

The Changing Device & Lab Environment in 2026

Navigating the "Refresh Crisis" with Career Readiness

Rising Costs

- Chromebook and device costs continue to rise
- Memory shortages are forcing districts to upgrade sooner
- Schools still need access to CTE, engineering, and design applications
- Partners are looking for ways to add value without forcing expensive refresh cycles

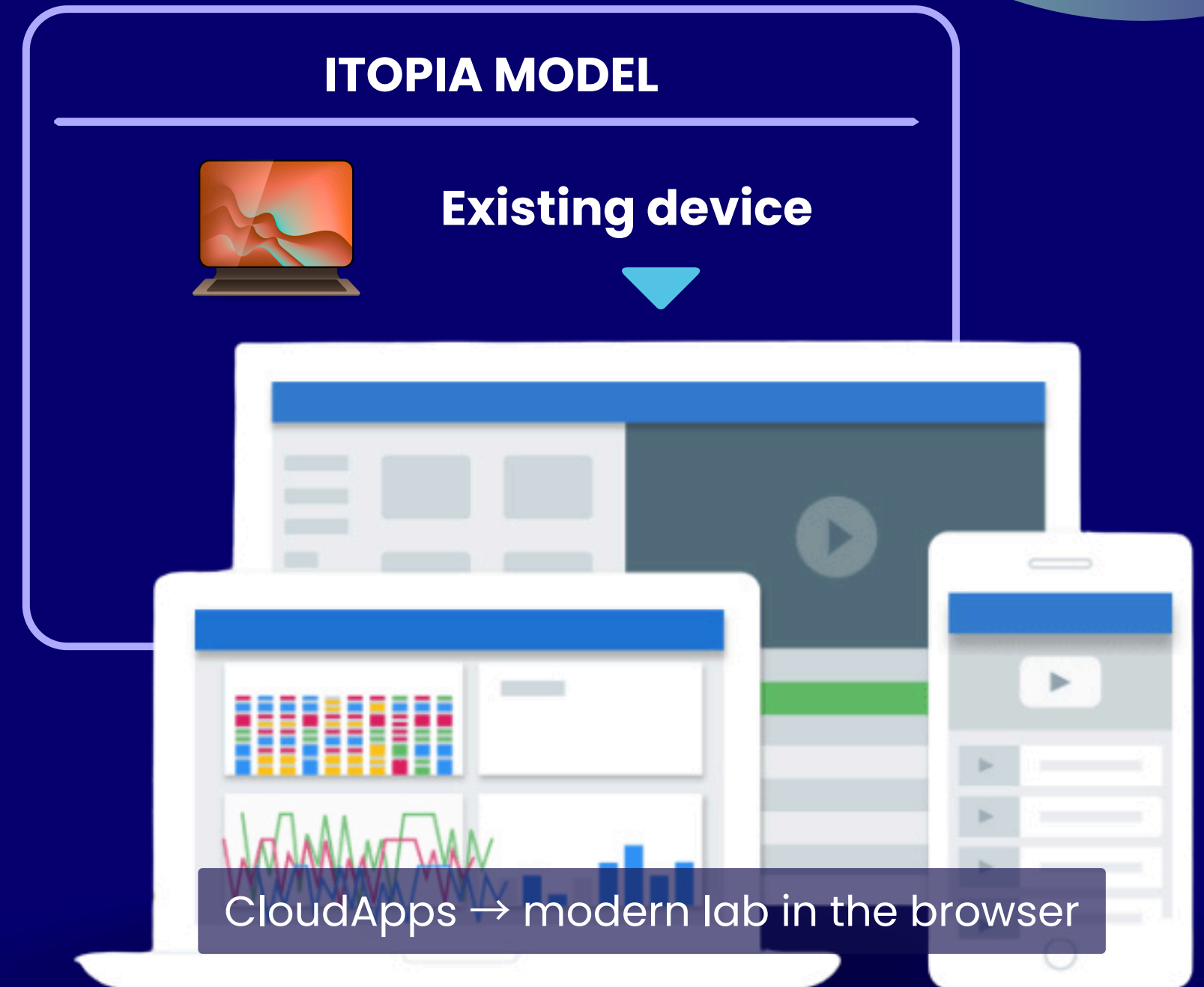
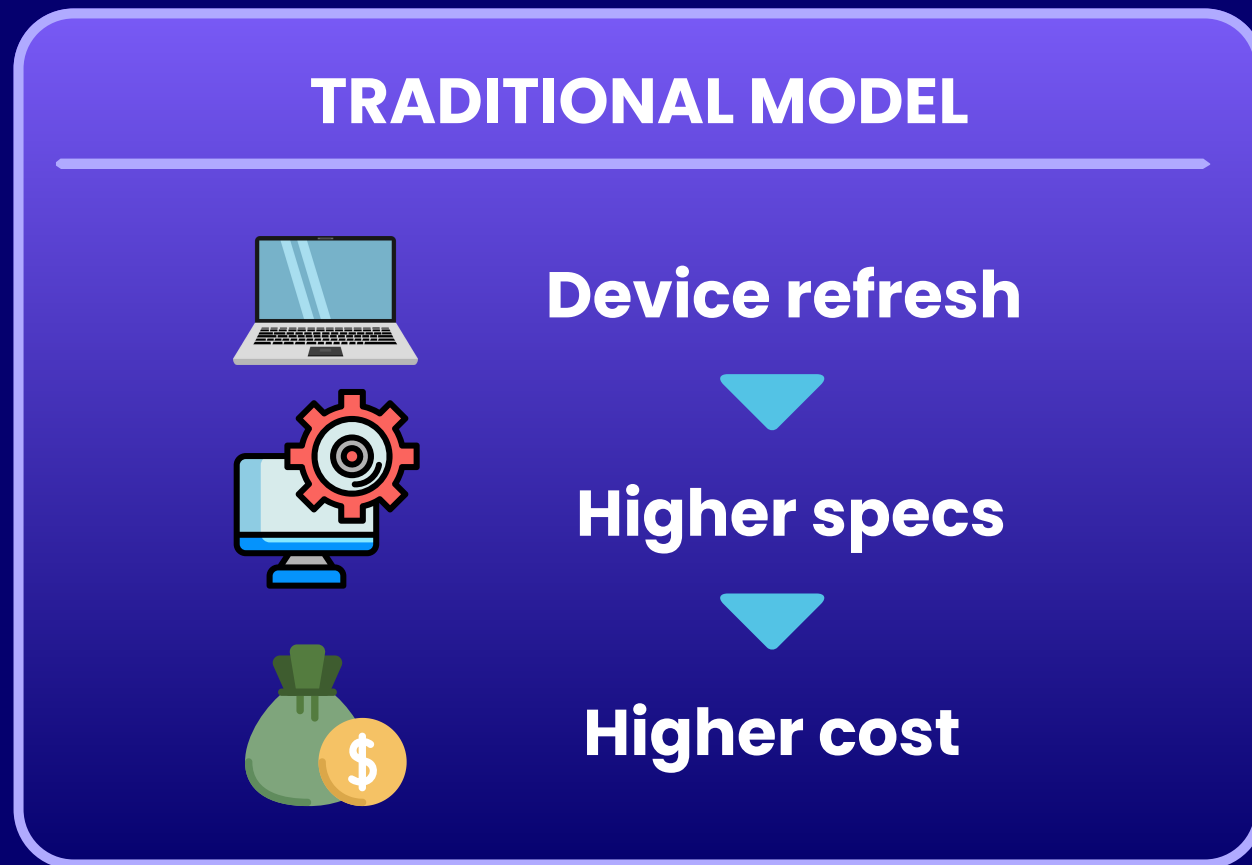


Modern classrooms run on Chromebooks



Extending Device Life with CloudApps

Deliver modern labs through the browser – no hardware refresh required.



- ✓ Run high-performance apps through the browser
- ✓ Eliminate need for higher RAM devices
- ✓ Extend lifecycle of existing Chromebooks
- ✓ Enable districts to modernize labs without new hardware

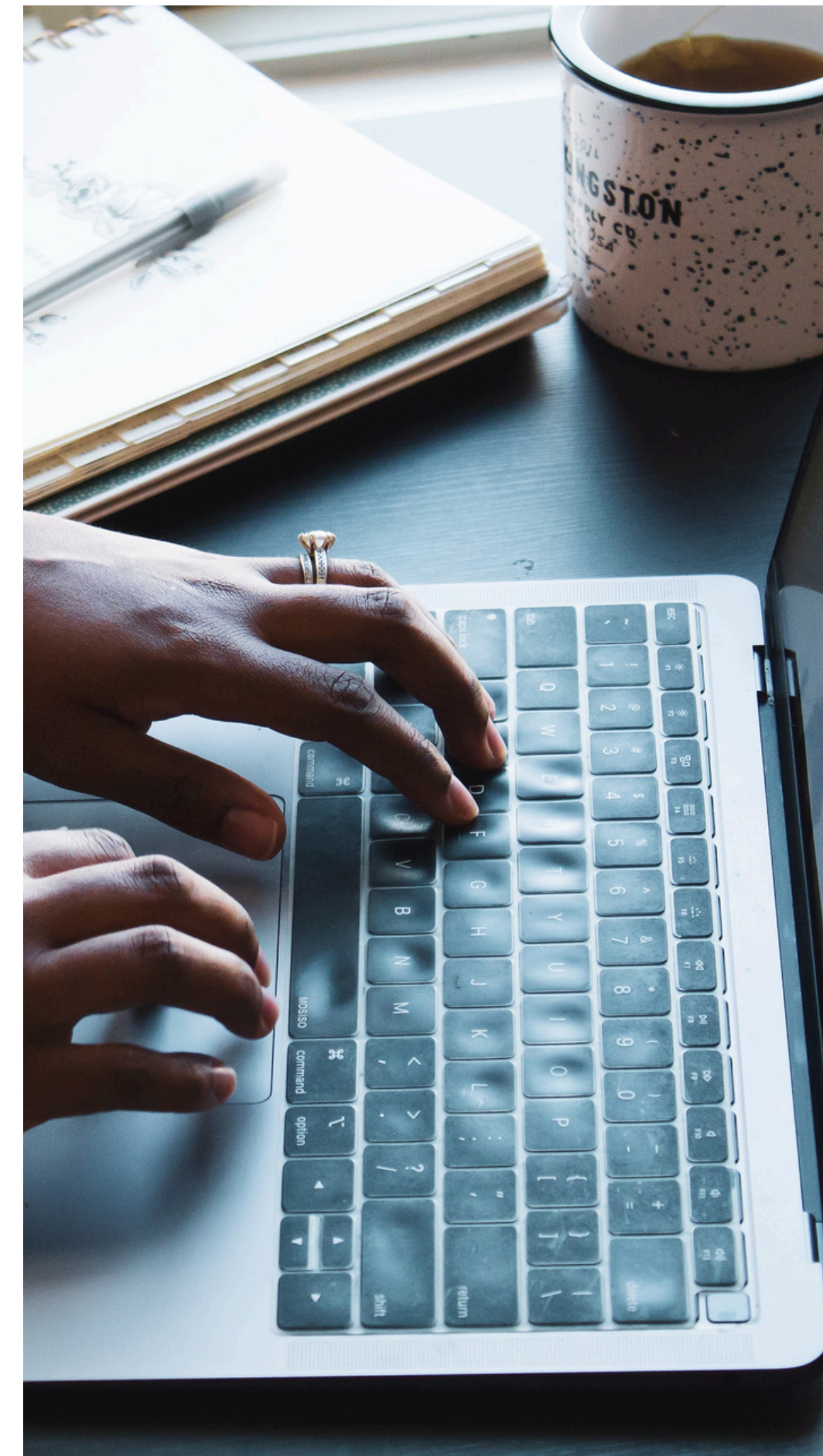


Pathway Preview Program

The Pathway Preview Program is designed to create a clear, guided path from trial to paid adoption. The program removes risk for districts, simplifies the seller motion, and accelerates lab modernization conversations.

The trial includes:

- 25 named user licenses
- Full access to the CloudApps platform
- On demand access to industry leading CTE and design applications streamed through the browser
- 30 Day preview





Post Trial Conversion Paths

At the conclusion of the 30 day trial, customers are guided into one of three clear next steps based on their goals and readiness.

Path 1. Pathway Program

Continue the 25 named user environment for 12 months
Flat cost of \$5,000

This option is ideal for districts that want extended evaluation, certifications, or proof points before scaling.

Path 2. Lab in a Tab

Move directly into lab replacement or expansion
Includes 30 concurrent users, onboarding, rapid access deployment, and additional storage
Starting at \$16,500

This option is designed for schools ready to reduce or replace initial physical labs.

Path 3. Custom CloudApps Deployment

Engage an itopia Account Executive to design a tailored CloudApps deployment

Built around district size, programs offered, and application requirements