A Platform Approach to EdTech.
Agenda

1. About Me
2. EdTech Ecosystem
3. EdTech Challenges
4. Platform Approach
About Me

**NYC Public Schools**
- Teacher & Mentor
- At-Risk Teens

**MissionU**
- Startup School
- Alternative University

**Portfolium**
- ePortfolios
- College to Career

**Instructure**
- Product Marketing
- Product Strategy
What is a Platform?

A set of **interoperable products** that allow for the **flow of information** & continuous addition of **integrated, searchable, vetted** solutions.
EdTech Space
Current EdTech Space

- Learning Management System (LMS)
  - Hub for teaching & learning

- Student Information Systems (SIS)
  - Enrollment Management
  - Student // Alumni database

- 3rd Party LTI Tools
  - Teaching & Learning Enhancement
  - Assessment Management
  - Career Management
  - Anything else to supplement
Common Challenges

A few of the challenges we hear from customers...

1. Disconnected Solutions
2. Clunky integrations
3. Fragmented data
4. Hard to use
5. Mistrust of Vendors
Breakout Session

What challenges do you currently experience in the existing EdTech ecosystem?

What challenges do institutions, faculty, & students face using EdTech?

Google Doc Link:
Discussion:

What challenges do you currently experience in the existing EdTech ecosystem?

What challenges do institutions, faculty, & students face?
Main Challenge

Siloed Solutions

Siloed Systems
- Disconnected
- Built on different underlying tech
- Don’t talk to each other
- Hard to find

This leads to the following issues:
- Fragmented Data
- Integration Challenges
- Lack of Trust
Dependent Challenge #1

**Fragmented Data**

Learning ecosystems composed of disjointed solutions means we’ll never see full picture

**Issues**

- Cloudy vision of student achievement, program effectiveness, and institutional success
- Data-flow between tools is disjointed, often does not speak the same language
Dependent Challenge #2
Integration Challenges

Integration Issues
When solutions are built on different underlying code bases, LTI’s can only do so much

Issues
- Clunky, imperfect integrations
- Expensive to implement, integrate, manage
- Really hard to learn & use
- Expensive to train staff & students how & why
Dependent Challenge #3

Lack of Trust

How do I know this company is legit?

Issues

- Not going to dissolve in 2 years?
- Not going to sell student data?
- Has proper security // compliance protocols
Imagine an edtech ecosystem where students could...

- Login once // Seamless Experience
- Have a learner record // profile highlighting certs, badges, & degrees
- Never lose access to their work or connection to their institution
Imagine an edtech ecosystem where faculty could...

- Login once // Seamless Experience
- Partner Ecosystem to find & vet potential edtech products to integrate
- Monitor student success & progress across products, holistically
- Focus on teaching instead of attending PD's for tech training
Imagine an edtech ecosystem where institutions could...

- Login once // Seamless Experience
- Partner Ecosystem to find & vet potential edtech products to integrate
- Monitor student success longitudinally & institutional effectiveness holistically
- Model what ‘good’ looks like
- Reduce complexity, overhead in management
Imagine an edtech ecosystem where partner companies could...

- Have products vetted, verified, and made searchable to the Instructure ecosystem
- Create solutions in cooperation with Instructure that plug directly into the Canvas ecosystem for the benefit of users
Platform Approach

The Instructure Learning Platform, a cloud-based learning ecosystem where educators, students, & developers come to teach, learn, create.