

Vivi compared to IFPs

✓ What is Vivi?

The all-in-one school communication and student engagement solution that transforms any space with a display into a dynamic and collaborative learning environment. Vivi is a software solution, powered by our proprietary hardware that enables us to turn any screen or display into an interactive learning environment with integrated instructional and communication tools.

✓ What is an IFP?

An interactive flat panel or “smart board” uses touch sensors to allow touch input similar to writing on a whiteboard or touch screen device. (Think of an IFP almost like a very big iPad or tablet). IFPs are hardware with software enhancing their capabilities.

Popular Examples: Smart Board, Promethean, Newline, Cleartouch, Clevertouch, Boxlight

✓ How do IFPs work?

IFPs use sensors to detect touch and convert them into actions, drawings and more (the same technology that smartphones use).

✓ What are the main benefits of IFPs?

The biggest benefit of IFPs is the all-in one-instructional tool with touch capabilities. Most IFPs have built in “mini-computers” for web browsing, app access, connectivity with files and resources, and casting. Teachers do not need to connect to another device to utilize the IFP. They DO however have to be at the IFP which keeps them stuck at the front of the room. The touch screen capabilities are especially important in early elementary classrooms when students are learning to write and draw.

Another key benefit is the enhanced whiteboard capabilities. This includes features such as digital backgrounds, various writing tools and personalization options, integrated annotation tools, endless canvas (scroll down to keep taking notes or complete a long math problem), the ability to capture save and share what is on the screen. Additional benefits include the ability to be used as a screen for mirroring from a presenter device although most IFPs use a 3rd party mirroring solution which creates lags and delays.

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*a note about casting vs screen mirroring. Most IFPs have casting which means they directly receive online content as a digital media player. Screen mirroring means sending what is on one device screen to another screen or display via a cord or wireless connection.

✓ What are the biggest drawbacks of IFPs?

- IFPs are expensive. Most IFPs cost between \$2,000 and \$4,000 per panel and they have a lifespan of 4-8 years on average.
- Most IFPs use third-party casting solutions which means that using the panel as a connected screen to another device such as a computer or laptop comes with significant lags, delays and freezes.
- Most IFPs do not integrate with student devices. Students can interact directly at the screen as though they are standing at a whiteboard and some IFPs allow for students to connect and present, but students do not have the ability to capture what is on the board and engage with it in real time.
- IFPs generally need additional hardware such as mounting hardware, mobile stands, cords etc.
- IFPs are not all centrally managed which make them time intensive to update, manage and trouble shoot.
- Most IFPs do not capture usage data which makes it difficult to measure how often IFPs are being used and in what ways.

✓ What is Vivi not?

Vivi is not an interactive panel. Our software allows teachers and students to engage with any screen with many of the same capabilities of IFPs along with screen mirroring, play video and multi task, screenshot and annotate, wellness content as well as our digital signage, emergency alerts and live broadcast capabilities.

✓ How to Position Vivi:

The goal is to not go head to head with IFPs. Most often, we will be talking to customers who already have some IFPs and aren't sure why they would also want Vivi. The goal is to show how Vivi pairs with IFPs and brings additional value. This gets us in the door and then, hopefully, when the customer is considering if they should buy additional IFPs or additional Vivis they see the much higher return with expanding their Vivi implementation.

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With Existing IFPs:

- Vivi works in conjunction with any IFP and enhances the experience with our additional tools. Picture an IFP as a giant iPad. If a teacher only has an IFP, they are still “stuck” in the front of the room in order to write on the board. With a Vivi, a teacher can move away from the front of the room and show instructional content via an additional device like a personal laptop or tablet to the IFP which allows them to utilize the IFP as a display for content via Vivi.
- Some IFPs allow students to connect and share to the panel, but not all of them. Vivi has the integrated technology to allow up to 4 students (or other presenters) to share, wirelessly, to a screen at any time – with teacher controls and permissions. Vivi enhances the IFP by allowing for wireless student collaboration.
- IFPs are expensive. In most schools, only core classrooms with have IFPs and you will almost never have a room with more than one IFP due to the high costs. Vivi allows schools and districts to maximize their budgets by having interactive learning environments in spaces without an IFP and many of our customers have multiple screens in a learning environment that can all become dynamic and interactive with Vivi. The front of room IFP is still fully functional and utilized for its best purpose, which is a technology enhanced whiteboard, and they can utilize all of the additional tools available with Vivi. Vivi helps all classrooms, teachers and students have access to technology that enhances instruction; increases access, engagement and collaboration; and is consistent across the school community.

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- Most IFPs have very weak screen mirroring technology which makes them poorly suited to show videos and other mirrored content. Pairing an IFP with a Vivi means more reliability and fewer dropped connections, lags and displays when moving from directly writing on the IFP to needing to show additional content. Vivi is known for our consistency.

✓ Features to Show/Discuss:

- Wireless Screen Sharing for any presenter in any space with a screen and a Vivi
 - Teachers, Students, Administrators, Outside Professionals (PD, Board Meetings)
- Device, Screen and OS Agnostic
- Whiteboard, backgrounds, drawing tools, annotations
- Screenshot and annotations
- Assessments, Polls
- Teacher Multi-task capabilities
- An equitable learning experience regardless of hardware
- Included centrally managed digital signage
- Emergency alerts to all connected screens
- Live Broadcasts

✓ Discovery Questions to ask to help you determine how to best position Vivi with their unique needs and show the additional value of Vivi:

- Are your IFPs being used consistently for student engagement and collaboration?
- Do you have data to show that?
- Are your IFPs reliable?
- Are your IFPs centrally managed and is that included in the price or is it an additional subscription?
- Can you use your IFPs for live broadcasting?
- Can you use your IFPs for centrally managed digital signage?
- Can you use your IFPs for centrally managed emergency alerts?

Additional Resources: Coming Soon