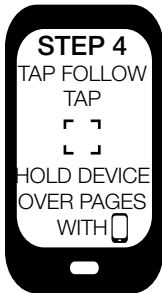
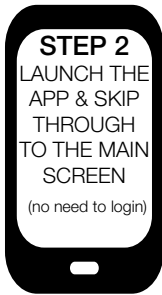


The background features a close-up of a vibrant green leaf covered in numerous water droplets. A stylized blue globe with a white grid pattern is positioned behind the word 'LEARN'. In the top right corner, a portion of a bright orange sun is visible.

# NEW WAYS TO LEARN

TRAINING • ART OF THE POSSIBLE • SUPPORT

a fresh perspective on  
education and technology



To discover more about New Ways to Learn, follow these steps and hover over pages in this booklet

## WELCOME TO **NEW WAYS TO LEARN**

New Ways to Learn is a team of fully qualified teachers, senior leaders and education specialists with a genuine love for learning and technology. Each year we spend thousands of days within schools in the UK and abroad, bringing technology to life, working with headteachers to create exciting visions for learning, and delivering some of the most bespoke and engaging training and CPD available for teachers and students today. What our schools say about us is testament to that.

In education, we provide leaders and teachers with the ideas, tools, practice and knowledge to enhance learning, raise standards and improve outcomes. With over 30 years collective experience in education as teachers and middle and senior leaders, our ability to marry learning and teaching to a truly engaging digital experience is second to none. We look forward to welcoming you to our growing family of schools and colleges.

**Sanjesh Sharma** Founder



**WELCOME**  
Who we are

**TRAINING**  
Workshops and CPD

**PAPER PORTAL**  
Innovation

**ART OF THE POSSIBLE**  
Unlock the potential

# WELCOME NEW WAYS TO LEARN

“Matt, your training was absolutely what we needed - pitched correctly for all participants and very practical and hands-on. Thank you for your patience...”

Liz Bradbury | Headteacher, St. Swithun's School



## PARTNERSHIPS

Work with us

## ADVICE & GUIDANCE

We can help

## iPAD 360

Our all-round solution

# NEW WAYS TO LEARN | WHO ARE WE



**Sanjesh Sharma**  
Managing Director



**Matt Buxton**  
Head of Learning Innovations

The core team consists of like-minded education and technology specialists who want to make a difference every day. We operate on “an outstanding experience guaranteed” commitment, every time. **We have a 100% success rate to date which we are very proud of.**

Our work ethic is based on delivering an experience, not simply consultancy or training. **That makes a big difference.** We’re bright, we like straight talk and our focus is on understanding and interpreting our clients’ needs, whilst at the same time being willing to contribute original ideas to every project.

At New Ways to Learn, we’re young enough to listen and experienced enough to know what makes a difference.



Apple Certified Associate



CERTIFIED  
ASSOCIATE

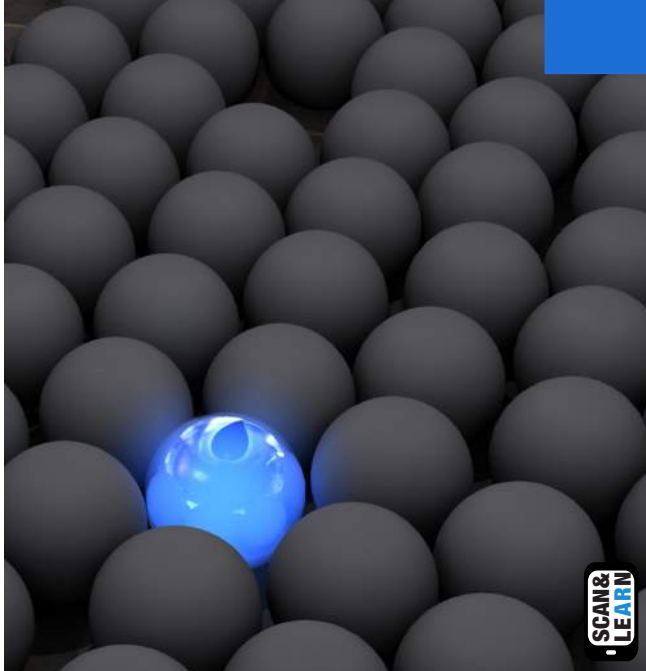


## WHAT MAKES US STAND OUT

**Everyone in our team has worked in a classroom.**

We have all designed curriculums, written schemes of work and planned lessons. We've all experienced an Ofsted inspection and several of us have sat through intense debriefs. Each of us has been handed a piece of technology as a teacher and told "to get on with it". We've all been trained badly in the past and we've all then tried to apply this to learning and teaching in our classrooms. We all have an appetite for great tech.

It is this mutual experience that goes into creating our distinctive approaches with schools and colleges and above all, the empathy we share with senior leaders and teachers.



WHO WE ARE  
NEW WAYS TO LEARN



@newways2learn



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info@newwaystolearn.com

www.newwaystolearn.com

## NEW WAYS TO LEARN | TRAINING

**“Sanjesh provided inspirational support in a number of sessions. Dedicated and thorough, I highly recommend their service...”**

**Paul Berry, Vice Principal  
South Molton College**

At New Ways to Learn, training is not about teaching teachers how to use kit; it is about how teachers can use technologies and digital concepts in combination with their own expertise and creativity to improve learning and teaching.

Our workshops have taken us; into classrooms with students, with staff on INSET days, up early for breakfast sessions, staying late for twilights, 1:1 with teachers over lunchtime surgeries, hands-on with parents in the evening, working across Trusts, running webinars from our offices, Google hangouts and even outside, on warm sunny days! **That’s how we roll.**

The most important thing in getting any workshop right for a school or college is careful planning, flexible delivery and regular follow up – all done in a fun and engaging way.

For further information on any of our training workshops or to enquire about any ICT training not on our list, **contact us today!** [info@newwaystolearn.com](mailto:info@newwaystolearn.com) 0844 66 55 745

**FREE IPAD MINI (OR CHROMEBOOK) WHEN YOU BOOK YOUR FIRST FULL DAY WORKSHOP!**

## CPD AND WORKSHOPS

Our school and college workshops can be booked as full and half days as well as twilights to fit around you. CPD programmes are designed with you.

- Apple iPads, iOS & Mac OS X
- Google Android Tablets
- Google Chromebooks & Google Classroom
- The full Google Ecosystem
- LearnPad
- Cloud & BYOD
- Augmented Reality in the classroom
- Adobe Creative Suite
- Microsoft Windows 8.1
- Microsoft Office
- 2Build a Profile
- Rising Stars Switched on Computing (SOC)
- STEM workshops
- Computing & Coding
- MDM (Mobile Device Management)
- iWorks & iLife



TRAINING  
NEW WAYS TO LEARN

## TRAINING | TABLETS IN EDUCATION

**“I’ve always been concerned at getting the right balance between entertainment and education with iPads but the training provider covered this and he was excellent, engaging and knowledgeable. We need to have more staff at Braunton Academy benefitting from this training. Outstanding provider...”**

**Braunton Academy**



UNSURE WHICH WAY TO GO? APPLE, ANDROID OR WINDOWS? LET US HELP YOU.



## TABLETS IN EDUCATION

The last few years have seen the biggest change in end-user devices for the classroom since the Netbook. They were really just about cost and size.

Tablets bring with them enormous creative potential and the ability for learning through technology, to be instantly accessible, switching it on and off like an appliance. They are nothing like laptops and desktops and their effective use requires a very different approach, curriculum mapping and proper management.



TABLETS IN EDUCATION  
NEW WAYS TO LEARN

## TRAINING | iPADS IN EDUCATION

**“Clear and engaging delivery – enabled me to stay with you (not switch off!) all day!”**

**An inspirational, fun and enthusiastic presentation...”**

**Dartington Primary School**



TO GET MORE FROM YOUR iPADS AT SCHOOL, CALL NOW FOR A CHAT.

## iPADS IN EDUCATION

It hardly needs an introduction anymore. The iPad has done very well in education in terms of numbers. However, the true measurement of success with iPads in a school must be on building confidence in a **toolkit of apps** that support learning and teaching, as well as maximising the potential to create, collaborate and communicate in new ways.

Our workshops build familiarity, get teachers confident and put them several steps ahead of students. You'll be surprised at how much they already know!

Workshops include; 'iPads in a Day', 'Creativity with iPads', 'iLife & iWork', 'iPads & Music Creation', 'Developing a Teacher Toolkit' and 'Flip IT with iOS'.



iPADS IN EDUCATION  
NEW WAYS TO LEARN

## TRAINING | LEARNPADS IN EDUCATION

What LearnPad offers is unparalleled in education when it comes to ease of use, management and putting the teacher back in control of how technology facilitates the full classroom learning experience.

New Ways to Learn are the **official training partner** for LearnPad and we are in schools weekly unlocking the potential for teachers and learners. Our workshops are fully tailored and focus on building confidence with the ClassConnect platform and getting the most out of LearnPads in lessons. In many workshops, we are in classrooms and hands-on with students and teachers.



St Saviours School Ebute-Metta, Nigeria



WE'LL HELP YOU GET THE MOST OUT OF THE LEARNPAD ECOSYSTEM. GUARANTEED.

**“Very interactive session, in which all competency levels of the technology were catered for.**

**Took things slowly but allowed others to move on when ready. Great technology, great training!”**

**Felicity Burrell-Rann  
Broadwater C of E School**

Our workshops are modular making it easy for you to tailor the sessions and work around normal school constraints. 95% of our workshops are during normal school days as we can work with you to include in-class sessions with students, a rolling programme throughout the day for teachers and build in twilights for all staff.

Workshops include hardware and GUI familiarisation, developing toolkits, using apps and building confidence in the use of ClassConnect for resource creation and managing LearnPads in the classroom via the Dashboard. Workshops can also include technical and advanced use of the LearnPads.

Contact our training team to find out more about the formats we can offer and the modules available.

## TRAINING | GOOGLE IN EDUCATION

“Great assembly for the whole school, the session was inspiring and very effective. Staff sessions were well pitched and gave simple practical examples. Really valuable for staff and inspirational for students”.

Lucy Witham  
Guernsey Grammar School



GET IT RIGHT, FROM THE START. LEAP INTO THE CLOUD WITH US.

# GOOGLE IN EDUCATION

This is one of the fastest growing trends in education. The Google ecosystem presents schools and colleges with some of the finest tools available to step onto 'the cloud' with confidence. We have yet to run a workshop where teachers and students haven't left without lots of new things to try out, as well as understanding how sharing and collaboration can really enliven everything that happens in the classroom.

## Google Apps for Education

Our workshops cover everything from using Gmail, Calendar, Sites, Google Drive and Docs effectively on any device, including iOS and Android. We can also work with you to ensure the Admin Console is set up correctly.

## Chromebooks & Chrome OS

Chromebooks are brilliant. We can show you how to get the most out of your Chromebooks by introducing you to the best apps and extensions available to create the ideal Toolkit for your phase or specialism. This is a very popular workshop!

## Google Classroom

Classroom has the potential to transform how you use Google Docs and Drive to create the perfect online space for setting assignments, taking in work, providing feedback and extending learning into the home. Classroom is the game changer.

GOOGLE IN EDUCATION  
NEW WAYS TO LEARN



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cre@tive



So many schools already have the tools to maximise the creative potential for learners, and few tools get as good as the Adobe CS Suite. Covering everything from web design and desktop publishing to video editing and professional image work, the Adobe product line continues to be the standard for students entering the exciting world of multimedia, video production and graphic design. Our workshops are run by experienced trainers and whatever level of experience you have with **Adobe** products, you will no doubt walk away from our workshops with plenty of new tips and tricks – everyone always does!

Our workshops are very hands-on and are designed specifically for teachers and students with modules that will suit every type of user. All our Adobe workshops are supported with YouTube tutorials to ensure you can continue to learn more advanced functions and make the most out of the full potential of each application in the Adobe Creative Suite. Our most popular workshops include:

- Photoshop
- Dreamweaver
- Illustrator
- InDesign
- Captivate
- Premiere Pro

## SOLUTIONS | PAPER PORTAL

The Paper Portal uses the latest in **Augmented Reality** to push content directly to any smart device, triggered by 'zones' on a piece of paper. Simply hold your device in front of a zone and watch. Our research suggests that as most families spend a good amount of time congregated in the kitchen, the ideal spot for placing The Paper Portal is on the fridge. The Paper Portal provides regular and smart bursts of school life, with the wow factor every time!

### HOW CAN IT IMPROVE PARENTAL ENGAGEMENT?

- Connects parents with school life
- Enables interaction with the school's website and social networks
- Provides an experience visually optimised for their smart device
- Multi-language support for EAL
- Support for SEN – watch, listen, touch
- Regular updates to inform and engage
- Gathers instant feedback from parents
- Instant on demand
- Encourages parents to support learning at home

**“I thought it was incredible and couldn't believe that a piece of paper that you could photocopy and send home to parents could present a variety of school news items using interactive, dynamic multimedia. It had an immediate impact.”**

**Shelagh Thompson - Merton Primay School**



**SCAN & LEARN**



like us on facebook

## WHY IS NOW THE RIGHT TIME FOR THE PAPER PORTAL?

There are three key facts that have led us to create the Paper Portal:

### 1. Parents

**Parents** lead increasingly busy lives and want access to engaging content anytime, anywhere.

### 2. Video

**Video** as a format is hugely popular with smart device owners. Video accounts for over 50% of all mobile traffic.

### 3. Smart device

**Smart device** ownership increases exponentially every year, with tablet ownership doubling.



**HOW DOES IT WORK?** Schools simply drag and drop the content they normally capture throughout the day into a secure cloud based space we set up – this could be videos from events or students’ artwork etc. Then they update the weekly bulletin and leave the rest to us.

Parents launch the free app on a smart device, hold it in front of the Paper Portal (nestled between the fridge magnets) and instantly watch the content captured by the school. Just like magic!

With content updated weekly, schools are able to offer their students’ families a virtual TV channel of all the latest school scoops, without the need for any specialist hardware. It’s so simple!

CALL FOR A DEMO RIGHT NOW. WOW FACTOR GUARANTEED.



PAPER PORTAL  
NEW WAYS TO LEARN

## NEW WAYS TO LEARN | ART OF THE POSSIBLE



**Sometimes simply not knowing is biggest challenge.** Thinking about the 'Cloud', Tablets, BYOD, Social Media or Google Vs Office365? We can present the best of new media, emerging technologies and concepts to take you to the next level. Our advice and expertise will challenge you to consider new ways of doing things, many of which you may never have considered previously, or even heard of. Likewise, we will expect you to come to us with ideas and priorities and challenge us to 'make them happen' for you.

With over **300 seminars, keynotes, workshops and lectures** delivered over the last decade, we clearly enjoy talking! However, the key is in working you through all of the confusion and mixed messages out there to unravel the exciting and inspiring world of technology, by looking at the trends, personal experiences and best practice.

With focus on proven technologies, as well bringing digital sandpits to your school or college, we can work with you on integrating ICT as an underpinning factor in your school's vision and ethos, and help you develop fully future-proofed refresh strategies. **Get ready to experience the magic ...**

IDEAL FOR CONFERENCES AND INSET DAYS. BOOK NOW!

**“He impressed, packed a punch, opened eyes, and motivated my colleagues, and they are still talking about him weeks after ...”**

**Sara, City of Glasgow College**

**ART OF THE POSSIBLE  
NEW WAYS TO LEARN**



## SOLUTIONS | IPAD 360 - THE ALL-ROUND SOLUTION

**“Costly digital technology that has the power to transform education often sits in boxes because teachers do not know how best to use it, a study claims.”**

NESTA 2013

iPad360 is our **all-round iPad solution** that ensures tablet technology enables, facilitates and invigorates learning and teaching at your school or college, rather than just becoming another bit of kit. Too many schools are getting it wrong and not placing management of the devices and high quality CPD and training at the core of getting the most out of their investment.

We are fully aware that you can buy iPads in your local supermarket or through your existing IT provider. However, what you cannot buy from them is the breadth of experience we can bring to your classrooms on making these digital tools align to new curricula and course specifications, connect home to school and massively ease the management overhead often linked to introducing iPads in schools.

We have implemented iPad360 with many schools over the last 2 years and the response has been overwhelmingly positive, with the key being, it is hassle-free!

WE ALSO SELL JUST THE IPADS, CHARGING CABINETS AND OTHER ACCESSORIES. GET IN TOUCH FOR A QUOTE.

## iPAD 360 WE JOIN IT ALL UP & MAKE IT WORK. HASSLE-FREE FOR YOU.

### Ready

- iPads – ready out of the box and installed in a trolley
- MDM setup and VPP ready
- Virtual Mirror setup on staff laptops (or Apple TV)

### Relevant

- Preloaded apps for the phase
- Training workshops booked
- Curriculum mapping
- Appropriate restrictions applied for e-Safety

### Risk-Free

- We won't leave until everything works!
- Setup and configuration off-site
- We set them up with you on-site and train up technical staff



iPAD 360 - THE ALL-ROUND SOLUTION  
NEW WAYS TO LEARN

LEASE OPTIONS ARE ALSO AVAILABLE. CONTACT US FOR MORE INFORMATION.

## NEW WAYS TO LEARN | **ADVICE & GUIDANCE**

Gone are the days of quangos and local authority advisors. For many, this has meant greater independence in making choices. For others, it has meant making choices with little guidance or in some cases, not making those choices at all. Schools and colleges these days are often left to the mercy of sales guys and business development managers, no longer having access to the bigger picture, alternative approaches or hands-on time with new technologies and applications.

That is where we come in. Thinking of a network or server upgrade? Unsure about Cloud? Undecided between a laptop refresh or going for tablets? Considering BYOD but unsure about the right approach? Looking for the right technologies to support SEN? Want to see Office365 Vs Google? We can bring all the advice and guidance you need to the table as structured workshops, digital 'sandpits' or presentations with teachers, the senior leadership team and governors. Our aim is to inform, offer impartial expert opinion and help you to make **informed** decisions.



@newways2learn



like us on facebook



“Thank you so much for a brilliant day - you were so generous with your time and for both our school direction and provision for ASD, we really gained so much. It would have taken forever for us to actually glean all that info from a range of places ...”

*Jill Mahon Headteacher*

“Thank you most sincerely for the session yesterday; fantastic, informative presentation giving lots of food for thought for my establishing a social media presence/strategy for the Trust ...”

*Claire Lambert, Cambridge Trust*

Sanjesh focused on ‘The Art of the Possible’, Virtual Landscapes and ICT Today and talked about the technology available to support learning in the classroom today.

He also led hands-on, relevant and eye opening sessions throughout the day where delegates were able to take away many ideas, links and resources ...”

*Mark Drew, Exeter Consortium*

“Really enjoyed it - Sonny was really knowledgeable and personable. Interactive and informative. Very inspiring...”

*Woodwater Academy Trust*

“Fantastic content. This was my favourite session. Amazing innovations in Edu Tech!”

*NAACE Conference 2014*

“Again, interesting and thought provoking. Convinced me to join the digital world more - opened a twitter account that evening! Excellent presentation delivered with enthusiasm ...”

*Festival of Learning, Scotland*

“Matt was fantastic; very accommodating and answered all questions no matter how silly or annoying. Thank you!”

*Millwood SEN School*

## NEW WAYS TO LEARN | PARTNERSHIPS

**“I would absolutely recommend New Ways to Learn to other educational suppliers looking for a training partner. Not too many though as we’d like to keep them for ourselves!”**

**David Mann**  
Commercial Director, LearnPad

As well as working directly with schools, we are also very fortunate to work through a number of partners who recognise New Ways to Learn for the value we can bring in understanding the education sector, designing and delivering engaging CPD and training workshops and contextualising innovative hardware and software for Primary, Secondary and FE.

**We are good at partnerships.** We possess unique insights into how technology can enliven education, which we’ve built as practitioners from the classroom up. It is these insights that can better place your products and services in the education sector, focussing on how they align with new curricula and curriculum delivery, can help deliver on school priorities, support assessment and tracking progress and improving teacher-student interactions. Our teams can work with you to ensure schools and colleges can get the most out of their investment in your new and existing products and services.

LOOK NO FURTHER. YOUR EDUCATION PARTNER IS HERE. TIME TO GET BUSY.



# PARTNERSHIPS NEW WAYS TO LEARN

we're often told that we really know how to

**“strike a chord”**

when it comes to learning with technology...



we think

**it comes naturally**

after all, we were once  
teachers and senior leaders

just like you...

**BOOK NOW!**

**“The best ICT training  
delivered by an  
external provider!  
Brilliant training  
session that was  
informative and fun...”**

**Olive Tree Primary**

**THE IDEAL WORKSHOP. EVERYTIME.**

training@newwaystolearn.com

0844 66 55 745