

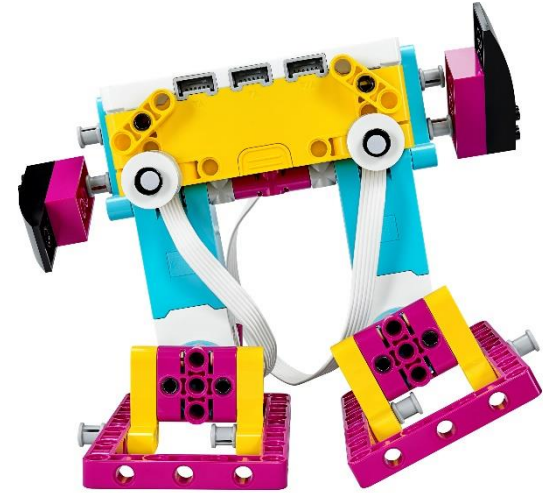
LEGO® Education TenderSmart

EXECUTION DECK

MAY 2021 – V 1.1

Contents

- How to use this Deck
- Project Overview & Main Goals
- Materials Overview
- Sales Journey Chart



How to use this deck

This presentation consists of materials that cover every aspect of tender-related project development of tender submitting procedure. Starting from RFP detailed template and finishing with extra pre-sale materials i.e. white papers and LE products specs. It provides a valuable resources for you to pull from and create a customized approach for any tender-related project from you pipeline.



TenderSmart Program

DIGITAL MATERIALS & INSTRUMENTS TO SUPPORT TENDER
RELATED PROJECTS DEVELOPMENT & EXECUTION



The TenderSmart Pack will reinforce LEI partners with easy-to-use instruments & templates which will help them to create tender-oriented projects, pre-sale these to MOEs & schools, successfully participate in related tenders, implementing LE solutions on municipal, regional & state levels.

Project Context | Designed to Support LEI Partners

We provide systematic approach in supporting tenders related projects & activities.



**Detailed RFP/RFI
templates focusing on LE
solutions**



**Extra pre-sale materials
including case stories**



**Efficiency proof materials
& whitepapers**

SmartTender Program | Materials Overview

- 1. TenderSmart Execution Deck**
PPTx deck designed to be one entry for SmartTender materials for partners.
- 2. RFP/RFI Template Document**
Ready-to-use templates supporting tenders submitting.
- 3. International Case Stories**
Providing examples of LE solutions-based projects and its efficiency.
- 4. White Papers**
Materials supporting LE learning through play method, STEAM approach.
- 5. Updated Product concept & implementation presentations**
Revised to target MOEs reps & schools administrators including key solutions benefits for MOE & administrators, PD opportunities, curriculum adaption opportunities, etc.
- 6. SKUs detailed technical papers with specifications and descriptions & Extra support materials**
- 7. Sales journey process description chart**
To align tender process & LE supporting materials.

SmartTender Program | Localization Status

TenderSmart Material	ENG version	Localized versions
SmartTender Execution Deck	✓	TBD
RFP/RFI Template Document	✓	TBD
International Case Stories	✓	TBD
White Papers	✓	Currently available languages
Updated Product concept & implementation presentations	✓	Currently available languages
SKUs detailed technical papers	✓	Currently available languages

SmartTender Program | Materials Overview

1. RFP/RFI Templates

Use this DOCx or PPTx templates to develop RFP/RFI documents and similar pre-sale materials using module structure and pre-made materials promoting LEGO Education solutions.

Target audience

MOE/respective, state agencies representatives, schools'/KGs' administrators

Goal

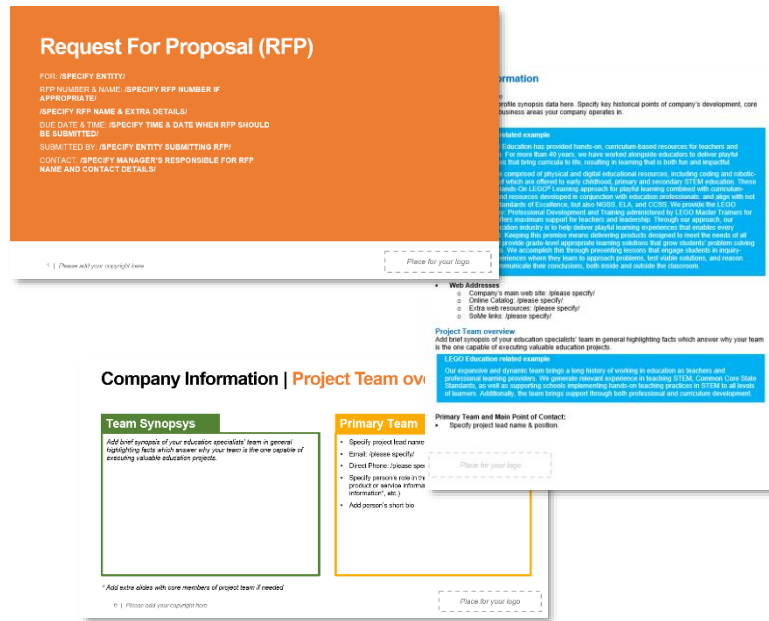
RFP/RFI proposals submitting, tender-related projects pre-sale activities, projects pre-read presentation

How to use

During RFP stage of tender, as a pre-read material before first meeting with decision makers

Decision maker level

National, regional, municipal, school



SmartTender Program | Materials Overview

1. RFP/RFI Templates Contents

REQUIRED FORMS

- List of forms to be filled & submitted

COMPANY QUALIFICATIONS & EXPERIENCE

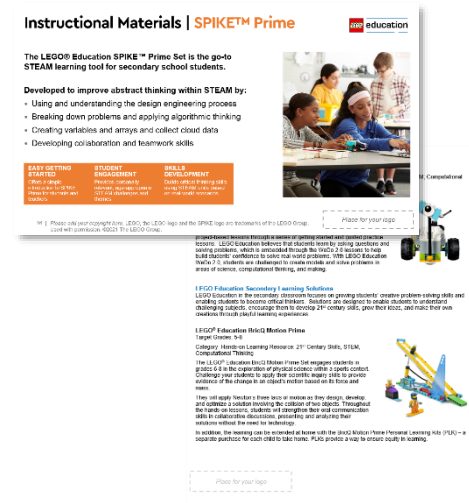
- Company Information
 - History
 - Project Team overview
 - Equipment/Technology
 - Implemented projects overview

ADDITIONAL VENDOR INFORMATION

- International Case Stories
- Local Customer Story

PROPOSAL SPECIFICATIONS

- Proposal overview
 - General description
 - Industry Knowledge & Expertise
 - Projected benefits
- Methodology
 - STEM/STEAM & National Education Standards Related Curricula
 - Curriculum Capabilities Statement
 - Building the Future: Creating the 21st Century Workforce
 - Description of Instructional Materials
 - Instructional Materials Curricula Mapping
 - Professional Development & Training
- Operations
 - Project Rolling-out procedures
 - Operations & Support
- Pricing (if appropriate)



SmartTender Program | Materials Overview

2. International Case Stories

To provide examples of successful projects including ROI data building up trust in LE learning system & approach.

Target audience

MOE/respective state agencies representatives

Goal

Tender-related projects pre-sale activities, projects F2F presentation

How to use

During RFP stage of tender, as a pre-read material before first meeting with decision makers, during F2F meeting with decision makers

Decision maker level

National, regional, municipal

LEGO education

Miami-Dade County Public Schools

Paving the way for academic and career success in a culturally and socioeconomically diverse student population with LEGO® Education SPIKE™ Prime

The Challenge

Miami-Dade is the largest school district in Florida and represents a county with an over 80% minority population and the largest wealth gap in the country. The district needed a solution that could provide equal and accessible opportunities for STEAM learning and career readiness education pathways that appeal to students of all backgrounds, with specific emphasis on girls and underrepresented populations.

The Solution

The district partnered with LEGO® Education and Microsoft to create an innovative approach to equipping new students in 7th grade with LEGO® Education SPIKE™ Prime as a tool to engage the novelty and engagement of the students and parents eager to engage with their middle school concepts to learn their own way and ease into the complexity of the introduction to programming and logic for the new year, which hadn't been offered before.

The Impact

Kindergarten to the program will ensure that all students, regardless of background all have access to vital STEAM learning opportunities. The result being an increase in overall enrollment of middle school students in the Computer Science CTE pathway, especially girls and underrepresented groups, ultimately preparing and providing them access to the Microsoft Technology Assistance Industry Certification in Life Grade 7. This is the first Computer Science certification offered in the district.

accomplishment and confidence.

Juan hadn't just transformed the way he saw himself, his family had changed their perception as well. The Monday Juan came to see Mami in the morning, "he walks up to me and says, 'Mami, my dad signed the paper work so that I can go to finish the STEAM middle school can I give it to your Mami gets emotional knowing this part of the story."

Now in eighth grade, Juan is thriving at that STEAM focused middle school. He made the All Honor Roll in his last quarter. This summer he was back at Microsoft, "he made it his clear voice and if you ask him what he wants to be he will say an engineer." Juan proudly shares how perfectly Mami's support has surpassed the immeasurable impact of the dedicated teachers combined with hands-on experiential learning tools. When students like Juan can build confidence not only in learning but also in their personal value, the potential for success in the classroom and beyond is limitless.

Find out how you can bring the transformative power of LEGO® Education to your students at: LEGOeducation.com

LEGO education

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LEGO education

#LEGOconfidence

Please [download available Case Stories here](#)

SmartTender Program | Materials Overview

3. LEGO Education Research Papers

Confidence Report By LEGO Education



[DOWNLOAD LINK](#)

Learning Through Play Report By LEGO Foundation



[DOWNLOAD LINK](#)

SmartTender Program | Materials Overview

4. Revised Concept Presentations

Product concept presentations targeting MOEs reps & schools administrators including key solutions benefits, PD opportunities, curriculum adaption opportunities, etc.

Target audience

MOE/respective, state agencies representatives, schools'/KGs' administrators

Goal

Tender-related projects pre-sale activities, projects F2F presentation

How to use

During F2F meeting with decision makers

Decision maker level

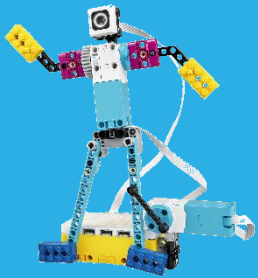
National, regional, municipal, school



SmartTender Program | Materials Overview

4. Revised Concept Presentations

SPIKE™ Prime
Concept presentation



[DOWNLOAD LINK](#)

BricQ Motion
Concept presentation



[DOWNLOAD LINK](#)

SmartTender Program | Materials Overview

5. LE Solutions Technical Specs & Extra Support Materials

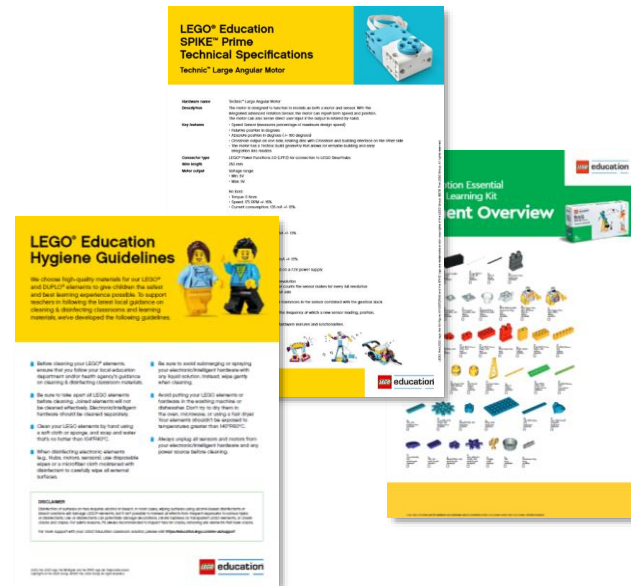
To integrate LE solutions into tender specifications & equipment lists approved by local regulators and to support RFP/RFI development.

Target audience MOE/respective, state agencies/schools' tender specialists

Goal Integrating LE solutions into tenders & approved-for-buying lists

How to use During tender preparation procedure

Decision maker level National, regional, municipal, school



SmartTender Program | Materials Overview

5. LE Solutions Technical Specs

SPIKE™ Prime Technical Specs	
45678 SPIKE Prime Core Set Elements Overview	DOWNLOAD
45680 SPIKE Prime Expansion Set Elements Overview	DOWNLOAD
45601 SPIKE Prime Large Hub Fact sheet	DOWNLOAD
45610 SPIKE Prime Large Hub Rechargeable Battery Fact sheet	DOWNLOAD
45602 SPIKE Prime Large Angular Motor Fact sheet	DOWNLOAD
45603 SPIKE Prime Middle Angular Motor Fact sheet	DOWNLOAD
45606 SPIKE Prime Force Sensor Fact sheet	DOWNLOAD
45605 SPIKE Prime Color Sensor Fact sheet	DOWNLOAD
45601 SPIKE Prime Distance Sensor Fact sheet	DOWNLOAD

BricQ Motion Technical Specs	
45400 BricQ Motion Prime Core Set Elements Overview	DOWNLOAD
2000470 BricQ Motion Prime Personal Learning Kit Elements Overview	DOWNLOAD
45401 BricQ Motion Essential Core Set Elements Overview	DOWNLOAD
2000471 BricQ Motion Essential Personal Learning Kit Elements Overview	DOWNLOAD

Extra Support Materials	
LEGO® Education Hygiene Guidelines	DOWNLOAD
Hybrid Learning with LEFO® Education materials	DOWNLOAD

SmartTender Program | Sales Journey

