

TECHNOLOGY PLANNING AND IMPLEMENTATION: ALIGNMENT OF STAKEHOLDERS, IT AND FACILITIES

Presented By:

Al Frangione, Principal
Capital Program Management, Inc.

Joe Jenkins, Chief Technology Officer
Folsom Cordova Unified School District

April 22, 2010



What's The Message For Today?

Discussion: 4 Focus Areas

- 1: Do More with Less
2. Bridge the Digital Divide
- 3: Future ~~Proof~~ Future Focus
- 4: Safety & Security - Proactive vs. Reactive

6-Step Guide For Collaborative Implementation

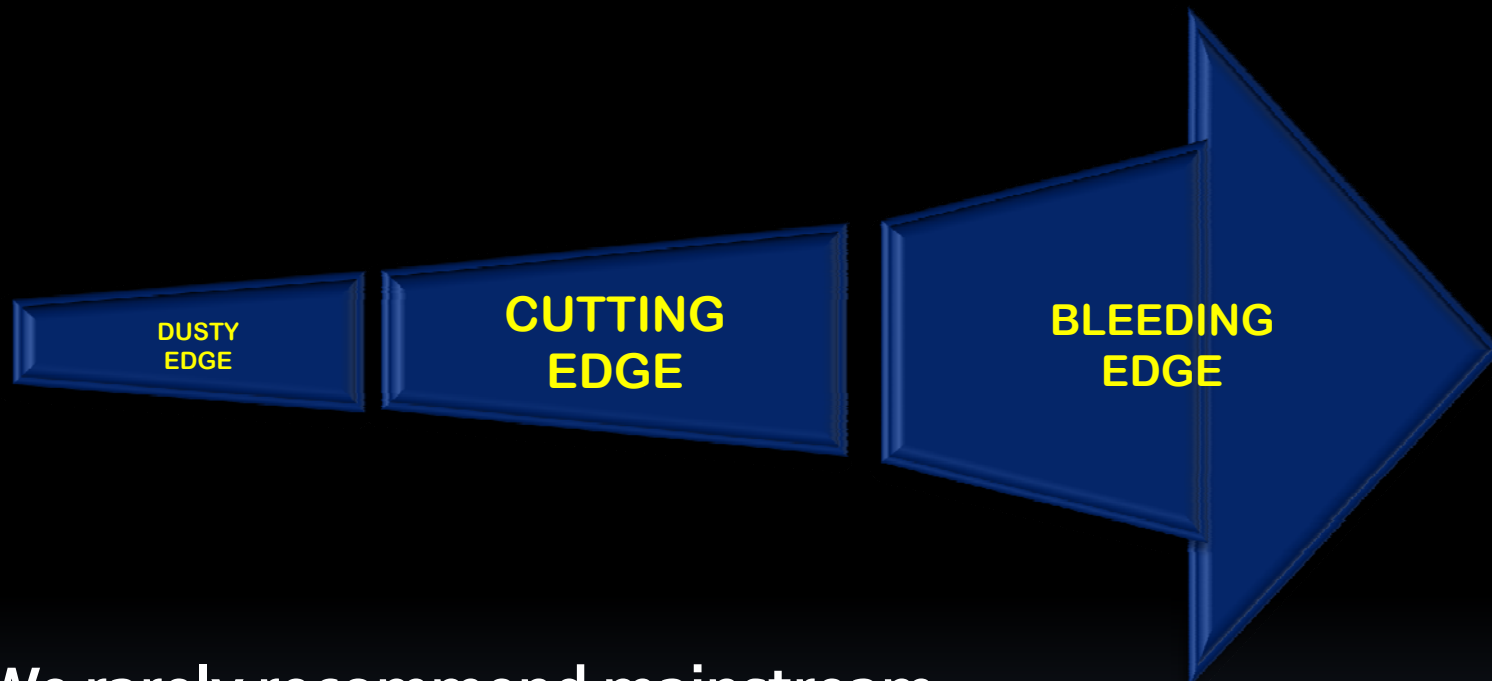
Focus Area 1 ... Do More With Less - What Should We Be Concentrating On?

- Scalability
- Supportability
- Sustainability

Focus Area 2 – Bridge the Digital Divide - What's the Problem REALLY ?

- Understand the stakeholders – know the “clients” (understand the user).
 - Too much technology – or not enough?
 - Not enough training and support?
 - Differences in comfort levels - The Comfort Continuum

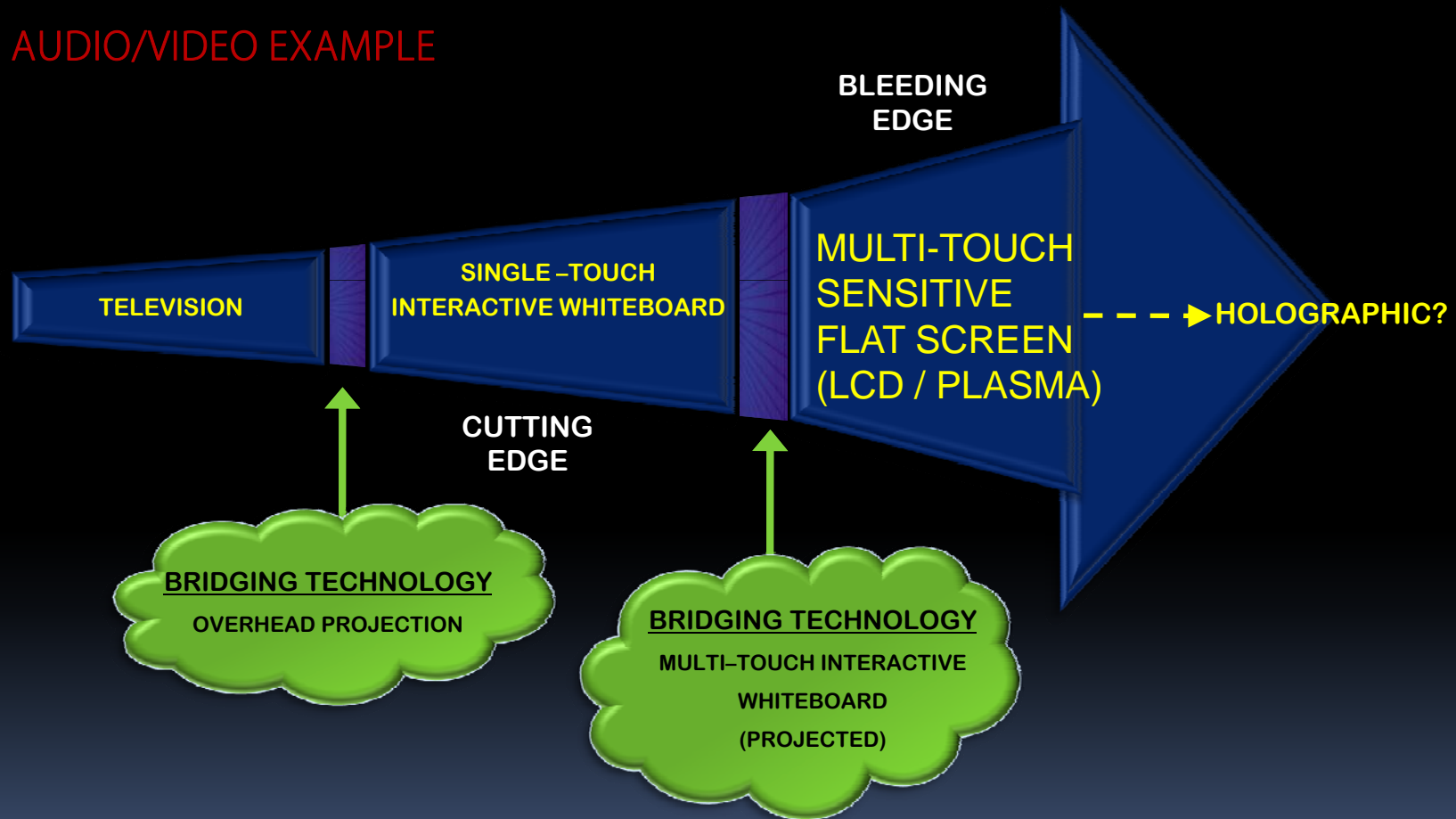
THE COMFORT CONTINUUM ©



“We rarely recommend mainstream rollouts of bleeding edge technology.”

THE COMFORT CONTINUUM[©] AND THE USE OF BRIDGING TECHNOLOGY

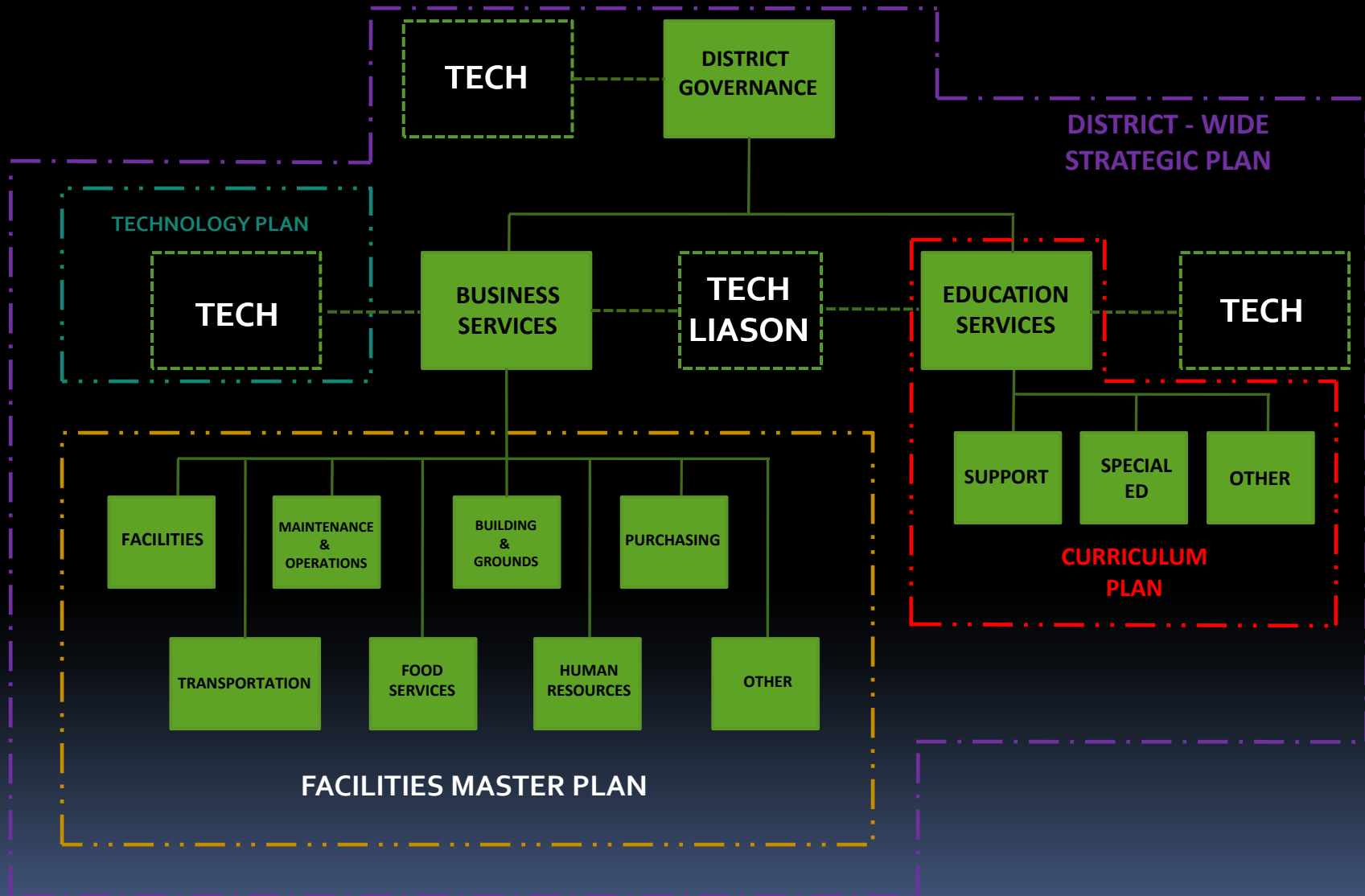
AUDIO/VIDEO EXAMPLE



Focus Area 2 – Bridge the Digital Divide - What's the Problem REALLY ? (Continued)

- Know the culture:
 - Recognize how the organizational structure affects the process.

K-12 Organizational Structure Example – Know the Culture



Focus Area 3 ... Future Focusing is Everything!

- Watch the consumer market!
- Pay attention to “re-branding” and “re-training” of consumers:
 - iPhone – Smart Phones
 - iPad - Tablet

Focus Area 3: Future Focus - You Must Be Current and Knowledgeable (Continued)

- Understand all levels of low voltage and technology and its infrastructure.
- Be knowledgeable about and accept the character of technology.
- Be aware of fresh and future technology.

Low Voltage & Technology Systems (K-14 Examples)

Data Network:

- Cable Medium
 - Fiber
 - Copper
- Wireless
- Microwave PTP
- Data Processing & Storage (Server and Switches)
- Uninterruptable Power Supply Systems

Security:

- Digital Video Security Monitoring
- Building Access
- Intrusion Detection

Voice Management Systems:

- KSU/PBX System
- Voice Over IP (VoIP)
- Wireless Telephone
- Overhead Paging
- Intercom Systems

Audio Visual (Multimedia):

- CATV
- Broadcasting
- Satellite (Community Antenna/Access Television)
- Video Streaming (content on demand – LAN)
- Video Streaming (content on demand – WAN)
- Voice Amplification Systems
- Assistive Listening Systems
- Surround Sound Systems
- Digital Projection Systems

Time and Purchase Management:

- Master Clock (Hard wired)
- Master Clock (Wireless)
- Point of Sale

Facilities Management:

- Fire Alarm System
- Energy Management System
- Low Voltage Lighting
- Generator Monitoring



Focus Area 4 ... Safety and Security: Proactive vs. Reactive

- Understand your need – know where you're trying to go.
- Be able to clearly articulate solutions.
- Watch trends in the market / Seek partnerships for solutions.

6-Step Guide For Collaborative Implementation

Includes:

- Working Collaboratively
- Verifying What You Have
- Master Planning

6-Step Guide For Collaborative Implementation

1. Begin the establishment of a Tech Management program by selecting a small, core “Standards Steering Committee.”
2. Schedule 2-3 facilitated “compass” meetings to establish a clear customized direction.

6-Step Guide For Collaborative Implementation (Continued)

3. Get representation from all departments within the organization.
 - What works and what doesn't
 - Avoid the "no buy-in" atmosphere
4. Survey overall staff comfort level.

6-Step Guide For Collaborative Implementation (Continued)

5. Obtain a Technology condition assessment to include:

- Inventory and locations of all tech or tech-related items
- Minor and major architectural considerations:
 - Site considerations
 - Exterior building considerations
 - Interior building considerations
- Infrastructure

6-Step Guide For Collaborative Implementation (Continued)

6. Establish a Master Plan:

- Total Cost of Ownership Analysis
- Life Cycle Costing
- In-service Training
- Validation of Benchmark Standards

Closing / Q & A

Approach the challenges of planning and implementing technology with an open mind and a culture that supports and encourages collaboration.