



Gateway technology and professional development helps teachers do what they do best — teach.

## Radford City School District

**Background:** Radford City School District, in Radford City, Virginia, enrolls 1,500 students and employs 150 teachers at four schools, kindergarten through grade twelve. The District's mission is "excellence in education" for every student, every day.

**Challenge:** Before the District could implement a 1:1 computing solution to meet its student engagement and achievement goals, administrators wanted to address teacher buy-in and confidence with Gateway Convertible Notebook training.

**Gateway Solution:**

- Gateway® Professional Development Training.<sup>1</sup>
- \$1 Purchase Option Lease.\*
- 146 Gateway® Convertible Notebooks, 146 Gateway® Displays and 166 Gateway® Port Replicators.
- 25 Digital Projectors.

**Results:** With Gateway's help, faculty and administrators gained the technology expertise to help increase technology usage efficiency and began learning how to integrate technology into teaching content. Radford City now has a strong foundation on which to implement a true 1:1 solution.



\*Leasing opportunities are offered by LEAF Financial Corporation to qualified commercial, government and education customers for minimum acquisitions of \$750 (before shipping and taxes) in Gateway products. Lease payment shown is based on a 36 month, "\$1 purchase option" (purchase option equal to \$1 at lease end). Additional terms and options may be available. Documentation fees, security deposits, or advance payments may be required of lessees. All lease payments, terms and credit qualifications are subject to change without notice or obligation.

## Gateway recommends Windows Vista™ Business.

### Background:

Located in Radford City, Virginia, a university community of about 16,000 people, the Radford City School District enrolls 1,500 students and employs 150 teachers across two elementary schools, one intermediate school and one high school. The District's faculty and staff strive for excellence in education for every student, every day. The challenging learning setting they provide helps students succeed in college and the workplace, develop a competitive spirit and become responsible citizens.

“We realized early on, Gateway had the only convertible notebook that did everything we wanted, with the support we needed to ensure the success of the program.”

— B. Keith Rowland, Ed.D., Director of Elementary Education and Instructional Technology, Radford City School District



### Education Challenge:

Students enroll at Radford City School District with aspirations of furthering their education. Critical to preparing graduates for that transition is the delivery of a technology-rich curriculum that goes well beyond basic computing. Radford City needed to leverage technology in a bold and innovative way, allowing students to build research and collaboration skills for an increasingly digital world.

As Director of Elementary Education and Instructional Technology, B. Keith Rowland, Ed.D., was tasked with updating the District's older technology. While exploring the possibility of a 1:1 computing solution, Rowland and Dana Ratcliffe, Information Specialist, decided that before their plan could engage and prepare students, it would need to address teacher confidence. “Our teachers were in different places along the learning curve,” Rowland recalls. “Some teachers had bought into using technology, some had not.”

### Gateway Solution:

Using the <sup>§1</sup> Purchase Option Lease,\* the District acquired 146 Gateway® Convertible Notebooks for use by teachers and administrators, with the goal of adopting a true 1:1 computing solution within five years.

During the proposal review process, Gateway's approach to securing teacher buy-in had set it apart from other technology providers. “The partnership we established with Gateway was outstanding from the beginning,” Rowland recalls. “When Gateway came to Radford to visit, they went into the classrooms to get a handle on where our people were in the use of technology.”

In addition to winning over teachers, Gateway's consultative strategy earned the support of Superintendent William Bishop, Ed.D., and school board officials, who all played pivotal roles in planning and implementation, Rowland adds.

By the time the first Gateway boxes arrived at the end of the 2005-2006 school year, it was clear that educators and administrators were on board — professional development was the next step toward ensuring a successful initiative. “If you put technology in a teacher's hands, and you don't show them how to use it, they are going to put it down and go back to teaching the way they are most comfortable,” Rowland explains.

Utilizing a “train the trainer” model, Ratcliffe and four Instruction Technology Resource Teachers (ITRTs) passed on to District teachers what they learned from Gateway Professional Development Experts. Initial training was as basic as how to plug in, turn on and dock the notebooks using Gateway® Port Replicators and Displays. “It was training some teachers rolled their eyes at, but a lot of them really needed,” Ratcliffe says.

Post-implementation, the ITRTs have helped educators incorporate technology best practices into their lesson plans — improving instruction and strengthening teacher confidence. “The more you practice, the more excited you become, and the more you can excite your kids about learning,” says Beverly Edwards, a sixth grade math teacher.

As more educators became skilled technology users, the District wanted a cost-effective way for more students to benefit from the features of the 15 digital whiteboards it had purchased prior to its Gateway solution. “We took our Gateway Reps into the classrooms that were using whiteboards,” Ratcliffe recalls. “Then we sat down together and figured out how to make it happen.”

Gateway engineers helped load whiteboard software onto the convertible notebooks, turning them into “mini-whiteboards,” then wirelessly linked the notebooks to digital projectors stationed on mobile carts. With an additional 25 projectors from Gateway, every classroom now has access to whiteboard software and a digital projector.

### Results:

Gateway technology and support have helped the District increase efficiency, while improving access to learning and teaching content. For example, school administrators now carry evaluation forms on their convertible notebooks — simplifying paperwork and saving time.

Similarly, instructors like Blenna Patterson, a first grade teacher, have used the Tablet feature to assess student reading and writing skills. She fills out evaluation forms as she listens to her students read — creating a digital record she can easily share with parents. “When you sit down with a parent and you have documentation, that makes the conference go more smoothly,” explains Rowland.

The convertible notebook has helped Patterson be more productive — she can grade and plan assignments while waiting for her own children to finish piano lessons. “With my Gateway notebook, I have more freedom and can get more work done outside the classroom,” she reports.

Boding well for the District's eventual 1:1 solution, classes taught by tech-savvy instructors like Patterson and Edwards are generating the most buzz among students.

Such developments come as no surprise to Rowland: “We realized early on, Gateway had the only convertible notebook that did everything we wanted, with the support we needed to ensure the success of the program.”



Gateway® Convertible Notebooks allow teachers to collect and grade papers electronically.