



# Welcome

Welcome to ACTEM's second spring leadership conference! This year's theme focuses on networks, data privacy and cybersecurity. We feel that these are important topics for Maine schools.

ACTEM's goal for this conference is to provide information, workshops, and solutions for technology leaders and their staff that can help them make informed decisions to keep our students and staff safe. Be sure not to miss the lunch keynote by Simon Weller of ENA on **Cybersecurity Threats to School Networks**.

Please be sure to visit the many vendors that have supported our efforts to bring this conference to you. Dedicated time slots are built into the conference program for you to visit these exhibitors.

We hope you enjoy this conference and gain valuable information about these topics and how they apply to your school's networks.

Future Spring Leadership Conferences will have different focuses pertinent to school technology leaders. Please let us know how you liked this conference and also suggest themes for future events.

Enjoy the day!

*Dennis Crowe*  
**ACTEM President**



## Keynote



### Cybersecurity Threats to School Networks

*Simon Weller | Director of Technology | ENA*

Concerned about cybersecurity threats taking down your network or compromising your data? Join our security expert at this year's spring conference to discover steps you can take to boost your school district's network security and minimize the possibility of ransomware or DDoS attacks.

**ena** Education Networks of America<sup>®</sup> **SINCE 1996**  
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## FIRST FLOOR WORKSHOP ROOMS

<b>SCHEDULE</b>	<b>Connecticut</b>	<b>Rhode Island</b>	<b>Massachusetts</b>
8:50 AM	<b>Opening &amp; Welcome   Casco Bay Hall</b>		
<b>Session 1</b> 9:00 - 9:45 AM	<b>TPx &amp; Fortinet End-to-End Solution for your School's Network</b> Tyler Dunphy & Fortinet	<b>Best Practices for School Networks</b> Brian Barrows & Brandon Curry	<b>How Prepared Are You for a Digital Disaster?</b> Simon Weller - Director of Technology, ENA
9:45 - 10:45 AM	<b>Exhibitor Time   Casco Bay Hall</b>		
<b>Session 2</b> 10:45 - 11:30 AM	<b>TPx Session #2 TBD</b>	<b>Social Credit Score: Empowering All to Confront the Risks &amp; Benefits of their Digital Footprint</b> Eric Butash, Highlander Institute	<b>Leveraging your Network to Support Physical Security Measures &amp; Notification Systems</b> Tom Willoughby, Singlewire
11:30 AM - 1:00 PM	<b>Lunch, Keynote &amp; Exhibitor Time   Casco Bay Hall</b>		
<b>Session 3</b> 1:00 - 1:45 PM	<b>TPx &amp; Fortinet End-to-End Solution for your School's Network</b> Tyler Dunphy & Fortinet	<b>Best Practices for School Networks</b> Brian Barrows & Brandon Curry	<b>Common Cyber Security Concerns for K-12 Schools</b> Dave Lavallee, System Engineer ePlus Technology Inc.
1:45 - 2:15 PM	<b>Afternoon Snack Break &amp; Exhibitor Time   Casco Bay Hall</b>		
<b>Session 4</b> 2:15 - 3:00 PM	<b>TPx Session #2 TBD</b>	<b>Social Credit Score: Empowering All to Confront the Risks &amp; Benefits of their Digital Footprint</b> Eric Butash, Highlander Institute	<b>How Prepared Are You for a Digital Disaster?</b> Simon Weller - Director of Technology, ENA
3:10 PM	<b>Closing &amp; Door Prizes   Casco Bay Hall</b>		

## Workshop Descriptions...

### TPx & Fortinet End-to-End Solution for your School's Network

Come see how TPx can deliver a fully managed and monitored next-generation security solution for your school's network. TPx with Fortinet, as a trusted security partner, can provide an outsourced Security Incident and Event Management (SIEM) & Security Operations (SOC) within a school's network to maintain a secure environment while ensuring continuity of your daily operations. This session will also highlight the value of this service in the K-12 environment. **Tyler Dunphy & Fortinet**  
**Sessions 1 & 3 | Connecticut**

### TPx Session #2 - TBD

**NOTE:** TPx Session #2 details were not available at press time. Details of this session will be announced in the morning opening session. Tyler Dunphy, a former Technology Director for the Westbrook Schools and now with TPx has promised a relevant session topic that you will not want to miss. **Tyler Dunphy, TPx**  
**Sessions 2 & 4 | Connecticut**

### Best Practices for School Networks

Brian spent 15 years in education before starting his company Northeast Technologies in 2007. He has been assisting and advising schools on networking and technology for over 10 years. Join this session for a discussion of best practices he has discovered through his work with many school districts in Maine and New England. **Brian Barrows & Brandon Curry**  
**Sessions 1 & 3 | Rhode Island**

### Social Credit Score: Empowering All to Confront the Risks & Benefits of their Digital Footprint

If schools are going to successfully reimagine education, IT leaders must work in new and better ways to support innovative learning opportunities while ensuring digital privacy, safety, and security. Colleges and businesses are beginning to assess our students like banks evaluate borrowers, using a Social Media Credit Score to better understand potential risks. Some students have seen their college acceptances and job offers rescinded, others are having scholarships and internships offered based on social media reports. Let's stop looking for social media's "OFF" button! This session will help school IT leaders discover constructive ways to protect and educate students & teachers.

**Eric Butash, Highlander Institute** **Sessions 2 & 4 | Rhode Island**

### How Prepared Are You for a Digital Disaster?

Business continuity and disaster recovery planning and techniques are heavily marketed but can be difficult to implement successfully. In this session, you'll learn how to create a basic disaster recovery plan. We'll also highlight some solutions crafted by our experienced ENA engineering team that can significantly mitigate your exposure and loss in the event disaster does strike.

**Simon Weller, ENA** **Sessions 1 & 4 | Massachusetts**

### Leveraging your Network to Support Physical Security Measures & Notification Systems

Are your people notified if there is an emergency in their area? – or just their building? What if you could let people know what is going on in close proximity to them during an emergency. We'll discuss Panic buttons and stations, 2-way paging and communications, emergency stations, door sensors and others and how these IOT devices can be used to increase awareness and safety measures.

**Tom Willoughby, Singlewire** **Sessions 2 Only | Massachusetts**



## SECOND FLOOR WORKSHOP ROOMS

York	Somerset	Oxford	Lincoln/Kennebec
<b>Opening &amp; Welcome   Casco Bay Hall</b>			
<b>Extreme Networks: The Secure Automated Campus</b> Joe Ranney, Paul Brady & Greg Bleaux, Extreme Networks	<b>Safety First! Securing your Network and Protecting your Users</b> David Andrade, K-12 Education Strategist, CDW-G	<b>Engage, Inspire, Connect: Wireless Networking and Mobility Solutions for Education</b> Stephen Kim, Sr. Systems Engineer - Aerohive	<b>Apple Education: Student Data Privacy and Security</b> Apple
<b>Exhibitor Time   Casco Bay Hall</b>			
<b>Cybersecurity on the Front Lines: What You Need to Know and How You Need to Plan</b> Mark Villinski	<b>The Network Outage that never happened- WCA IT Assessments</b> Dean LeClerc, Director of Emerging Technology, WCA	<b>Edupoint - New Product Feature Preview RTI &amp; Analytics</b> Coy Travers and Mark Wilson	<b>LinkIt! Student Data and Privacy Best Practices Workshop</b> Matthew Wilson, Director of Educational Programs
<b>Lunch, Keynote &amp; Exhibitor Time   Casco Bay Hall</b>			
<b>Extreme Networks: The Secure Automated Campus</b> Joe Ranney, Paul Brady & Greg Bleaux, Extreme Networks	<b>Safety First! Securing your Network and Protecting your Users</b> David Andrade, K-12 Education Strategist, CDW-G	<b>Engage, Inspire, Connect: Wireless Networking and Mobility Solutions for Education</b> Stephen Kim, Sr. Systems Engineer - Aerohive	<b>Apple Education: Student Data Privacy and Security</b> Apple
<b>Afternoon Snack Break &amp; Exhibitor Time   Casco Bay Hall</b>			
<b>Cybersecurity on the Front Lines: What You Need to Know and How You Need to Plan</b> Mark Villinski	<b>The Network Outage that never happened- WCA IT Assessments</b> Dean LeClerc, Director of Emerging Technology, WCA	<b>Edupoint - New Product Feature Preview RTI &amp; Analytics</b> Coy Travers and Mark Wilson	<b>LinkIt! Student Data and Privacy Best Practices Workshop</b> Matthew Wilson, Director of Educational Programs
<b>Closing &amp; Door Prizes   Casco Bay Hall</b>			

### Common Cyber Security Concerns for K-12 Schools

In many public places WIFI networks provide free – un-hindered access. What are you doing to protect your Valuable assets – your data from malicious activity both in the cloud and on premises. We'll talk about the network as a security platform and cloud protection mechanisms you can implement and control access with beyond firewalls and AV.

**Dave Lavallee, ePlus Technologies Sessions 3 Only | Massachusetts**

### Extreme Networks: The Secure Automated Campus

This solution provides a true 360-degree view of the network (wired and wireless), users, devices and applications with context and scale through integrated management, analytics and policy. Automation of onboarding users and networking equipment will reduce the burden on the IT team. You can feel secure with Extreme's Automated Campus, which leverages hyper-segments which will contain breaches and isolate/protect critical applications, information or users. If a hacker cannot see the network, they cannot hack it!

**Joe Ranney, Paul Brady & Greg Bleaux – Extreme Networks**

**Sessions 1 & 3 | York**

### Cybersecurity on the Front Lines: What You Need to Know and How You Need to Plan

When it comes to cybersecurity, the threat landscape is changing every day. From ransomware attacks to the security of the Internet of Things, there's a lot to take in. Let our experts break it down for you. Join Kaspersky to learn about trends from the past year and predictions for the future of cybersecurity. This talk will give you a sharper focus on how to protect your organizations and how to plan for your future IT security needs.

**Mark Villinski, Kaspersky Sessions 2 & 4 | York**

### Safety First! Securing your Network and Protecting your Users

In this session, we will discuss how to secure your network, devices on your network, devices that go home with students, online and network safety, student data security and privacy, and other topics, along with tools and resources to help you do this.

**David Andrade, K-12 Education Strategist, CDW-G**

**Sessions 1 & 3 | Somerset**

### The Network Outage that never happened- WCA IT Assessments

Come join WCA as we explore our suite of next generation assessment services and hear about how it discovered issues before they became critical. WCA will present a comprehensive review of the five key areas where you can gain the critical data you need to take control of your infrastructure. Whether it is server and storage capacity planning, prepping for a virtualized environment, wireless optimization, power and cooling, or assessing the overall health of your network, WCA will work with you to make sure that you are following industry-leading, best practices in all of your technology deployments. Attendees should have basic knowledge of network infrastructure components (switches, servers, storage) and will leave with an understanding of the value of proactive service delivery vs reactive as well as engage with real life example of data collection that can reduce downtime and reduce costs.

**Dean LeClerc, Director of Emerging Technology, WCA Sessions 2 & 4 | Somerset**

### Apple Education: Student Data Privacy and Security

Join Apple for a conversation around K-12 student data privacy and security. In this session we will discuss Apple's security approach and demonstrate some of the privacy features of Apple's education solutions. At Apple, we believe privacy is a fundamental human right. We are committed to helping protect all of our users with leading privacy and security technologies that are designed to safeguard personal information.

**Apple Sessions 1 & 3 | Lincoln-Kennebec**

## Workshops Continued...

### Edupoint - New Product Feature Preview RTI and Analytics

Round table dialogue to discuss topics of interest with Coy Travers, Product Evangelist and Mark Wilson, Regional Sales Manager.

**Coy Travers & Mark Wilson Edupoint | Sessions 2 & 4 | Oxford**

### Engage, Inspire, Connect: Wireless Networking and Mobility Solutions for Education

The only solution guaranteed to improve student performance is great teaching. Come learn how a scalable, simple, and secure wireless networking and mobility solution can give your teachers a new platform to engage and inspire their students. From local schools in Maine to some of the largest school districts in the country, Aerohive provides the Wi-Fi network infrastructure for the next generation of 1:1 programs and on-line learning, with gradual deployment and easy operations that leaves more budget for what really matters. Learn about peers who are using the solution today, discuss upcoming standards & WLAN innovations, and learn about the latest and greatest in products and management.

**Stephen Kim, Sr. Systems Engineer - Aerohive | Sessions 1 & 3 | Oxford**

### LinkIt! Student Data and Privacy Best Practices Workshop

Matthew Wilson, former school superintendent and the Director of Educational Programs with LinkIt!, the industry leader in K-12 school data warehousing and analytics, will provide district leaders with examples of best practices and do's and don'ts for the process of transferring, storing, and analyzing student data in a vendor platform. Participants will also review Maine student data in the LinkIt! platform and learn why districts

## Exhibitors

### Aerohive

**[www.aerohive.com](http://www.aerohive.com)**

Aerohive enables our customers to simply and confidently connect to the information, applications, and insights they need to thrive. Our simple, scalable, and secure platform delivers mobility without limitations. For our customers worldwide, every access point is starting point. For more information, please visit [www.aerohive.com](http://www.aerohive.com).

### Apple, Inc.

**[www.apple.com/education](http://www.apple.com/education)**

Education has always been part of Apple's DNA. We believe technology has the power to transform every classroom and engage every student. Our products are designed to expand how teachers teach and students learn with access to powerful apps and engaging content on the devices they love to use. We also know how important security and privacy is to protect the data students create, store, and access throughout the learning experience. Security and privacy are fundamental to the design of all Apple hardware, software, and services.

### Aruba, a Hewlett Packard Enterprise Company **[www.arubanetworks.com](http://www.arubanetworks.com)**

Aruba, a Hewlett Packard Enterprise company, is a leading provider of next-generation networking solutions for enterprises of all sizes worldwide. The company delivers IT solutions that empower organizations to serve the latest generation of mobile-savvy users who rely on cloud-based business apps for every aspect of their work and personal lives. To learn more, visit Aruba at <http://www.arubanetworks.com>. For real-time

news updates follow Aruba on Twitter and Facebook, and for the latest technical discussions on mobility and Aruba products visit Airheads Social at <http://community.arubanetworks.com>.

### CDW-G

**[www.cdwg.com](http://www.cdwg.com)**

CDW-G is a leading multi-brand technology solutions provider to business, government, education and healthcare organizations in the United States, Canada and the United Kingdom. A Fortune 500 company with multinational capabilities, CDW-G was founded in 1984 and employs approximately 8,500 coworkers. Our broad array of offerings range from discrete hardware and software products to integrated IT solutions such as mobility, security, cloud, data center and collaboration. For more information about CDW-G, visit [www.CDW.com](http://www.CDW.com).

### Connection Public Sector Solutions

**[www.govconnection.com](http://www.govconnection.com)**

Connection can help you seamlessly integrate all the latest technology into your classrooms and schools to create productive learning experiences for all students. We can also help you become comfortable and familiar with these new technologies. Advance your students' learning with 21st century classroom technology through Connection!

### Education Networks of America

**[www.ena.com](http://www.ena.com)**

Education Networks of America (ENA) delivers transformative technology solutions supported by exceptional customer care to education and library institutions across the nation. Since 1996, we have worked with our customers to design and engineer high-capacity and future-ready broadband, Wi-Fi/LAN, communication, cloud, and security solutions. For more information, please visit [www.ena.com](http://www.ena.com), call (603) 836-4472, or e-mail [mwoodrow@ena.com](mailto:mwoodrow@ena.com).

### Edupoint Educational Systems

**[www.edupoint.com](http://www.edupoint.com)**

As thought leaders in K-12 student information management, the founders of Edupoint have set the standard for SIS solutions for almost thirty years. Our innovative solutions have been used by thousands of schools to manage millions of students. "We're expanding the boundaries of the traditional SIS, and blurring the lines between student information systems and learning management systems, not just because we can, but because it makes sense." Bob Weathers, founder & CEO

### ePlus Technologies

**[www.eplus.com](http://www.eplus.com)**

At ePlus, we engineer transformative technology solutions for the most visionary companies in the world. With expertise built upon the hard-won experience of our master architects, engineers, and consultants, we see our clients' horizons and craft sustainable IT roadmaps to get them there. Then we make it happen. Contact Jeff Mann at [JMann@eplus.com](mailto:JMann@eplus.com) or call 207.332.3520.

### Extreme Networks

**[www.extremenetworks.com](http://www.extremenetworks.com)**

Extreme Networks, Inc. (EXTR) delivers software-driven networking solutions that help IT departments everywhere deliver the ultimate business outcome: stronger connections with customers, partners and employees. Wired to wireless, desktop to datacenter, we go to extreme measures for our 20,000-plus customers in more than 80 countries, delivering 100% insured support to organizations large and small organizations in business, education, government, healthcare, manufacturing and hospitality.



## Exhibitors Continued...

### Kajeet, Inc.

[www.kajeet.net](http://www.kajeet.net)

Kajeet helps students succeed by providing more than just Internet outside the classroom. Our innovative solution provides safe, mobile broadband Internet to close the Homework Gap. As educators increase technology in the classroom for learning, Education Broadband™ keeps students connected either at home or on the bus with CIPA-compliant filters and provides administrators with analytics, reporting, and a convenient dashboard to gain insight into student usage.

### Linkit!

[www1.linkit.com](http://www1.linkit.com)

K-12 assessment platform with powerful reporting and longitudinal data analysis tools. Designed in collaboration with educators, the user-friendly interface empowers teachers to track student performance and be more effective with differentiated instruction and individualized learning plans on both custom and formative

### Microsoft

[www.microsoft.com](http://www.microsoft.com)

Microsoft's hardware and software solutions for education.

### New England Communications

[www.necomm.com](http://www.necomm.com)

Since 1990, New England Communications has provided specialized telephony and communication products and services for small, mid size, and large businesses. With our innovative use of technology, we can engineer, install, and service all of your voice, data, and video needs. From structured cabling through IP networking, our professionals can make the difference your business deserves.

### Ruckus Wireless

[www.ruckuswireless.com](http://www.ruckuswireless.com)

Ruckus Wireless was originally founded in 2002 to develop equipment that would use Wi-Fi to run entertainment-quality video simultaneously to all the TVs and computers in a home. Ruckus' technology expertise now extends well beyond Wi-Fi. With its OpenG technology, Ruckus is again a pioneer, working to build an ecosystem that will enable organizations to self-deploy LTE coverage in the same way they deploy Wi-Fi today. And Ruckus Wi-Fi itself is now much more than super-fast connections, it's a platform for a host of capabilities—like location analytics and engagement technology—that can reduce cost, increase efficiency, improve customer loyalty and increase revenue.

### Systems Engineering

[www.syseng.com](http://www.syseng.com)

Systems Engineering has extensive experience providing information technology solutions to hundreds of northern New England school systems. We help school systems leverage IT to manage growth and streamline internal operations. We work to minimize operational risk while aligning IT with your goals to achieve academic and operational excellence. As your IT partner, SE is committed to providing the highest level of support and services to your students and teachers.

## ACTEM 2018 Conference

Our 31st Annual Conference!

Oct. 11-12, 2018

Augusta Civic Center | Augusta, ME



### Thomas College

[www.thomas.edu](http://www.thomas.edu)

#### Master of Science in Cybersecurity

Now is the perfect time to prepare yourself to enter the field of cybersecurity! There is a shortage of cybersecurity professionals, leaving employers struggling to fill more than 200,000 cyber-related roles. This is your opportunity. A Master's in Cybersecurity at Thomas will provide you with a comprehensive understanding and skills to secure, protect, and defend valuable data. The program draws on current best practices, framework, and knowledge domains supported by the National Institute of Standards and Technology (Cybersecurity Framework), NSA, and DHS (Center of Academic Excellence), ISC<sup>2</sup> (CBK for the CISSP and CCSP), and ACM (Security). Learn from cybersecurity experts!

### TPx Communications

[www.tpx.com](http://www.tpx.com)

TPx Communications is a new kind of managed services provider – the premier national managed services carrier. Formed from the merger of TelePacific and DSCI, TPx is redefining the way enterprises grow, compete and communicate. TPx's Unified Communications, Managed IT services, continuity and connectivity solutions all work together to “reach a higher state of connectedness” – with customers, employees, clients, suppliers, locations, applications and more. We can provide guaranteed performance wherever there's a broadband connection, erasing the limitations of geography, incumbent providers and capital expenditure. Headquartered in Los Angeles, with major locations across the country, TPx has delivered more than 15 years of consecutive quarter-over-quarter growth, driven by a DNA of obsessive customer service and word-of-mouth referral.

### Trinity3 Technology

[trinity3.com](http://trinity3.com)

Trinity3 is wholly immersed in the K-12 education marketplace. We are comprised of the very best sales, support and technical professionals in the business. We understand your needs come first and we are all dedicated to serving you.

### Tyler Technologies

[www.tylertech.com](http://www.tylertech.com)

Tyler Technologies is the largest software company in the nation solely focused on providing integrated software and technology services to the public sector — cities, counties, states and school districts.

### Whalley Computer Associates

[www.wca.com](http://www.wca.com)

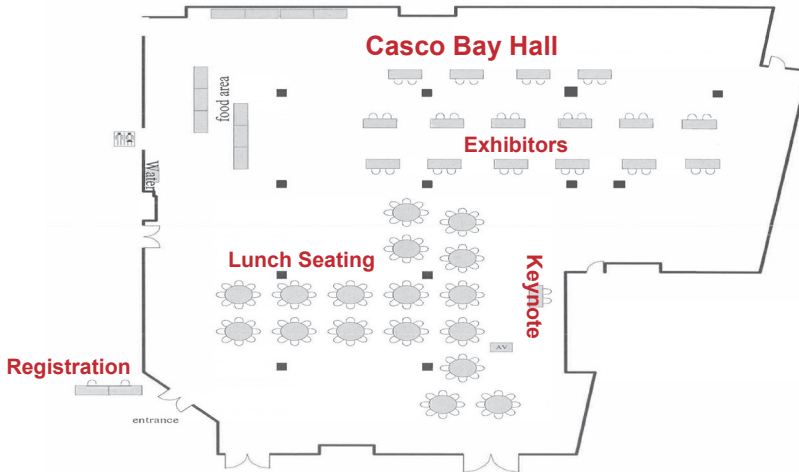
Founded in 1979 by and for Educators, Whalley Computer Associates focuses on lowering our customer's costs, increasing their efficiency, enhancing the educational environment by improving student performance through technology products.

BE AT THE CORE  
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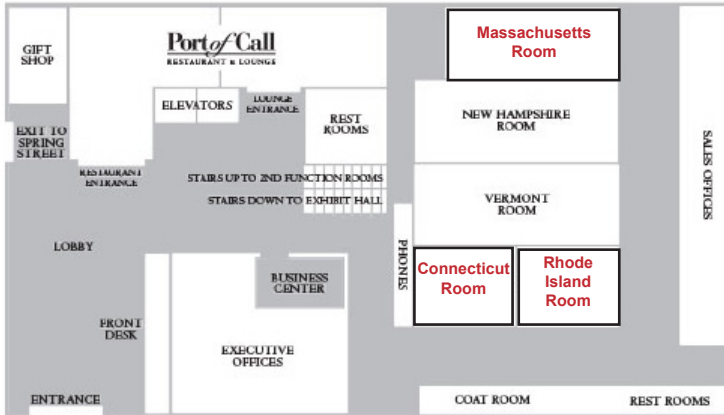
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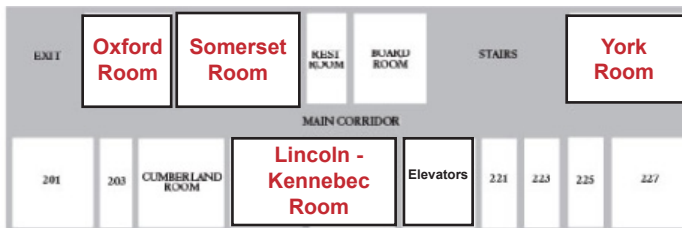




**Casco Bay Hall - Lower Level - G3**  
 Exhibitors, Opening Session, Lunch, Keynote & Closing Session



**First Floor - Lobby Level**  
 Connecticut, Rhode Island & Massachusetts Rooms



**Second Floor Function Rooms**  
 York, Somerset, Oxford, Lincoln/Kennebec Rooms



# Holiday Inn by the Bay - Room Locations