

NO MORE SURPRISES:  
A NEEDS ASSESSMENT AND  
BUDGET BUILDING  
COLLABORATION TOOL

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Education Ambassador  
Micro K12

# EDUCATION

MARK VETTER  
MICROK12



TEACHER - 9 YEARS

PRINCIPAL - 22 YEARS

CURRICULUM DIRECTOR  
2 YEARS

TECHNOLOGY DIRECTOR  
6 YEARS

# AMBASSADOR

# OUR LEARNING TARGETS

## **Why?**

Technology integration and costs are not understood by many educational leaders.

## **Development Process**

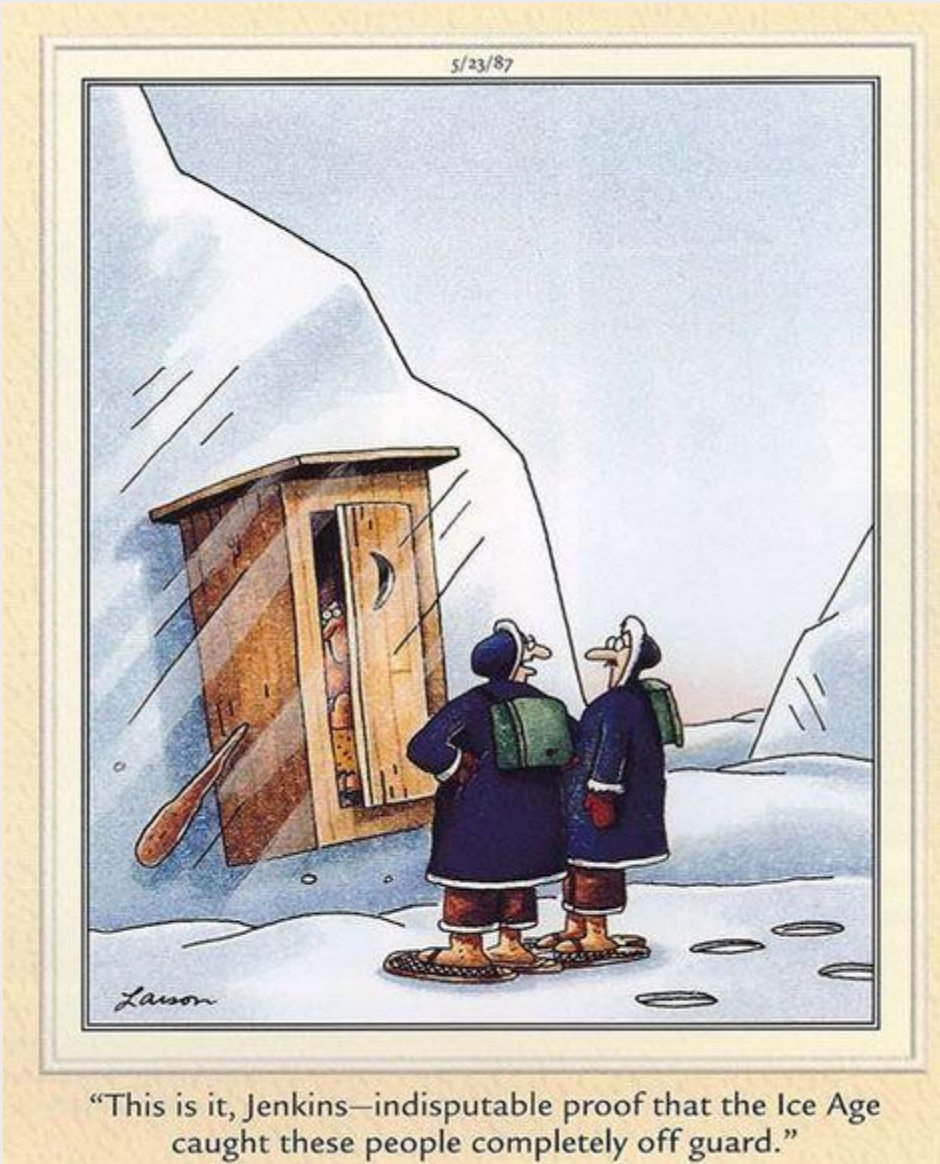
Conversations with edtech leaders and instructional leaders, along with vendors and purchasing agents.

## **Your Conversations**

A tool is only as good as the information entered into the tool. Our intent is to use the tool to leverage collaborative conversations around planning and support.

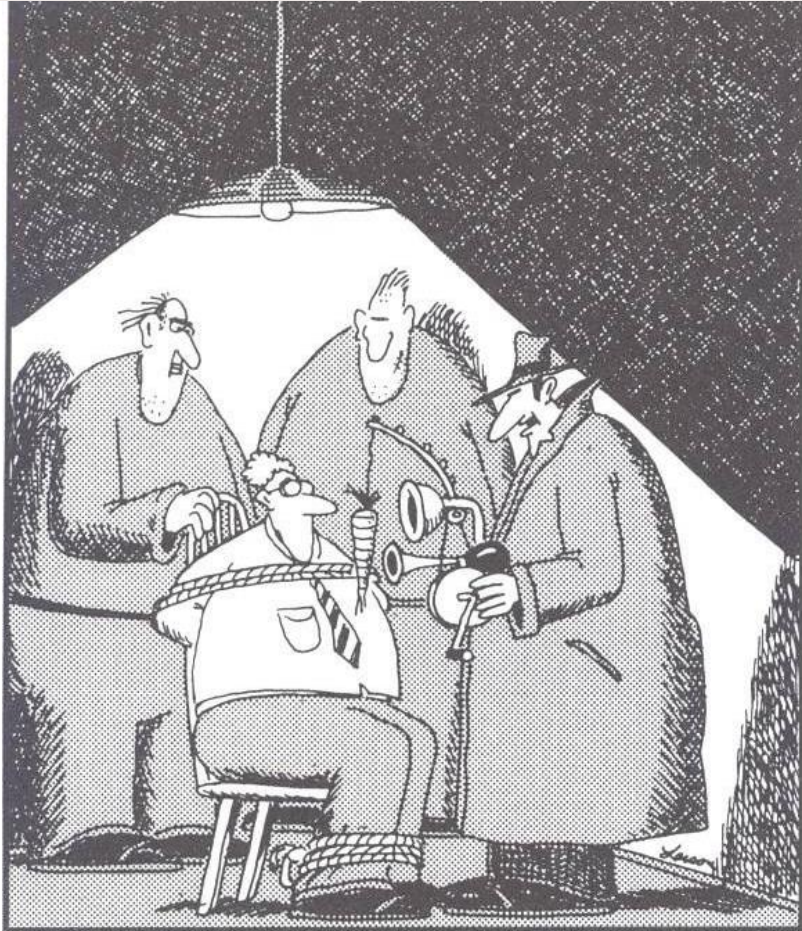
## **The Tool**

Simple, customizable and free.



# WHY?

- **Technology is the lifeblood of any modern organization.**
- **Making the complex simple.... Is not simple.**
- **Adult learning begins with readiness to benefit. Creating an engaging and non-threatening environment to have structured conversations is essential.**



“Well, we’ve tried every device and you still won’t talk—every device, that is, except this little baby we simply call ‘Mr. Thingy.’”

# DEVELOPMENTAL PROCESS

- **Listening and understanding the frustrations of instructional leaders.**
- **Conversations with technology leaders.**
- **Collaboration with budget officers.**



# SHARED UNDERSTANDING

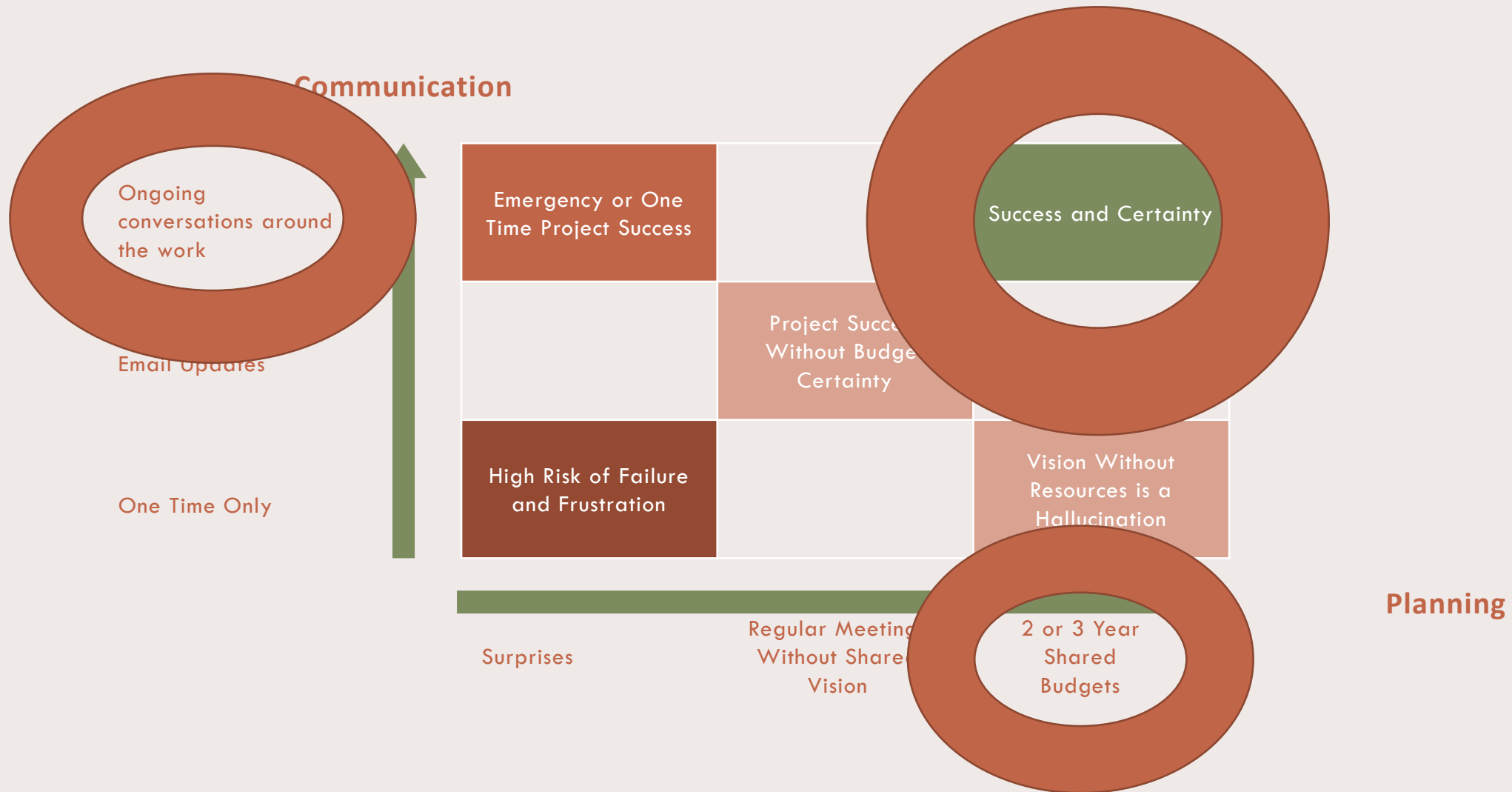
- **Relationship building around the work.**
- **Emotional and intellectual safety.**
- **Nurturing collaboration.**

# EDUCATIONAL SUCCESS

INSTRUCTIONAL LEADERS		
Wants	Past Experiences	Challenges
<ul style="list-style-type: none"> <li>• Sync across devices</li> <li>• Seamless SSO</li> <li>• Zero cost</li> <li>• 100% uptime</li> </ul>	<ul style="list-style-type: none"> <li>• Complex</li> <li>• Never forget past failures</li> <li>• External brain</li> <li>• Sales reps downplay complexity</li> </ul>	<ul style="list-style-type: none"> <li>• Training</li> <li>• Easy syncing between devices</li> <li>• User interfaces, data, SSO, etc.</li> <li>• Ongoing refresh cycle costs</li> </ul>

TECHNOLOGY SUPPORT		
Understanding Vision	Current Environment	Cost of Change
<ul style="list-style-type: none"> <li>• Listen to understand</li> <li>• Verification in writing</li> <li>• Follow-up conversations</li> </ul>	<ul style="list-style-type: none"> <li>• Don't promise what is impossible or improbable without cost</li> <li>• Teacher / student environments</li> </ul>	<ul style="list-style-type: none"> <li>• Training</li> <li>• Environment upgrades</li> <li>• Device upgrades</li> <li>• Infrastructure limitations</li> <li>• Are refresh cycles built into budgets</li> </ul>

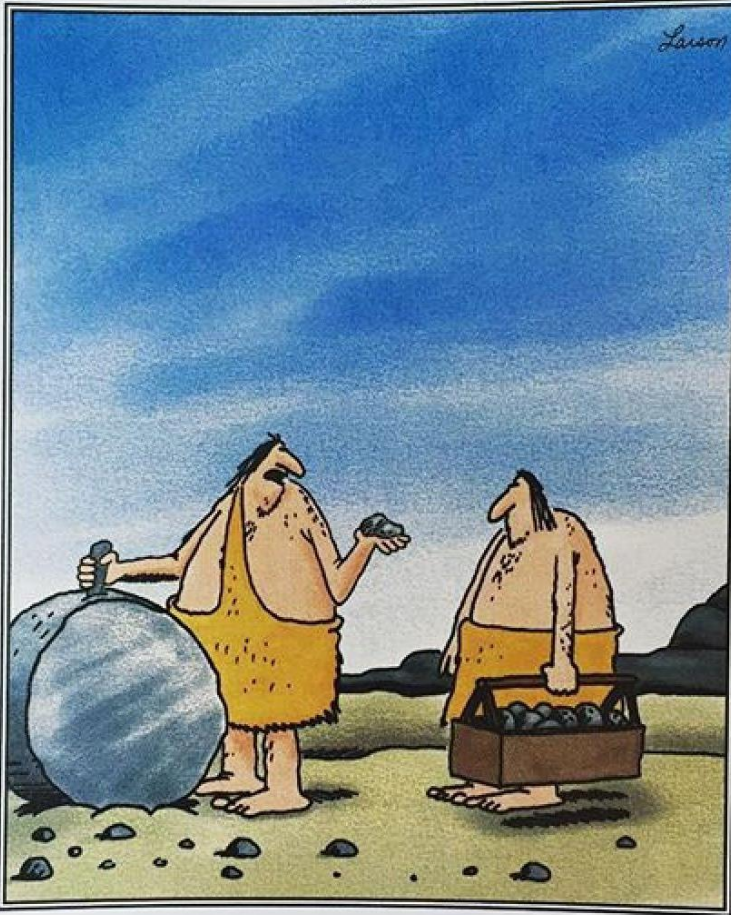
# PROBABILITY OF SUCCESS





1/17/86

Larson



“So what’s this? I asked for a hammer!  
A hammer! This is a crescent wrench! ...  
Well, maybe it’s a hammer. ...  
Damn these stone tools!”

# OUR TOOLS

## Excel Spreadsheet

- Customizable to fit your needs
- Budget officers love spreadsheets!

## Word Document

- Intent is to build relationships around the work
- Shareable
- Leads to deeper conversations
- Includes sample expenditures from three diverse districts

# OUR TOOLS

***We will explore the tools live in the session.  
They will be made available to attendees at the  
end of the session.***

THANK  
THANK  
THANK  
YOU

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