

Making the Most of the 2005–2006 SMARTer Kids[™] Grant Notification Letter

As a SMART education reseller, you have a privileged relationship with the education market. You can begin to capitalize on this relationship the minute you receive a letter from the SMARTer Kids Foundation of Canada notifying you that you are the preferred reselling partner (PRP) on a Grant. The Grant recipient already knows you are the designated PRP, is enthusiastic about purchasing SMART products, and is expecting your call. Think of this as an open invitation to start to close the sale.

The Grant recipient will need your help to understand and make the most of the Grant award. Be prepared to assist in the following ways:

- Ask about the time frame for using the Grant to make purchases
- Work with the Grant recipient on a written quote, explaining the per-unit suggested list price and the per-unit Grant amount
- Explain any additional costs, such as taxes, shipping, training and installation

If the Grant recipient is also seeking education pricing for a competitive product, now is a good time to compare competitors' products to SMART products, and to clarify the key benefits and differences of SMART products.

Because so many governments are cutting back on their technology funding to schools this year, our Grants are appreciated by educators now more than ever. Good luck in working to maximize the marketing potential of SMARTer Kids Grants to the fullest!

If you have questions, please e-mail info@smarterkids.org.

Resources

<https://source.smarttech.com/programs/skf>
<http://www.smarterkids.org/k12/index.asp>

Application

Please refer to the 2005–2006 SMARTer Kids Grant for SMART Products Terms and Conditions for detailed program information including qualifying criteria for a SMARTer Kids Grant for SMART Products (the "Grant"). Assistance in completing your Grant application is available from the SMARTer Kids Foundation of Canada (the "Foundation") toll free (1.866.288.0454) or from a SMART Education Reseller. The Foundation will use reasonable effort to notify you of the acceptance of your Grant application within 5 working days for applications received online and within 15 working days for applications received by fax or mail.

This Grant may only be applied to the suggested list price of eligible SMART products and may not be used in conjunction with any other price-reducing offers that may be available through the Foundation's supporting sponsors or government contracts. To request a price list, please contact info@smarterkids.org or call the number above.

P A R T I	Contact name _____	Position _____
	Institution name _____	Department _____
	Institution address _____	District _____
	Address continued _____	City _____
	State/Province _____ Zip/Postal Code _____	Country _____
	E-mail _____	Phone () _____
	Fax () _____	Grades/Levels in institution _____

P A R T II	1) Is your institution accredited? <input type="checkbox"/> No <input type="checkbox"/> Yes www.smarterkids.org/other/accreditation.asp
	2) Is your institution not-for-profit? <input type="checkbox"/> No <input type="checkbox"/> Yes www.smarterkids.org/other/notforprofit.asp
	3) Please name the SMART education reseller that you wish to select as your Preferred Reselling Partner (PRP). The PRP must be named prior to placing a product order. Preferred Reselling Partner* _____
	4) Please briefly indicate what reselling organizations have assisted you and how they determined what SMART products will meet your technology needs. (You are under no obligation to purchase from any of these other entities. The information is strictly for the use of the SMARTer Kids Foundation and its sponsors.) _____ _____

• Pending approval, your PRP will be the only reseller authorized to fulfill your Grant. If you do not name a PRP on your Grant application, the Foundation will work with you to have one appointed.

P A R T III	Please describe how your institution** plans to use SMART products and why your institution would like to receive a SMARTer Kids Grant. Your description should be typed and a minimum of 100 words. (Attach an additional sheet, if required.)
	** If you are an authorized home schooler, please include your letter of intent or the registration form along with the confirmation letter from your local school board or department of education.

P A R T IV	Use your best judgment to choose the number of products for which you apply. Should your institution wish to purchase more units than are approved for your Grant, your PRP will work with the Foundation to have your Grant amended without further paperwork from you.					
	Product	Model #	Qty	Product	Model #	Qty
	SMART Board™ interactive whiteboard			AirLiner™ wireless slate		
	Floor stand (optional)			Expression™ multimedia cabinets		
	Rear Projection SMART Board interactive whiteboard			SynchronEyes® software***		
	In-Wall Rear Projection SMART Board interactive whiteboard			SMART Ideas® software***		
	SMART Board for Flat-Panel Displays interactive whiteboard			Bridgit™ software		
Symposium® interactive pen display						

***Both SynchronEyes and SMART Ideas software school licenses are only available to K–12 schools (individual lab licenses can be purchased by any institution). Higher education institutes may contact software@smarttech.com for site-license pricing.

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The undersigned represents and warrants that he or she has the authority to submit this Grant application on behalf of, and bind, the institution named in this Grant application. By submitting this Grant application, the institution named in this Grant application (i) represents that the information contained in this Grant application is true; (ii) agrees to the terms and conditions of the Grant program; and (iii) waives any rights which it may now or in the future have against the Foundation for any claims, losses, damages, expenses, costs or other liabilities whatsoever (including those arising out of the negligence of the Foundation) which it may suffer, sustain or incur in relation to or arising out of its use of the SMART products which are the subject of this Grant application.

Authorized signature _____ Date _____

Name (please print) _____ Position _____

Where did you hear about the SMARTer Kids Grant for SMART Products? _____

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Please return your completed Grant application to the SMARTer Kids Foundation, Grant Application Committee, via any of the following:

Online <http://www.smarterkids.org/k12/smartproducts>
or
<http://www.smarterkids.org/hed/smartproducts>

Fax 866.288.0464
Mail 1207 – 11 Avenue SW, Suite 300
Calgary, AB T3C 0M5
CANADA

Assistance is available from the following:

SMARTer Kids Foundation use only

Rev. Date: 9/23/05

Approved _____ Date _____ Grant # _____

Terms and Conditions

The SMARTer Kids Grant for SMART Products (the "Grant") is an education award that helps educators purchase eligible SMART products for their classrooms. The Grant has helped tens of thousands of K–12 schools and higher education and technical institutions acquire SMART products by increasing their affordability. For more information and for a list of frequently asked questions, visit www.smarterkids.org/k12/smartproducts/index.asp.

Eligibility	Grants are available to all public or private, accredited, not-for-profit educational institutions, authorized home schoolers, museums, science centers and libraries involved in K–12, college, university, vocational and technical instruction or administration. Applicants must meet eligibility criteria to receive a Grant from the SMARTer Kids Foundation of Canada (the "Foundation").
Grant Amounts	Grant amounts are 15– 70 percent of the suggested list price for the purchase of eligible SMART products.
Eligible Products	Grants are provided for SMART products, including the following: <ul style="list-style-type: none"> • The SMART Board™ family of interactive whiteboards and optional floor stand • Symposium® interactive pen displays and interactive lecterns • Airliner™ wireless slate • Expression™ mobile multimedia cabinets • SynchronEyes®, SMART Ideas® and Bridgit™ software For more information about these products, please read <i>Choosing Your SMART Products</i> or visit www.smarterkids.org/k12/smartproducts/products.asp .
Limitations	SMARTer Kids Grants are available to qualifying education institutions located in the United States and Canada. Institutions outside these areas will require special consideration from the Foundation.
Participating Resellers	All SMART Education Resellers are authorized by SMART (not the Foundation) to sell SMART products to K–12 or higher education institutions or both. A SMART Education Reseller can help you determine the best solution for your needs, assist with the completion of your Grant application and coordinate the delivery and setup of your products. For a list of SMART Education Resellers in your area, visit www.smarterkids.org/k12/dealers and select from the resellers annotated with either <i>K–12</i> or <i>H.Ed.</i> (indicating the education level they are authorized to support).
Reseller Preference	The Grant review and approval process requires that you designate a Preferred Reselling Partner (PRP). Your PRP is a specific SMART Education Reseller authorized by the Foundation and SMART Technologies Inc. to fulfill your Grant. You will be required to purchase from your designated PRP when you want to use your Grant. You may specify the PRP with whom you prefer to work by naming a PRP on your Grant application. If you do not name a PRP on your application, the Foundation will appoint one for you. The Foundation and SMART work together to ensure that each PRP appointed will offer the highest level of service and support to the Grant recipient.
Evaluation Criteria	Applicants must submit a completed Grant application that includes a written description of their intended use of the SMART products. A Grant application committee will evaluate applications and award Grants at its sole discretion.
Program Deadline	Grant applications for a 2005–2006 SMARTer Kids Grant may be submitted to the Foundation at any time prior to midnight, September 30, 2006. Grant applications will be processed and Grants awarded as received. Grant recipients have until October 31, 2006, to use their Grants, after which time their 2005–2006 Grants will expire. However, Grant applications received between August 1, 2006, and September 30, 2006, for which a Grant has been approved, but not used, will be automatically reprocessed and approved by the Foundation using the new guidelines for the 2006–2007 Grant year.
Grant Notification	The Foundation will use reasonable effort to notify you of the approval of your Grant application within 5 working days for Grant applications received online and within 15 working days for Grant applications received by fax or mail. If awarded, this notification will state your Grant approval number and your PRP. The Foundation will also notify your PRP. The PRP will contact you to discuss your SMART product requirements and assist you in utilizing your Grant.
Product Quantity	Use your best judgment to choose the number of products for which you apply. Should your institution wish to purchase more units than are approved for your Grant, your PRP will work with the Foundation to have your Grant amended without further paperwork from you.
New Models or Versions	If a new model or version of a qualifying SMART product is introduced during a Grant year, any unused Grant award will be automatically rolled over to apply to the latest model or version of the SMART product. If you have any questions about the value of the Grant upon a rollover to a new model or version, please contact the Foundation.
Additional Funding	The SMARTer Kids Grant program is funded by local and international sponsors of the SMARTer Kids Foundation. A SMARTer Kids Grant can be used to leverage opportunities for grants from other sources. Grant recipients are encouraged to seek matching grants that will further reduce the cost of purchasing SMART products for their institution. For more information, visit education.smarttech.com/grants/



SMART Board 680
Floor Stand 670

SMART Board™ interactive whiteboard

With the SMART Board interactive whiteboard connected to a projector and your computer, you can control computer applications or access any educational content directly from the interactive whiteboard's surface. You can also write notes on the interactive whiteboard or over top of applications and save your notes to a computer file for future reference and distribution.

www.smarterkids.org/k12/smartproducts/choose_sb.asp

Rear Projection SMART Board interactive whiteboard

The *Rear Projection* SMART Board interactive whiteboard combines the power of a front-projection interactive whiteboard with the sophistication of rear projection. Rear-projection models locate the projector behind the screen, so you will not cast shadows on the projector image.

www.smarterkids.org/k12/smartproducts/choose_rpsb.asp



Rear Projection SMART Board 2000i



50" SMART Board for Flat-Panel
Displays

SMART Board for *Flat-Panel Displays* interactive whiteboard

The SMART Board for *Flat-Panel Displays* interactive whiteboard transforms plasma and LCD panels into powerful presentation and collaboration tools. SMART Board for *Flat-Panel Displays* interactive whiteboard models are available for a variety of popular flat panels from 37 to 65" (93.9–165 cm). You can touch the interactive overlay to navigate through spreadsheets, presentations and text-based documents, or write over your applications and save the notes to a computer file.

www.smarterkids.org/k12/smartproducts/choose_plasma.asp

Symposium® interactive pen display and interactive lectern

With a Symposium interactive pen display or lectern, you can write notes, annotate over applications, present multimedia and save your work in a single file, all from the interactive screen. Using the attached pen, you simply touch the screen to control applications and write notes. With a projector displaying this image on a larger presentation screen, your students can easily follow along.

www.smarterkids.org/k12/smartproducts/choose_symposium.asp



Symposium ID250



AirLiner WS100

AirLiner™ wireless slate

The AirLiner wireless slate is the perfect complement to the SMART Board interactive whiteboard or Sympodium interactive pen display. Educators and students can now have a dynamic learning environment that provides the flexibility to instruct from the front, back, or anywhere in the classroom. Students can interact with information from their seats, and multiple slate users can write at the same time as someone at the SMART Board interactive whiteboard.

www.smarterkids.org/k12/smartproducts/choose_airliner.asp

Expression™ mobile multimedia cabinet

The Expression multimedia cabinet seamlessly integrates all your classroom and presentation tools. The flexible design allows you to select and install the peripherals best suited to your instructional needs. The cabinet is wired with the cables and connections necessary to support most multimedia tools. By accessing all your multimedia materials from a single location, you're free to focus your attention on the lesson instead of the equipment.

www.smarterkids.org/k12/smartproducts/choose_expression.asp



Expression 103



SynchronEyes® computer-lab instruction software

SynchronEyes computer-lab instruction software uses your existing network to create a focused learning environment. From the instructor's computer, you can monitor and control student computers, view and answer student questions, administer quizzes, enable chat sessions, send out polls and blank all screens to direct attention to the front of the room.

www.smarterkids.org/k12/smartproducts/choose_synch.asp

SMART Ideas® concept-mapping software

SMART Ideas concept-mapping software enables you to create concept maps to show relationships between ideas. As you add information, you can expand diagrams to multiple levels and add hyperlinks to files and websites. Built-in templates are provided to help you begin projects, and all maps can be saved as HTML files to share online. SMART Ideas software prompts your students to connect ideas, organize concepts and visually represent information.

www.smarterkids.org/k12/smartproducts/choose_smartideas.asp





Bridgit™ conferencing software

Data conference quickly and easily with Bridgit conferencing software. No special training is required – connect effortlessly to share your desktop. Teachers and students can join in by simply opening their client and selecting the conference by name. Participants without the Bridgit client can be invited with an e-mail containing the URL that will download the client (less than 1 MB) and bring them directly to the session. Share up to four video images of participants via webcam.

www.smarterkids.org/k12/smartproducts/choose_bridgit.asp

Grant Percentages

More information is available at www.smarterkids.org.

Product Models	Suggested List Price ^a (US\$)	Grant Percentage ^b
SMART Board™ interactive whiteboard		
640 (48"/121.9 cm diagonal)	999	30
660 (64"/162.6 cm diagonal)	1,599	30
680 (77"/195.6 cm diagonal)	1,999	30
Floor stand		
640 (optional for SMART Board 640)	429	30
670 (optional for SMART Board 660 and 680)	499	30
Rear Projection SMART Board interactive whiteboard		
2000i DVS (66"/167.6 cm diagonal) (SVGA projector included ^c)	10,699	25
2000i DVX (66"/167.6 cm diagonal) (XGA projector included ^c)	13,339	25
3000i (66"/167.6 cm diagonal) (XGA projector included ^c)	14,999	20
4000i (66"/167.6 cm diagonal) (SXGA projector included ^c)	29,999	15
In-Wall 1710 (66"/167.6 cm diagonal)	8,999	30
In-Wall 1810 (71"/180.3 cm diagonal)	9,999	30
In-Wall 1910 (84"/213.4 cm diagonal)	11,999	30
In-Wall 2865 (71"/180.3 cm diagonal) (includes the 1810, XGA projector and mirror stand)	17,499	25
In-Wall 2965 (84"/213.4 cm diagonal) (includes the 1910, XGA projector and mirror stand)	19,499	25
SMART Board for Flat-Panel Displays interactive whiteboard		
SMART Board for Flat-Panel Displays ^d (37"/93.9 cm, 40"/101.6 cm, 42"/106.7 cm, 43"/109.2 cm displays)	3,299	30
SMART Board for Flat-Panel Displays (50"/127 cm displays)	3,999	30
SMART Board for Flat-Panel Displays (60"/152.4 cm, 61"/154.9 cm, 63"/160 cm displays)	4,999	30
Symposium® interactive pen displays and interactive lecterns		
ID250 interactive pen display	2,249	20
DT770 interactive pen display	3,999	20
MP250 (includes ID250 interactive pen display, LCD mounting arm, lectern and X-Port™ 40 switch)	6,499	20
L250 (includes ID250 interactive pen display, LCD mounting arm, lectern and X-Port 40 switch)	7,999	20
X-Port 40 switch	1,399	20
AirLiner™ wireless slate		
WS100 Wireless Slate and USB Bluetooth Adapter	699	30
Expression™ mobile multimedia cabinet		
103	2,559	25
103 (without projector support)	2,659	25
503	4,999	25

Product Models	Suggested List Price ^a (US\$)	Grant Percentage
Software		
Bridgit™ conferencing software–server software (includes five concurrent user licenses) ^e	2,499	30
Bridgit conferencing software additional client package – 5 concurrent user licenses ^e	500	30
Bridgit conferencing software additional client package – 10 concurrent user licenses ^e	1,000	30
Bridgit conferencing software additional client package – 25 concurrent user licenses ^e	2,500	30
Bridgit conferencing software additional client package – 50 concurrent user licenses ^e	5,000	30
SynchronEyes® computer-lab instruction software individual lab license (one teacher program install and unlimited student program installs)	1,198	35
SynchronEyes computer-lab instruction software school license (unlimited installs for a K–12 school) ^f	4,999	35
SynchronEyes computer-lab instruction software individual lab upgrade	300	35
SynchronEyes computer-lab instruction software school license upgrade	1,249	35
SMART Ideas® concept-mapping software ^g	199	70
SMART Ideas concept-mapping software school license (unlimited installs for a K–12 school) ^h	8,329	70

- ^a Preferred Reselling Partner (PRP) may add taxes, shipping, installation or training costs.
- ^b Grant percentage is on a per-unit basis. Individual purchase orders for any combination of SMART Board interactive whiteboards in quantities between 20 and 49 qualify for a 33 percent Grant, and quantities of 50 or more qualify for a 35 percent Grant.
- ^c Projector not included in listed prices, except where noted.
- ^d For a complete list of supported panels, see <http://www2.smarttech.com/st/en-US/Products/SMART+Boards/Overlays/Specifications.htm>.
- ^e Suggested list price includes server software and five concurrent user licenses. Additional client packages are available. Contact the Foundation, SMART or your PRP for details. Any combination of licenses can be used as long as the total per server does not exceed 150.
- ^f School licenses are available for K–12 schools only. Contact SMART for site-license pricing for higher education institutions.
- ^g Suggested retail price is on a per-unit basis. Individual purchase orders for volume quantities qualify for lower pricing. Contact the Foundation or your PRP for details.
- ^h School licenses are available to K–12 schools only. Contact SMART for site-license pricing for higher education institutions.