

Case Study 4:

The teachers had the content.

The classroom slowed them down.



ST TECH CONSULTANCY

POWERING TECHNOLOGY GROWTH

The lesson time was shrinking.

The setup time wasn't.

Teachers were moving between classrooms with limited time to start lessons and prepare projection equipment.

Common frustrations included:

- Connecting laptops
- Slow startup
- Login issues
- Limited interaction with projected content

Teaching time was being lost before lessons even began.

Key fact: Interactive learning environments improve student engagement compared to traditional projection-based teaching.

The issue wasn't the lesson content. It was accessibility.

Teachers already had:

- Digital lesson plans
- Interactive content
- Cloud-based resources
- Classroom presentations

But the existing setup created:

- Delays between lessons
- Workflow disruption
- Inconsistent classroom experience

The school wanted teachers to walk into any classroom and start teaching immediately.

Key fact: Schools using interactive classroom technology report higher participation and engagement.

The conversation shifted towards simplicity and continuity.

An interactive display with Google EDLA was introduced featuring:

- Teacher profile login
- Cloud-based access
- Interactive whiteboarding
- Wireless sharing
- Built-in apps and tools

Teachers could now:

- Sign in quickly
- Access their own resources
- Continue lessons seamlessly across classrooms

**The technology adapted to the teacher.
Not the other way around.**

Key fact: Google EDLA allows seamless access to Google apps and classroom tools directly from the display.

The recommendation

The school moved from traditional projection to interactive displays across all teaching spaces.

The result:

- Faster lesson startup
- Improved classroom interaction
- Better lesson continuity
- More engaging learning environments
- Reduced setup frustration for teachers

**This project created
£38,000 revenue**

Key fact: Interactive classroom technology improves collaboration and lesson participation.

Horion



Same customer. Added opportunity.

By exploring classroom workflow frustrations, the dealer was able to:

- Improve the teaching experience
- Modernise classroom technology
- Support interactive learning
- Simplify classroom access and continuity

Solutions like this example are featured within the Workspace Technology Collection.

The Accelerator Kit provides:

- White label catalogue
- Simple conversation starters
- Easy route to supply



Download the Accelerator Kit and start identifying additional opportunities within existing customer projects.