From Hype to High Impact

A Practical Guide to AI Integration in K–12

ednetics® | MGT

Introduction

David Roberts

Director, Customer Success Ednetics | MGT

36 Year Career in Education

- CIO, Boise School District: 25,000 Students and 4000 staff members
- Educator and Coach

Ednetics | MGT

- Focused on the Customer Success: Addressing the Human Side of IT
- Long Term ROI and Life-cycle Management
- Cybersecurity and AI Strategist

David Roberts will share AI expertise and how to integrate AI into K-12 districts.

Throughout his career, David has used his talents to empower others to reach their full potential. From his roots as a math teacher and basketball coach to his executive leadership in the state's largest district, he has consistently approached both people and processes with a blend of encouragement and keen insight. David applies this same proven roadmap to AI integration; his people-centered approach provides actionable, sensible guidance that simplifies adoption and governance in a rapidly evolving landscape.

MGT Overview

THE MGT STORY

MGT began as MGT of America in 1974 with the mission of helping professionals in the public sector improve services in their local and regional communities. Our original focus on improved education, fair and equitable contracting, and workforce development later expanded to include cybersecurity and IT infrastructure, among other solutions offerings. We've been providing technology solutions for more than 35 years.

Trusted advisors. Specialized Solutions. Profound Impact.

MGT is a national technology and advisory leader providing technology, co-managed services, and strategy solutions to SLED clients.

We partner with clients to design and implement technology solutions that address their needs in network infrastructure, cybersecurity, cloud and data, communications, and physical security.

Our mission is to provide solutions that achieve meaningful outcomes and **impact communities, for good**.

Nationally recognized. Locally focused

19
Stand Alone Offices

200+
Engineers

Alabama
Birmingham

Arizona
Phoenix

California
Anaheim
Fresno
Livermore
Los Angles

Florida
Jacksonville
Tampa

Georgia
Savannah
Norcross

Idaho
Boise
Coeur d'Alene

South Carolina
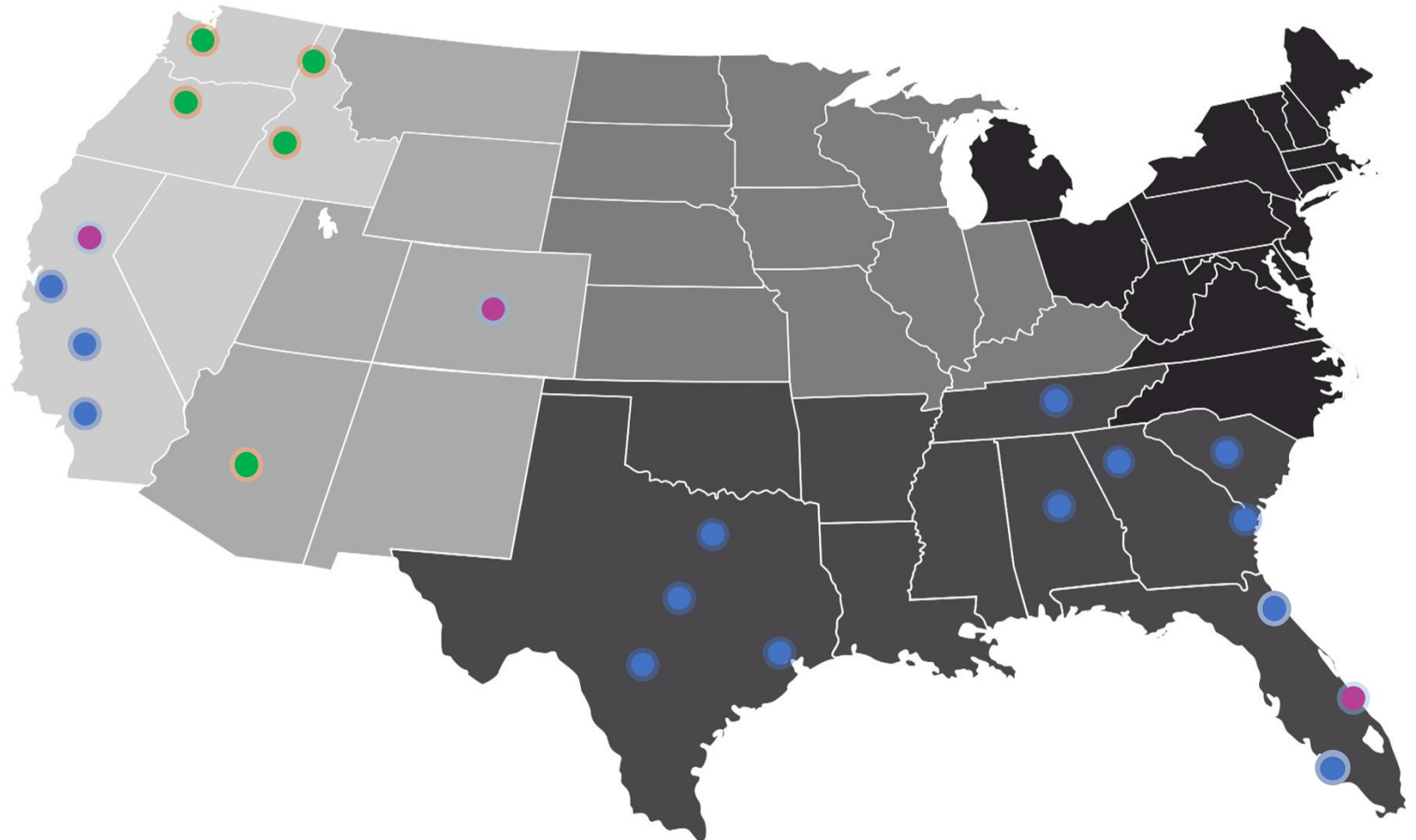Columbia

Oregon
Portland

Tennessee
Nashville

Texas
Austin
Dallas
Houston
San Antonio

**TSG Office Locations**

This color denotes remote office

This color denotes stand-alone office

This color denotes New acquisition

Technology Solutions Group

- Supporting state and local government and education industry experts for several decades

- Multi-vendor solutions and expertise

- Pre-sales design support, project management, cabling, and managed services

- Procurement vehicles including TIPS, NASPO, OMNIA, CMAS, FOCUS, SPURR Master Contract, DIR, and other regional agreements
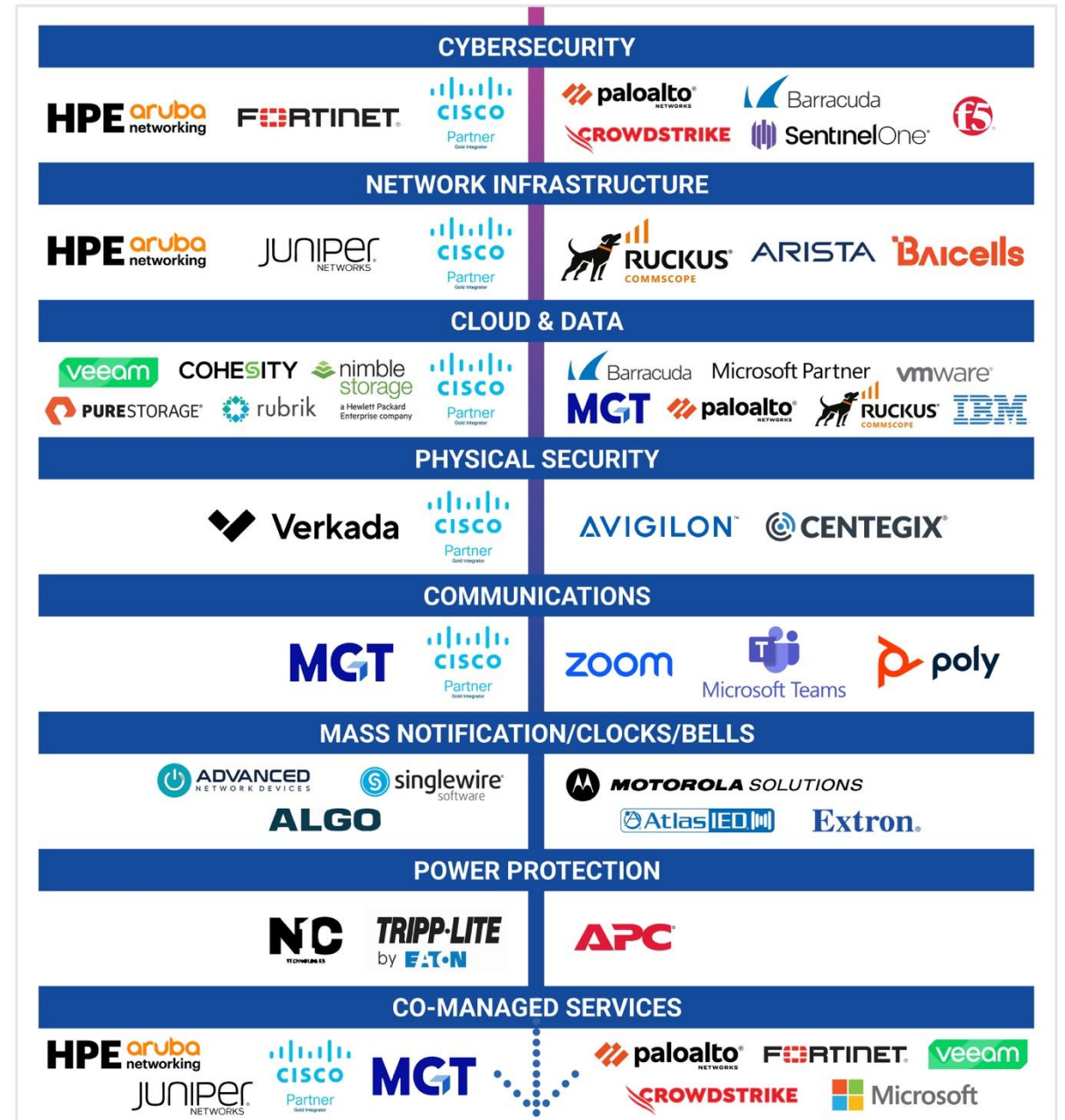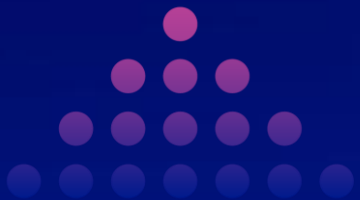
K-12 District AI Integration

AGENDA

Introduction

AI Readiness

- Philosophy

- The MGT Playbook

Questions

Next Steps

A District's Strategy, Technology, and Implementation Quarterback

MGT is a trusted advisor for districts across the country, blending strategic, operational, academic, and technology support to accelerate your comprehensive leadership agenda

Streamlined Accountability, Your One-Stop Partner

Experienced Leaders, Experts, and Educators

Analytical, Financial, Technology, and Strategy Expertise

Outcome: Coherent district-wide strategy and implementation backwards mapped from clear vision of student success and well-being
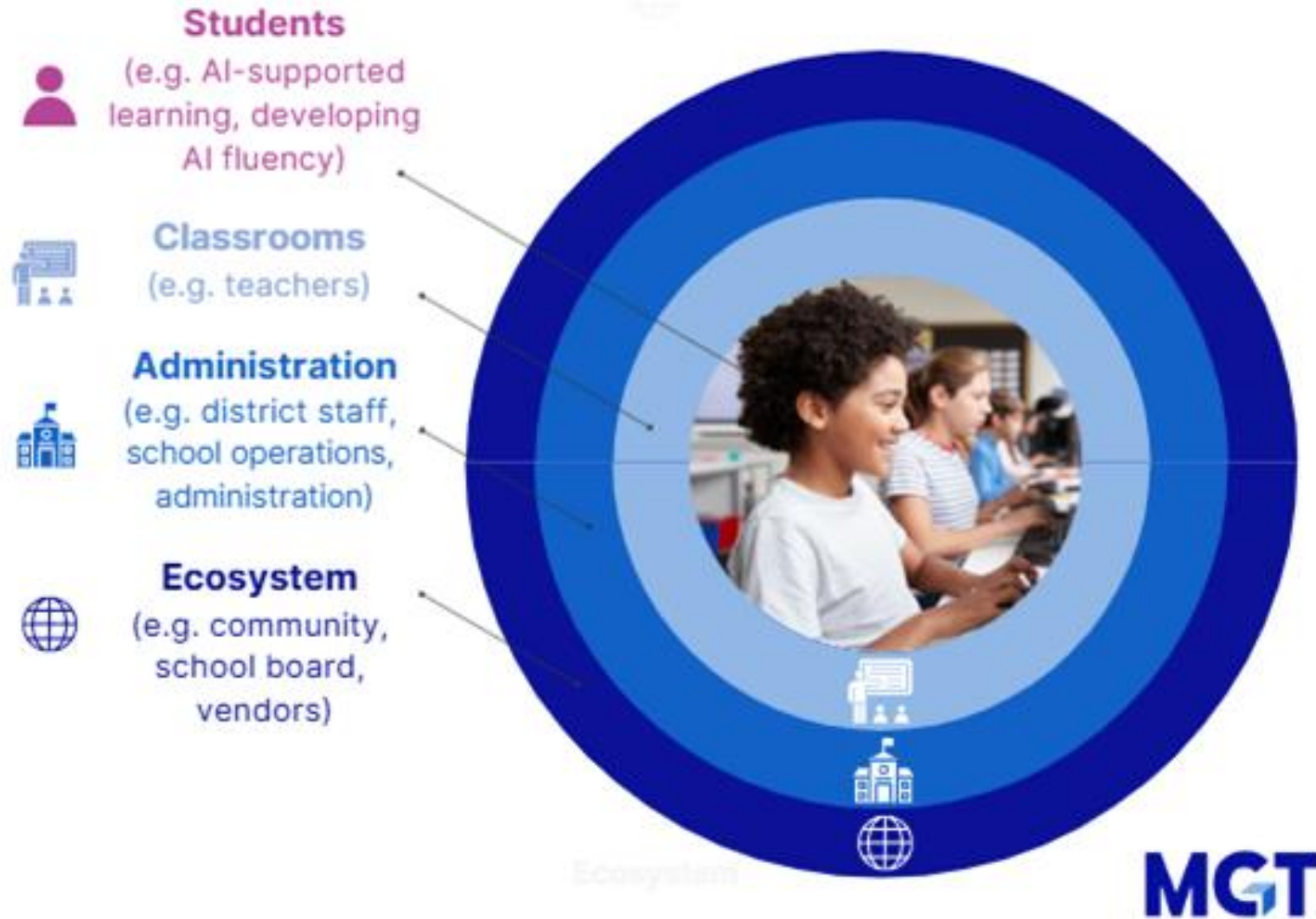
AI in K-12 Education: Philosophy behind Best Practices

What Is your AI Roadmap and where are you today?

- **Country Roads – Low Security and Access**
  - Our old infrastructure, policies and procedures

- **Off-Road – Low Security and Easy Access**
  - Response to the department of "NO"

- **City Streets – Intentional Security and Limited Access**

- **Freeways – Intentional Security and Access**

K-12 AI Integration Framework:
A Comprehensive Ecosystem-Wide Approach

Students (e.g. AI-supported learning, developing AI fluency)

Classrooms (e.g. teachers)

Administration (e.g. district staff, school operations, administration)

Ecosystem (e.g. community, school board, vendors)

Our approach to AI strategy

The **AI Decision Cascade**, detailed below, is a robust framework for leaders looking to develop and articulate an AI-specific strategy that integrates within the unique context of their organization.

What is possible with AI?

Where in the business does this apply?

Are the opportunities you are pursuing valid use cases?

Which opportunities are most important?

How will you implement AI and are you able to?
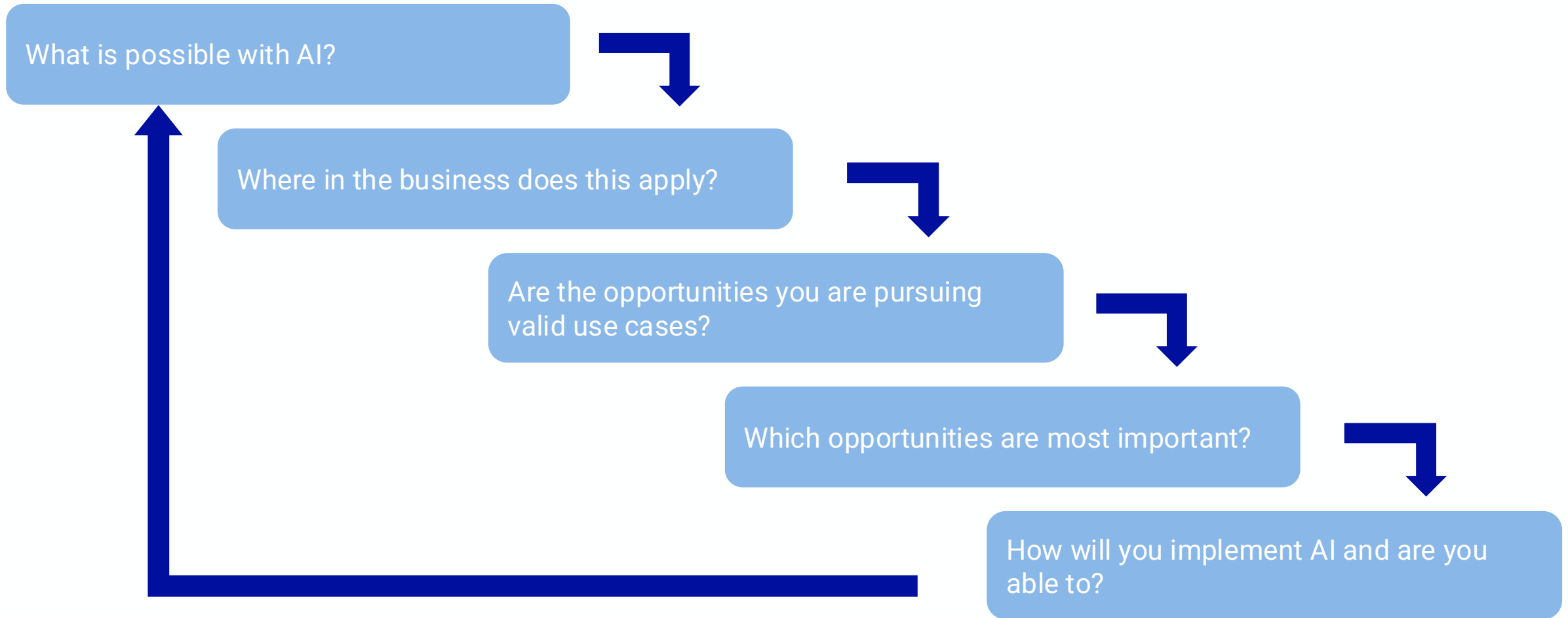
MGT's AI Readiness Assessment Framework

A tailored solution designed to evaluate and enhance each organization's ability to maximize AI's potential.

ROADMAP TO MATURITY

INFORMATION GATHERING
Conduct stakeholder interviews, review existing documentation, security protocols and governance.

READINESS ASSESSMENT
Utilize the MGT Framework to identify and evaluate maturity levels.

IMPLICATIONS & RECOMMENDATIONS
Leverage gap analysis to inform recommended actions across Tech and Organizational domains.

ROADMAP DEVELOPMENT
Develop an informed "AI Roadmap" with prioritized actions and potential use cases.

Proposed Approach

MGT can conduct an AI Readiness Assessment, covering both technology (data, security, privacy, etc.) and organizational readiness (people, governance and policy, and systems) to develop a roadmap in support of the highest use cases.

Scaling AI in K-12: What We are Learning in the Field

Districts can unlock the power of AI by moving beyond pilots to scalable system strategy anchored in coherent governance structures, workforce readiness, and student-centered design.

Districts are launching pilots across the country, but scaling remains a foundational question
Districts are testing AI tools, but lack governance and change management to move from pilot to system strategy

Policies exist, but aren't yet operationalized
Districts are publishing responsible AI policies, but trainings and upskilling to build AI fluency across roles are missing

Students are leading AI adoption
Students already use AI to learn, create, and problem-solve: districts are now defining how to harness student agency and build AI-aligned competencies

MGT's AI strategy is converging around three key pillars:
- AI-empowered learning
- Career-connected learning (CCL)
- New school and instructional design

Public sector leaders need capacity building & support to lead with coherence
Leadership support for districts is fragmented; MGT is playing a coherer and translator role

MGT Case Studies of Support:
Combining District Systems & Execution Expertise with the Power of AI

Technology PMO & Strategy

- Project Management Office in response to data breach
- IT strategic plan and budget - governance and processes, technology and systems, people and resources
- Governance model and charter
- Transformation and alignment of technology function

Implementation Partner

- Launch of AI advisory task force and sequence
- Data governance review with a focus on systems and people
- Overall design and project management
- Functional reviews of all operational systems (HR, finance, etc.)

AI Enabled School Design

- Innovation campus enabled by AI and partnerships
- Portrait of a graduate aligned to future of learning and work - future ready skills
- Transformative learning experiences

K-12 District AI Integration Playbook

District leaders are working to keep pace with AI: transforming fragmented use into a responsible and cohesive strategy that strengthens teaching, deepens learning, and builds community confidence; MGT has built an actionable playbook to make it easier.

AI presents district leaders with a complex set of interconnected challenges driven by both the risks and immense opportunities it creates.

Example Challenges

Teacher Engagement
How can AI amplify teacher impact and promote sustainability?

Student Success
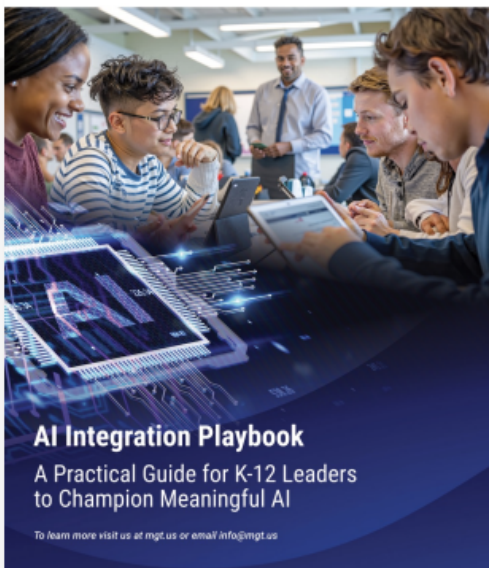*How do we ensure students use AI safely, ethically, and creatively?*

Systems Efficiency
How can AI strengthen district operations and coherence?

Community Confidence
How do we build trust and clarity around our AI strategy?

District leaders need an **Integrated AI Strategy**

AI Integration Playbook
A Practical Guide for K-12 Leaders to Champion Meaningful AI

To learn more visit us at mgt.us or email info@mgt.us

The AI Playbook's Six Pillars

MGT's AI Integration Playbook helps district leaders turn critical questions into a clear, actionable strategy — aligning people and technology while mitigating risk. This free 40-page guide outlines goals, roles, timelines, and research to establish safe AI use, build proficiency, and drive innovation districtwide. MGT built this roadmap on six core pillars:

Strategic Governance
Create a shared vision and structures for meaningful AI use.

Effective Implementation
Implement with scalable, sustainable, and measurable outcomes.

Policy Development
Set clear, ethical guidelines for students and staff.

Communications and Roadmap
Build trust through clear, timely community engagement.

Technology Research
Choose AI tools that best support learning and accessibility.

Professional Learning
Empower educators to use and teach AI confidently and responsibly.

Build Your District AI Strategy Now

Accelerate your district's AI strategy for your community with MGT's AI Playbook guiding every step.

①

Download the free Integrated AI Playbook today

②

Consult with an MGT expert for guidance

③

Develop and implement your AI strategy

Build for the future. Contact an expert at **mgt.us** today

Reach out for more information.

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