Redefining Opportunity in Higher Education With Apple

U.S. higher education institutions are redefining how they provide educational services, leading to new opportunities for students, better education options for larger populations, and flexible learning modes to meet the unique needs of students, faculty and staff. And at the core of this paradigm shift in higher education is technology.

Returning to a new normal

Accelerating an already growing demand for remote flexible education options, the pandemic has added additional considerations around how students and educators gather in teaching settings and collaborate while maintaining health precautions.

And, for universities that neglect to meet the needs of today's students, educators and administrators, disruptor organizations in the higher ed space may prove to win over the lion's share of next-generation students, educators and higher ed administration staff.

 Corporate Reseller

Apple provides an answer to today's higher education challenges.

As higher education institutions look for stability in this ever-evolving IT environment, standardized technology solutions provided by Insight Public Sector and Apple may provide an answer.

For years, higher ed institutions have relied on several disparate Original Equipment Manufacturers (OEMs) and support services within their device ecosystems, creating fragmentation. With remote learning initiatives underway, standardization is key to simplifying management on the back end and the broader, front-end experience for end users.

By moving to a standardized Apple ecosystem, higher education institutions benefit from:

- Decreasing the disparate device ecosystem, making device management and general IT services more efficient, streamlined and straightforward
- A line of devices known for a longer lifecycle, creating substantial cost savings over years of use
- A hardware and software architecture that is robust against today's modern cyberthreats, including cyberattacks, malware and data breaches

Apple solutions

Known for their intuitive design, powerful compute capabilities, and applications that unlock a host of educational and creative capabilities, Apple® iPad® and MacBook® devices are quickly becoming the go-to solution to support today's modern student, educator and higher ed administrator.

Apple iPad
Create, learn, work and play like never before on the most popular iPad that features a larger 10.2-inch Retina® display and iPadOS®, with support for the Apple Pencil® and Smart Keyboard™. Choose from more than a million apps available in the App Store®, including Apple Arcade® games. Get the perfect shot with front and back cameras and go further with Wi-Fi and all-day battery life.

Apple iPad mini
The iPad mini® puts uncompromising performance in a shockingly thin form factor. It weighs less than a pound but packs a punch with a 7.9-inch Retina display, vibrant images and crystal-clear FaceTime® calls. The camera also delivers advanced optics and an improved sensor.

Apple iPad Air
The iPad Air® is thin, light and powerful. It features the A12 Bionic® chip with Neural Engine, allowing real-time machine learning to transform the way you experience gaming, photos, augmented reality and more. The iPad Air is designed with a 10.5-inch Retina display with True Tone® and supports accessories such as the Apple Pencil and Smart Keyboard.

Apple iPad Pro and M1
With the M1 chip, the new and improved iPad Pro® is the fastest device of its kind. The M1 chip delivers next-level performance and custom technologies, like unified memory architecture, making this iPad high-performing and efficient. With its lightweight, thin design and all-day battery life, this device is as portable as it is powerful.

Apple MacBook Pro
The razor-thin and superlight MacBook Pro® offers a bright Retina display with True Tone technology. Easily unlock this powerful laptop with Touch ID® and access the tools you need with the multitouch-enabled glass Touch Bar™ input screen, designed for easy maneuvering.

Apple MacBook Air
Experience a giant leap in performance with the all-new, 13-inch MacBook Air®. Designed with the new M1 chip that's also found in the 13-inch MacBook Pro and Mac mini®, this laptop delivers exceptional performance, custom technologies and revolutionary power efficiency.

Insight Device as a Service for Apple

Device as a Service (DaaS) is a subscription model that enables businesses to procure hardware for a set, monthly, per-device fee and with no upfront costs. DaaS allows businesses to execute a device refresh at a faster cadence than traditional purchasing and is a single source for device procurement — saving IT teams time and resources.

Insight DaaS for Apple includes:

- Flexibility to return up to 10% of devices after 12 months
- White glove return service and AppleCare®
- A simple, inclusive managed solution under a single contract

Devices	Optional add-ons (per device per month)
iPad	AppleCare for Enterprise (recommended)
iPad Air	AppleCare+SM
iPad Pro 12.9-inch	Apple Pencil and Magic Keyboard
iPad mini	Smart Keyboard

For those looking to incorporate Apple MacBook devices into their environment, the following options are available:

Devices	Optional add-ons (per device per month)
MacBook Air M1	AppleCare for Enterprise or AppleCare+
MacBook Pro 13-inch	
MacBook Pro M1 13, 14, or 16-inch	
MacBook Pro 16-inch	

This core DaaS offering includes:

- Complimentary deployment consultation
- iPad predeployment services
- Apple Business Manager enrollment
- Complimentary prepaid return packaging included with AFS EasyReturn process

Add-on services:

- Provision and kit your devices and accessories
- Zero-touch deployment and device configuration
- Carrier activation
- Service desk support
- Device lifecycle support

Forrester weighs in on Apple.

In 2021, Apple commissioned a study conducted by Forrester Consulting to evaluate the impact that the new Apple M1 chip has on enterprise Mac deployments. The purpose of the study is to provide readers with a framework to evaluate the potential financial impact of deploying Mac — specifically Mac devices with the Apple M1 chip — in their organizations.

Apple device resiliency: Per the 2021 Forrester® report "The Total Economic Impact™ of Apple Mac in Enterprise: M1 Update," Apple devices pose significant benefits in reducing IT support costs.

"Reduced IT support costs saves $12.4 million over three years. During the three-year device lifecycle, organizations save $635 per Mac when comparing the cost of support and operation of PCs."[1]

"Reduced risk of a data breach by 50% per deployed Mac. Interviewees said they are excited to explore the full security implications of M1, and they consider their organizations' M1 Macs to be just as secure (if not more secure) than their legacy Macs and significantly more secure than their PC counterparts. They said built-in security features like automatic data encryption, anti-malware capabilities, and the ease of enrollment into MDM technology keep their M1 Macs secure."[1]

"The energy consumption of M1 Macs is even lower than that of previous Macs, which means that deploying Mac leads to more energy savings than those detailed in the original study. **With M1, organizations are able to reduce the average Mac device cost by $300 in Year 3 and by $200 when looking at all devices purchased during the three-year period."[1]**

By introducing a standardized Apple device offering to support remote learning, higher ed organizations can minimize variables in their IT ecosystem that increase complexity and administrative overhead.

The case for Insight

In the midst of return-to-school planning during a chaotic pandemic, time had become a precious resource. A U.S. community college was launching a distance learning initiative and determined that new devices were needed for internal accounting and IT, as well as an ample number of students switching to remote learning.

Solving this challenge required a clear and ambitious goal: 1,015 devices in the organization's possession in less than 30 days. The college contacted several providers — and Insight Public Sector was the first to respond with a number of viable options. Our teams proposed an Apple device deployment that included:

Hardware procurement	**Warranties for devices**	**Mobile Device Management (MDM) powered by Jamf**

We wanted to ensure the client had access to mobile products that offered an intuitive design, familiar user experience and powerful array of applications.

Higher ed succeeds with Insight.

Engaging a broad pool of resources, Insight Public Sector was able to accelerate deployment to meet our client's less-than-30-day goal. The community college is now on track to launch its distance education initiative successfully with 500 MacBook devices and 515 iPad devices that are ready for use.

In the next five years, the college plans to standardize Apple on a broader scale for a connected campus effort. With touchless provisioning from Apple, this initiative will enable greater control for IT while simplifying management and providing a future-forward end-user experience.