

K-12 Education Buyer's Guide

Discover solutions that maximize school security, improve student learning experiences and support teaching objectives.



FEATURING: **Solution Areas • Success Stories
Education Policies • Contract Vehicles • Upcoming Events**

Count on Carahsoft®

The Trusted Education IT Solutions Provider®



Mental Health

Hybrid Learning

Artificial Intelligence

Distanced/
Remote Learning

eRate

Learning Management

Student Safety

Carahsoft offers a broad array of innovative technology solutions to help schools, faculty and students bridge the digital divide and meet the demands of modern education. Our best of breed portfolio of EdTech providers features purpose-built solutions for both Higher Education institutions and K-12 schools.

Email EDUMarketing@Carahsoft.com to learn more.

carahsoft®

Welcome to the K-12 Education Buyer's Guide!

From young children exploring the fundamentals to teens preparing for their higher education journeys, the K-12 education community supports a wide range of students who rely on helpful technology solutions to enhance their in-person, online and hybrid learning environments. Post-pandemic learning standards are recovering after a period of transformation in K-12 education, with support from the technology industry and Government. Today, K-12 education faces higher demands for cyber and physical security as well as the responsibility to enhance the use of AI.

Transformation in cybersecurity continues to be a top priority for the education sector, and solutions driven by AI are a key piece of the puzzle. While some AI uses in classrooms are still being vetted and understood throughout all levels of education, schools are already benefiting from AI in areas like cyber threat detection and response, as well as building and transportation video management that enhances school safety.

Carahsoft and our partners are here to support K-12 schools through specialized education contracts and tailored technology solutions, so they can continue their important work in educating students during their most formative years. Our experts help bridge the digital divide between schools and technology to meet the demands of modern education, maximizing student learning capabilities, strengthening academic processes and personalizing classroom experiences. Throughout this guide, you will explore Carahsoft's numerous contracts to help streamline procurement, relevant case studies and topical Government and industry events to attend this year so you can be informed and prepared for the future of K-12 education.



Tim Boltz
*Program Executive for
Higher Education Solutions*
Carahsoft

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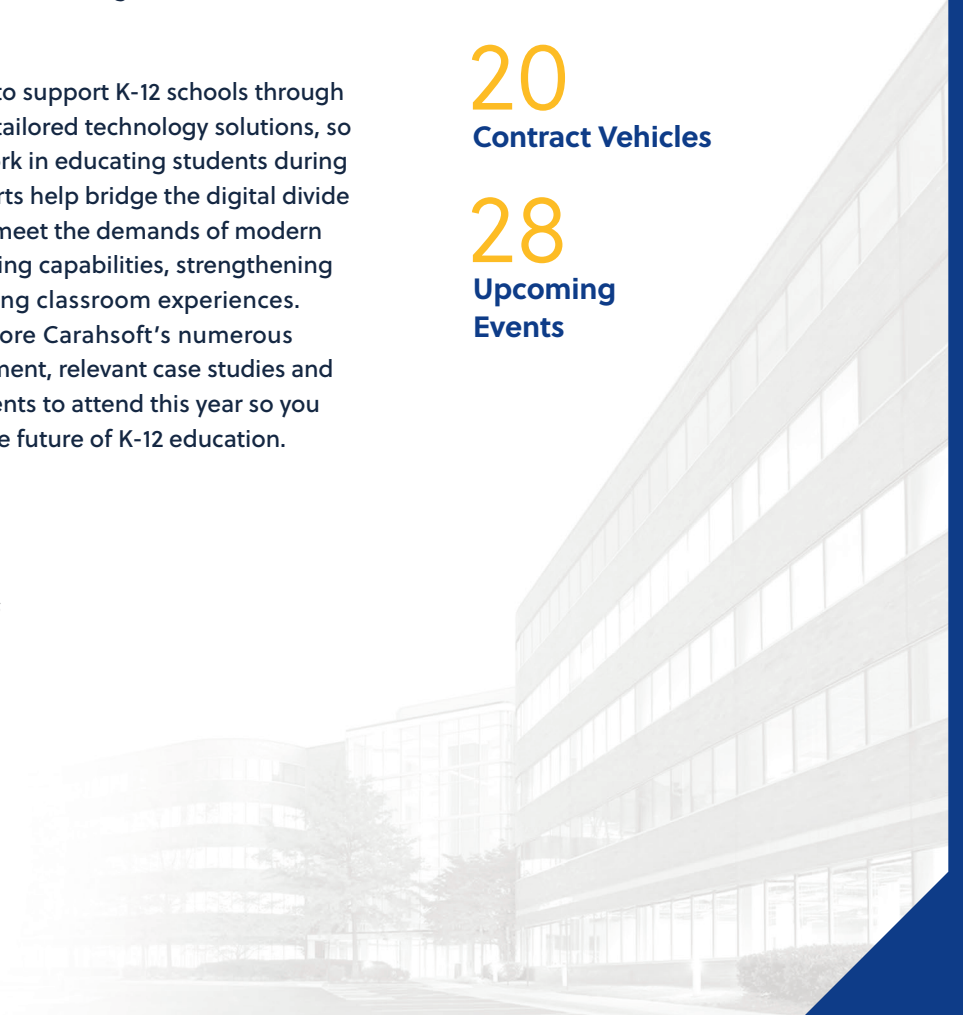
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K-12 Education Solution Areas

Academic institutions serve the public by providing secure access to education, quality learning experiences and resources that educators and students need to be successful. In recent years, K-12 organizations have relied on telecommunication, data analysis and secure network services to ensure digital equity in education, improve collaboration, personalize learning and increase productivity.

Carahsoft, The Trusted Education IT Solutions Provider™, supports public and private schools through hundreds of innovative technologies. With over a decade of expertise in K-12 education, our team of technology professionals modernizes education by enabling digital transformation for academic institutes.

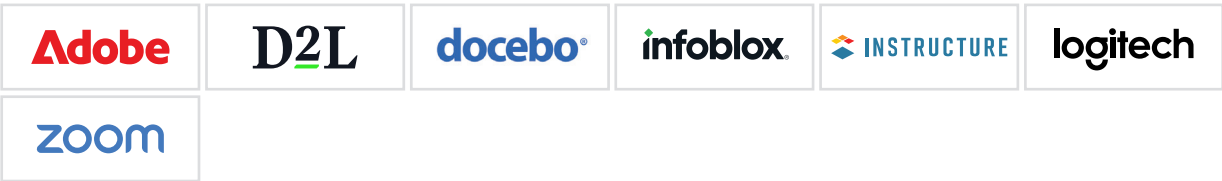
K-12 Mental Health

Schools are adopting IT tools to provide K-12 students with the mental health support services they need. From virtual counseling to online monitoring tools, our EdTech solutions help schools ensure their students are happy and healthy.



K-12 Hybrid Learning

To ensure students and teachers can successfully balance virtual and in-person environments, hybrid learning technologies have increased in popularity across K-12 classrooms. Discover solutions built to support effective communication and learning.





K-12 AI

Artificial Intelligence (AI) technologies allow K-12 teachers and students to access improved classroom experiences through adaptive learning tools and curated resources. Explore EdTech solutions that support responsible AI usage in schools.



K-12 Distanced/ Remote Learning

With the rise of remote and distanced learning across K-12 schools, EdTech solutions have become a critical asset to ensure there are no gaps in educational services or support. View our products and services below to learn more.



K-12 eRate

The E-Rate program provides K-12 schools and libraries with access to digital technologies and high-speed internet services. Explore the portfolio below to access EdTech solutions available through the E-Rate program from Carahsoft's partners.



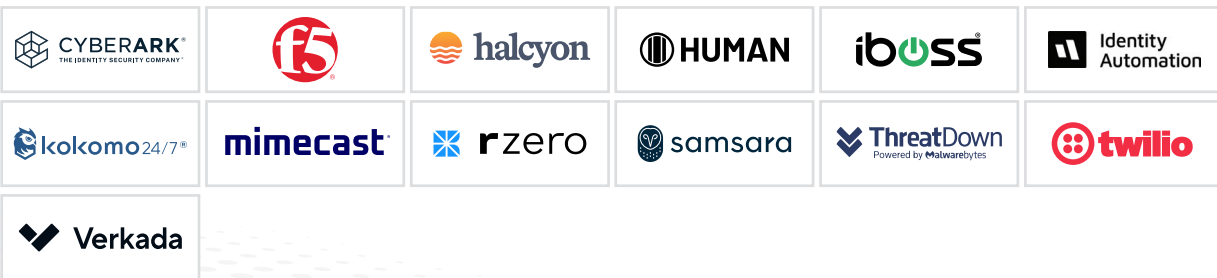
K-12 Learning Management

Learning Management Systems (LMS) are applications that support administrative processes and management of student data. Discover K-12 LMS solutions that expand resource sharing and information access across departments.



K-12 Student Safety

Student safety is a high priority for K-12 schools nationwide. Learn how our partners enable school districts to protect their students from various threats with EdTech tools that safeguard cyber activities, enhance facility security and more.





Success Stories

Many K-12 schools have found success in adopting innovative IT solutions to meet the demands of modern learning. Explore the stories of how other schools have achieved their goals with the help of Carahsoft's vendors.



A Whole-of-State Approach to Protecting K-12 Chromebooks with CrowdStrike

CrowdStrike partnered with state education agencies and K-12 school districts to implement a whole-of-state cybersecurity strategy, securing ChromeOS devices with industry-first endpoint detection and response capabilities.

The Challenge:

As Chromebooks became central to learning environments across the U.S., school districts faced growing cybersecurity threats, limited IT staffing, and a lack of visibility into ChromeOS devices. Traditional tools couldn't provide endpoint detection and response (EDR) for Chromebooks without relying on mobile device management (MDM), leaving a major gap in protection.

With school IT environments spanning ChromeOS, Windows, macOS, and Linux, many districts lacked a unified approach to managing cybersecurity risk. Cyberattacks targeting student data and remote learning infrastructure exposed the need for broader coordination, faster threat detection, and scalable solutions that districts could deploy quickly and consistently.

The Solution:

CrowdStrike Falcon® Insight for ChromeOS became the cornerstone of a coordinated whole-of-state strategy to secure student devices. As the first solution to offer native EDR/XDR visibility into ChromeOS without MDM, Falcon Insight allowed school security teams to detect threats, enforce policies, and respond in real time—no matter where the devices were located.

Through the unified Falcon console, districts gained comprehensive visibility across ChromeOS, Windows, macOS, and Linux devices. Security teams could onboard ChromeOS endpoints in minutes and operate from a single interface to manage all device activity, reducing risk and simplifying operations.

This statewide strategy extended beyond technology. Districts partnered with state-level cybersecurity teams to provide training, improve data protection protocols, and create a coordinated incident response capability. Together, they built a resilient community capable of rapidly responding to threats, sharing best practices, and future-proofing school infrastructure against evolving attacks.

Key Takeaways:

- First ChromeOS EDR/XDR solution without requiring MDM
- Unified visibility across ChromeOS, Windows, macOS, and Linux
- Faster deployment and protection for remote and in-class devices
- Whole-of-state coordination helped districts overcome budget and staffing limitations
- Stakeholder education and shared incident response resources improved resilience and recovery





CrowdStrike Powers K-12 Cyber Resilience at Scale

Visibility, speed, and protection
for every school and every device

From statewide Chromebook deployments to large district networks, CrowdStrike delivers cybersecurity that scales. With cloud-native protection, real-time threat detection, and support for every major operating system—including ChromeOS—K-12 schools gain the tools to stop breaches and stay ahead of evolving threats. Partner with CrowdStrike to build a resilient foundation that keeps learning uninterrupted—every day.

Learn More





Upper Grand District School Board (UGDSB): The Power of Agile and Responsive Professional Learning

The Upper Grand District School Board (UGDSB), consisting of 35,000 students, partnered with D2L to reimagine professional development for educators using the Brightspace platform. Their journey reflects how digital learning tools can foster flexible, engaging, and scalable training that meets the evolving needs of modern educators.

The Challenge:

Like many districts, the UGDSB faced the challenge of providing high-quality professional learning at scale while accommodating a wide range of educator schedules and learning styles. Traditional in-person training limited participation and flexibility, often requiring educators to be pulled from classrooms or to attend sessions that didn't align with their immediate goals.

In addition, the COVID-19 pandemic further amplified the need for accessible and responsive professional development. The UGDSB needed a way to maintain continuity, deepen educator engagement, and ensure staff could access meaningful learning experiences—regardless of location or timing.

The Solution:

The UGDSB adopted Brightspace as the foundation for a robust and flexible professional learning ecosystem. The platform enabled the district to centralize all professional development offerings into a single, easy-to-navigate portal. Educators gained access to a variety of self-paced courses and on-demand resources, allowing them to engage in learning when and where it made sense for them.

To enhance engagement and collaboration, the UGDSB leveraged tools like discussion boards and multimedia content, which enabled peer-to-peer learning and a more dynamic, interactive experience. The district also built custom professional learning modules aligned with local priorities and goals—ensuring that the content was both relevant and actionable.

Notably, Brightspace provided the data and analytics needed to track participation and progress, allowing the district to continuously refine its offerings based on real-time feedback and usage patterns. This data-driven approach helped ensure that professional development efforts were not only effective but also aligned with educator needs and district outcomes.



Key Takeaways:

- A centralized, flexible platform increases access to professional development and empowers educators to learn at their own pace.
- Digital tools can support meaningful collaboration and engagement across large districts.
- Real-time data and analytics enable district leaders to measure impact and tailor learning experiences.
- Scalable, self-directed PD ensures educators remain supported—even during times of disruption or change.



Your Complete Learning Solution for Safe, Secure, and Scalable Online Learning

Selecting the right learning partner to solve your challenges doesn't need to be complex and time-consuming. With over 20+ years of learning expertise, D2L is a global leader at transforming the way the world learns, making it even easier to deliver and scale training programs to drive your organization forward.



[Learn More](#)



Solving the Silo Issue in Education

Kokomo24/7® offers the most holistic health and safety software platform in the market today, empowering organizations to increase operational efficiency and reduce costs.



The Challenge:

Most providers offer point solutions, leaving organizations to assemble software tools that don't integrate seamlessly. Point solutions are not cost-effective because organizations must procure from multiple vendors that may duplicate efforts. School funding is the top concern that keeps district leaders up at night, according to a 2024 survey conducted by EdWeek.

The Solution:

At Kokomo24/7®, we're proud to be the first and only true holistic health and safety platform that offers a blueprint for implementing health and safety solutions. Utilize solutions including:

- Visitor Management
- Panic Buttons
- Emergency Alerts
- Incident Management
- Student Behavior
- School Maintenance
- Title IX Compliance

Reduce costs: Schools have saved over 60% after switching to Kokomo24/7®. Consolidate vendors: Schools consolidate an average of 3.4 vendors within the first three years of using Kokomo24/7®. Trusted and proven: Kokomo24/7® is trusted by some of the largest districts in the country.

Key Takeaways:

For health and safety solutions that are critical to your school, turn to a technology provider that is:

- Holistic
- Flexible
- Trusted and proven

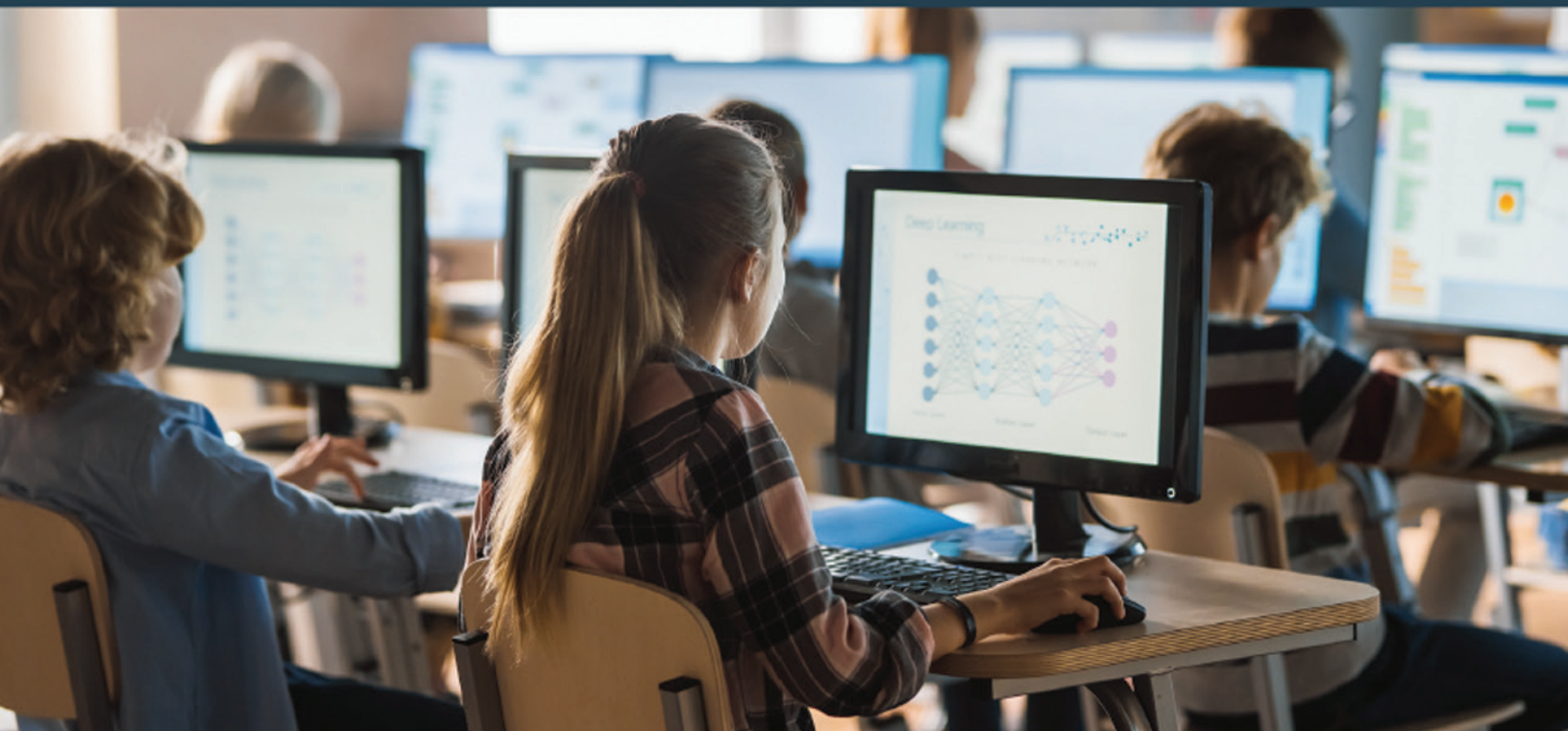


Building a Safer Environment with a Holistic Software Platform

Kokomo24/7® is trusted by education institutions to provide health and safety solutions for their communities. This proven software platform consisting of one centralized dashboard and ready-to-deploy products allows any organization the ability to collect, analyze, and resolve, thus increasing community trust. In today's climate, health, safety, and wellness solutions like the ones Kokomo pioneered are more important than ever.



**Learn
More**



Modernizing School District Operations with ServiceNow

ServiceNow helps K–12 school districts streamline operations, enhance service delivery, and build more connected learning environments. Forward-thinking districts are transforming their IT and administrative workflows to better support students, teachers, and staff with ServiceNow.

The Challenge:

School districts face increasing pressure to modernize outdated, siloed systems that lead to delays, inefficiencies, and frustration for students and staff. IT teams are overwhelmed with support requests, departments operate in silos, and manual processes slow down essential functions like enrollment, maintenance, and HR.



The Solution:

By implementing ServiceNow, school districts across the country have created centralized support portals that reduce response times and improve service experiences. Many have expanded the platform beyond IT to include HR, Facilities, and Student Services—digitizing workflows, increasing transparency, and enabling better collaboration. Using low-code tools, districts are also building custom apps tailored to their unique operational needs.



Key Takeaways:

- Unified service delivery across IT, HR, and Facilities on one platform
- Increased staff efficiency and inter-departmental coordination
- Enhanced student and parent experience
- Scalable platform for future digital initiatives and workflow automation



servicenow.

Modernizing School District Operations with ServiceNow

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Learn More at carah.io/servicenow

School District of Mondovi: How a Wisconsin School District Supports Student Health & Safety Across Multiple Counties

Nestled along Wisconsin's Buffalo River, the School District of Mondovi includes the entire city of Mondovi and parts of several townships across Buffalo, Eau Claire, Pepin, and Dunn counties. Totalling 204 square miles in size, the district offers the personal attention of a small school system, alongside the academic and extracurricular opportunities typically found in larger districts.

Heading the district's technology is Brad Elkins, IT Director, with over a decade of service to Mondovi schools. Under his guidance, the district has seen significant improvements in both its educational and security infrastructure, providing a safe and stimulating learning environment.



The Challenge:

Most providers offer point solutions, leaving organizations to assemble software tools that don't integrate seamlessly. Point solutions are not cost-effective because organizations must procure from multiple vendors that may duplicate efforts. School funding is the top concern that keeps district leaders up at night, according to a 2024 survey conducted by EdWeek.

The Solution:

Verkada brings health and safety infrastructure – including cameras, access control, air quality sensors, intercom, and visitor management – under one umbrella. The all-in-one platform is intuitively designed and new features are continuously rolled out through automatic updates at no additional cost. To strengthen emergency response and school safety plans, staff and relevant teams can respond swiftly to incidents that were previously undetectable.

The Command software interface is easy to use, without help or training. Alert inbox and incident management tools offer a new level of oversight and responsiveness for any event, from security breaches to health and safety concerns.

Alerts for vaping, "person of interest", "vehicle of interest", door tampering, and after-hours motion help staff detect and address any unusual activity, while promptly validating the incident with integrated cameras.

Key Takeaways:

"We can swiftly act on alerts, ensuring our school remains a safe environment for everyone. Our principals have a lot on their plates, and being able to deploy and review security footage easily with Verkada has given us back invaluable hours in our day."

Brad Elkins
IT Director, Mondovi School District



How a Wisconsin School District Supports Student Health & Safety Across Multiple Counties

The School District of Mondovi upgraded from an outdated analog NVR system to Verkada's hybrid cloud platform, improving both security and ease of use. With an all-in-one solution covering cameras, access control, vape detection, and more, staff can now quickly respond to incidents and manage safety more efficiently through an intuitive Command interface. The switch has saved time and enhanced school safety by enabling real-time alerts and streamlined oversight.

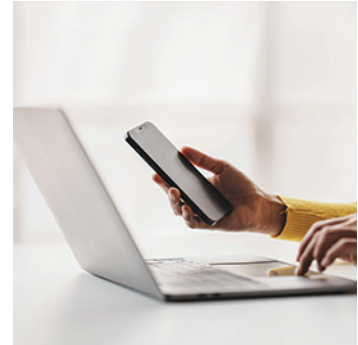
Learn More at carah.io/Verkada-Mondovi-Case-Study



Policies and Executive Orders

Americans with Disabilities Act

The ADA contains provisions that require educational institutions to make their websites accessible to those with disabilities. As more services end up online, it is important that EDU websites are accessible and provide the same level of service to those of all abilities. Some examples of website accessibility barriers are poor color contrast, lack of text alternatives “alt text” on images, lack of captions on videos, inaccessible forms, labels, clear instructions, and error indicators, mouse-only navigation.



E-Rate

The E-rate program allows K-12, school districts, and libraries to acquire technologies at a discounted rate. The program provides funding to help schools and libraries obtain affordable broadband and internet services and has been instrumental at closing the digital divide. It is a competitive application process that will determine the discount awarded.

Eligible products will fall into two main categories:

Category 1:

Internet Access and
Telecommunications Services

Includes broadband services, internet connections, data transmission, and other telecommunications services.

Category 2:

Internal Connections and
Equipment

Covers network infrastructure like routers, switches, cabling, wireless access points, and maintenance services.



Contract Vehicles

Carahsoft offers a number of contract options for purchasing customer experience solutions. Our contracts offer purchasing options for K-12 customers. Customers can purchase solutions off of these major contract vehicles:

E&I Cooperative Services

E&I Cooperative Services (E&I) is the largest and most experienced member-owned, non-profit purchasing cooperative serving the needs of education.

E&I assists their members in creating supply-chain efficiencies, lowering costs and reducing risks by collaborating with their members, suppliers and strategic partners. E&I delivers exceptional value to higher education, K-12, and related communities by making it easy for them to access high-quality contracts, strategic sourcing expertise, insights, and unrivaled customer service.

The competitively solicited E&I Carahsoft contract provides E&I members with a direct distribution partner for cloud and managed service solutions, and related IT products and services.

The agreement includes access to leading technology providers through Carahsoft at guaranteed discounts off MSRP, including Acquia, Amazon Web Services, DocuSign, Qualtrics, Red Hat, SolarWinds, Tableau, and more. E&I members now have the ability to quickly and seamlessly integrate cutting-edge technologies, and select and implement the best possible solutions that deliver the greatest value.



Golden State Technology Solutions

Golden State Tech provides 360-degree solutions for public schools' technology needs. Whether you're seeking modular or enterprise software solutions, devices for students, hardware for infrastructure needs, training on new technology or consulting services to help you make the right purchase, Golden State has you covered.

Golden State Technology Solutions boasts the most comprehensive suite of technology solutions for California's TK-12 public schools, offering hardware, software, RFP development, training, consulting and cybersecurity services developed specifically for government and local educational agencies. Golden State Tech reduces the time and cost burden of IT by streamlining the evaluation, procurement and implementation process for California's public schools.

Golden State's unique partnership unites two of California's foremost education advocacy organizations, the California School Boards Association (CSBA) and the California Association of Business Officials (CASBO) with Carahsoft, the nation's leading provider of technology solutions for the private sector. Members of CSBA and CASBO, totaling approximately 29,000 members across nearly 1,000 school districts and county offices of education, have access to the broad range of Golden State products and services at a discounted rate, preserving taxpayer dollars so schools can direct the savings toward classroom support and other vital needs.



NJEDGE

NJEdge aims to deliver and sustain a healthy, vibrant, and thriving technology ecosystem that is purpose-built for the communities we serve. Through active collaboration, adaptive technology, transformative engagement and defined solutions, we have designed a national model of excellence in research and education networking in New Jersey and beyond.

Virtualization Benefits

Virtualization allows IT departments to create a virtual environment at the workstation, server, or data center level. With this virtualization technology, you can reduce the number of physical servers or computers, while still maintaining performance levels. Benefits include:

- Reduced costs for physical IT hardware (servers, desktops, etc.)
- Lower operational and maintenance costs when upgrading your IT environment
- "Green" IT savings through lower power, cooling, and space costs

OARnet

OARnet delivers technology-based solutions that reduce costs, increase productivity, and improve customer service. As a division of the Ohio Department of Higher Education's Ohio Technology Consortium, OARnet serves Ohio's education communities, public broadcasting, and state and local government entities.

Virtualization Benefits

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- Reduced costs for physical IT hardware (servers, desktops, etc.)
- Lower operational and maintenance costs when upgrading your IT environment
- Savings through lower power, cooling, and space costs

OMNIA Partners, Education Software Solutions and Services

OMNIA Partners, Public Sector is a national governmental purchasing cooperative able to leverage one of the largest pools of purchasing potential. The organization competitively bids and awards contracts to national vendors in accordance with purchasing procedures mandated by state procurement laws and regulations. This means equal pricing for the smallest entities and the largest buyers.

OMNIA Partners, Public Sector was established under state law to help governmental entities operate efficiently and economically. Utilizing an OMNIA Partners, Public Sector (subsidiary National IPA) contract means the buyer deals directly with the vendor, as normally, using the National IPA contract as their own.



Texas DIR

The Texas Department of Information Resources (DIR) delivers technology solutions to state & local government entities. DIR offers purchasing support and policy insights so organizations across all levels of Texas government can find and securely implement modern technology.

Carahsoft's competitively solicited DIR contracts offers a wide variety of products and services from many different brands depending on the scope of the contract. DIR customers will receive discounted pricing with negotiated terms and conditions in compliance with state procurement rules.

The Quilt

The Quilt is the non-profit national coalition of 38 of our country's most advanced regional research and education. Participants in The Quilt provide advanced network services and applications to over 400 universities and thousands of other educational institutions, state and local government agencies, healthcare, non-profits, and libraries.

Based on The Quilt participants' combined experiences in operations and development of leading-edge technologies, The Quilt aims to influence the national agenda on information technology infrastructure, with particular emphasis on networking for research and education. Through this coalition, The Quilt promotes delivery of networking services at lower cost, higher performance and greater reliability and security.

VASCUPP

Any public body (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institution, or any University related foundation may access the Agreement if authorized by Carahsoft.





Internet2 Program

Internet2 is a non-profit community providing a secure high-speed network, cloud solutions, research support, and services tailored for education and research. Internet2's community includes higher education, research institutions, government entities and nonprofit organizations.

Carahsoft and our reseller partners work with Internet2 to support their member community through the NET+ program, which provides a portfolio of reliable cloud and trust solutions to help higher education and research institutions solve shared technology challenges. The NET+ program offers these solutions at exclusive pricing and with terms and conditions tailored to meet the needs of education institutions. Carahsoft is a distributor under Internet2 NET+ and has partnered with leading manufacturers.

Explore the benefits of how you can count on Carahsoft and our Reseller Partners

- 24x7 availability call us at 888-662-2724
- Dedicated support specializing in serving enterprise ready solutions
- Ecosystem of value-added reseller partners
- Contract Expertise: We understand your procurement needs and the outcomes you're seeking
- Quick turnaround quote: Get the IT solutions you need with the fast, accurate service you deserve
- Substantial cost savings on EdTech solutions and service portfolio from certified technology brand partners

carahsoft®

Count on Carahsoft®

The Trusted Government IT Solutions Provider®

Carahsoft proudly teams with our manufacturer and reseller partners to offer hundreds of IT solutions that are available on Carahsoft's GSA MAS, ITES-SW2, NASA SEWP V, NASPO ValuePoint, NCPA, OMNIA Partners, and numerous state and local contracts.

Learn more

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EdTech Talks 2025

5th Annual Summit

Oct. 1 - 3, 2025

1:00 - 2:30pm ET (Daily)

Watch Carahsoft's fifth annual EdTech Talks summit – a virtual, three-day series designed to educate academic IT leaders and end users on the performance, security, and cost-saving benefits of today's leading EdTech solutions



**Watch
On-Demand**





K-12 Education Events

Throughout the year, Carahsoft participates in key K–12 education conferences, workshops, and technology summits to stay connected with the priorities of school districts and educators nationwide. From large national gatherings to targeted regional events, our team collaborates with superintendents, IT leaders, curriculum specialists, and EdTech partners to explore the tools and strategies shaping today’s classrooms. These events help us deliver timely insights, innovative solutions, and trusted partnerships that empower schools to enhance learning environments, strengthen security, and support students and teachers with modern, reliable technology.

ISTELive

San Antonio, TX
Hybrid Event

The International Society for Technology in Education (ISTE) is a nonprofit organization that works with the global education community to accelerate the use of technology to solve tough problems in education and inspire innovation. ISTE Live is one of the most comprehensive EdTech events, where education leaders, teachers, coaches, librarians, media specialists and more can convene on the latest trends and transformations within the K-12 space. Dive into solutions that will bring positive change to the EdTech world and return to your school empowered with knowledge to meet the needs of your students and staff.



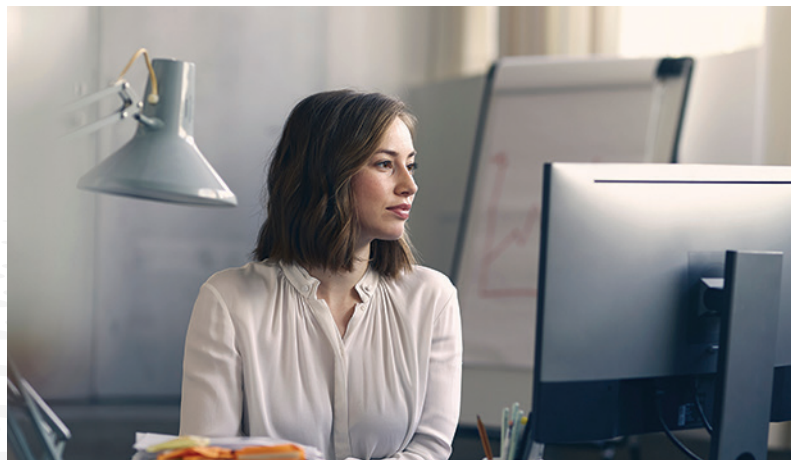
Carahsoft's EdTech Talks Summit

Virtual Event

The 5th annual EdTech Talks Summit is Carahsoft's premier event for K-12 and higher education professionals of all grade levels to hear from the industry's leading EdTech vendors. Over the span of multiple days, attendees will join classroom panels, keynote assemblies and "Before the Bell" breakout sessions with interactive, audience participation in Q&As. During this event, we explore the most pressing topics within the education community such as AI, cybersecurity, data, 5G and student mental health.

Take a look at our 2025 resource hub to learn from our various hard-hitting programs and get a sense of what to expect in coming years:

- Digital Trust 360: Cloud Security, Data Governance, and Resilience Across Education
- Web Browser: Security Strength or Weakness?
- Reimagining File Sharing for Modern Campus
- AI in Action: Transforming Learning, Operations, and the Education Experience
- Reimagining Student Writing: AI Transparency and Trust in Higher Education
- How to Use AI in Education: Detecting AI in Student Assignments and Grading with AI





NJSBA Annual Workshop

Atlantic City, NJ
In-Person Event

Co-sponsored by the New Jersey Association of School Administrators and the New Jersey Association of School Business Officials, the New Jersey School Boards Association plans to welcome over 6,000 school leaders from across the Garden State to the year's most important training event. NJSBA's Annual Workshop will feature tailored K-12 education insights, strategies and collaborative opportunities to transform and evolve their communities. Engage in professional development, illuminate dialogue, encourage interactive sessions and discover new products and solutions to share with your peers.



CSBA AEC

Sacramento, CA
In-Person Event

The Annual Education Conference is the California School Board Association's premier continuing education program for K-12 that you will not want to miss! Renew your sense of purpose and commitment as an educator, teacher, board member, superintendent or support professional as you engage with peers to dive into critical conversations, compelling sessions and prime EdTech tools and solutions. This unique event offers guests the opportunity to network with leaders who can offer guidance on local-level issues, discussing how trends are impacting individual schools and communities to improve student learning and achievement.

Past program tracks include:

- Access for All
- Digital Transformation in Education
- Fiscal Strategies and Accountability
- Student and Community Engagement
- Strategies and Practices of Governance
- Mental Health, Wellness and Student Safety



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