with HP solutions and services

HP education solutions demonstrate HP's overall commitment to helping schools achieve their desired outcomes:

**The HP Advisory Council for Executives (ACE)** keeps a pulse on key trends and directions and validates that our strategy and solutions are meeting the needs of the education industry.

**HP Workflow Discovery** and industry-specific needs analyses use Lean Six Sigma practices and include security and workflow assessments, which together inform and support your investment in HP technology and services.

**The HP Enterprise Test Lab** features rigorous protocols that ensure performance of the hardware and software working together as a system.

**The world's most secure printers<sup>1</sup> and personal computing systems<sup>2</sup>** help ensure higher levels of security for protecting student information, as well as complying with government requirements.

## HP Managed Services and solutions for education

**HP Managed Print Services** deliver meaningful outcomes for students, schools, and communities by lowering operational costs, increasing productivity, enhancing security, improving environmental stewardship, and re-investing for future growth. Turn your imaging and printing assets into an advantage.

Within the competitive arena of Managed Print Services, HP continues to be recognized as a market leader by industry analysts Quocirca<sup>3</sup> and IDC.<sup>4</sup>

**HP and ePRINTit™ mobile printing solution suite** enhances the technology experience and provides a single printing platform to enable students, faculty, and staff to print from any device and manage their own funds and workflows—while helping reduce printing costs.

**HP Digitization solutions** help schools streamline operations and automate processes such as student admissions, financial aid, registration and academic records management, Form I-9 verification, grant proposals, vendor management, and expense and operations requests.

**HP Classroom Manager** gives educators the power to monitor student progress through a user-friendly, teacher-controlled virtual environment. Classroom management, collaboration, and real-time assessments at the click of a mouse.

**HP Touchpoint Manager for Education** boosts student and teacher productivity with this powerful cloud-based app that enables schools short on IT resources to easily manage devices and their connected learning environment.

### HP Education Edition laptops and tablets

These devices are designed and built for highly mobile, blended learning environments to enable anytime, anywhere creativity, collaboration, and critical thinking. Some of these tools include:

**HP ProBook x360 Education Edition** equips your students for success with a rugged, yet sleek-to-carry device. Improve learning outcomes, save teachers' time, and engage students with the world's thinnest rugged convertible.<sup>5</sup>

**HP Chromebook 11A G6 Education Edition** elevates learning in and out of the classroom and empowers students to think critically and work collaboratively. Built with co-molded rubber, reinforced corners, and a manageable, secure, and intuitive Chrome OS™, it enables access to thousands of educational Android™ apps and has universal USB-C connectivity and charging.<sup>6</sup>



### Why HP?

HP is uniquely positioned for excellence as a technology and services leader in today's education industry. HP has a long tradition of innovation and commitment to education. Our decades of experience, together with the solutions and services we've built for education, can simplify secure communication, collaboration, and access to relevant data.

With HP, educational institutions will be better able to deliver cost-efficient collaborative experiences, innovative teaching and learning experiences, and secure, streamlined processes.

<sup>1</sup> HP's most advanced embedded security features are available on HP Enterprise and HP Managed devices with HP FutureSmart firmware 4.5 or above. Claim based on HP review of 2019 published features of competitive in-class printers. Only HP offers a combination of security features to automatically detect, stop, and recover from attacks with a self-healing reboot, in alignment with NIST SP 800-193 guidelines for device cyber resiliency. For a list of compatible products, visit [hp.com/go/PrintersThatProtect](https://hp.com/go/PrintersThatProtect). For more information visit [hp.com/go/PrinterSecurityClaims](https://hp.com/go/PrinterSecurityClaims).

<sup>2</sup> Based on HP's unique and comprehensive security capabilities at no additional cost and HP's Manageability Integration Kit's management of every aspect of a PC including hardware, BIOS and software management using Microsoft® System Center Configuration Manager on HP Elite PCs with Windows® and 8th Gen and higher Intel® processors or AMD Ryzen™ 4000 processors and higher; HP ProDesk 600 G6 with Intel® 10th Gen and higher processors; and HP ProBook 600 with AMD Ryzen™ 4000 or Intel® 11th Gen processors and higher.

<sup>3</sup> Quocirca, Managed Print Services Landscape, 2019; Louella Fernandes, December 2019.

<sup>4</sup> IDC MarketScape: Worldwide Print Transformation, 2020 Vendor Assessment, (#US45354420), August 2020.

<sup>5</sup> Based on convertible laptops with nondetachable keyboards measured at the hinge with rubber trim and bumpers and pass a 76 cm drop test on concrete and MIL-STD tests as of Oct. 2018.

<sup>6</sup> Internet access required and sold separately. Some apps may require purchase.

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