

CLIMB SLED

EDUCATION VENDOR SHOWCASE



CLIMB SLED

Vendor	Page	Audience			Primary Roles				Programs		
		Higher Education	K-12	Nonprofit	Administrative	Technology	Curriculum	Purchasing	Deal Registration	Authorization Required	Information Center
Adobe	3	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ativion	4		✓			✓				✓	
Claris Filemaker	5	✓	✓		✓	✓	✓			✓	
Clarivate	6	✓			✓		✓				✓
Corel	7	✓	✓			✓	✓				
GoGuardian	8		✓		✓	✓		✓	✓	✓	✓
Grammarly	9	✓	✓			✓	✓		✓		✓
IMTLazarus	10		✓		✓	✓	✓		✓	✓	
IncidentIQ	11		✓			✓			✓	✓	
itopia	12		✓			✓	✓		✓	✓	
Lumio	13	✓	✓			✓	✓		✓	✓	✓
Opentext	14	✓	✓			✓			✓	✓	✓
Opentext Cybersecurity	15	✓	✓			✓			✓	✓	✓
Parallels	16	✓	✓			✓				✓	
TechSmith	17	✓	✓			✓	✓		✓		
Unity	18	✓	✓	✓			✓			✓	✓
Vivi	19		✓			✓	✓		✓	✓	
Wasabi	18	✓	✓			✓			✓	✓	✓

Audience

Higher Education, K-12, and Nonprofit



Primary Roles

- Technology
- Administrative
- Curriculum
- Purchasing

Key Needs Addressed

- Enhanced student creativity.
- Collaboration and workflow efficiency.
- Access to suite of creative tools.
- Efficient document management and distribution.

Linecard Category

-  Administrative Solutions
-  Design, Creative, & Instructional

Deal Registration

Available at <https://dss-edu.com/forms#adobe>

Authorization Required

Yes

Information Center

[Yes](#)

Adobe

Adobe is the industry leader in creative and administrative tools in education. From critical thinking and creative problem solving to communication and collaboration, Adobe helps faculty & students alike build the skills they need to succeed in K-12, higher education, and the modern workforce.



Customer Conversation Starters

Questions

Listening For

Acrobat

Which departments currently use Acrobat?

Use cases, Lines of Business, and listen for departments that aren't named.

How is your organization currently using PDF, e-signature, and generative AI solutions?

Current solutions used, identify any gaps in solutions or Line of Business coverage, opportunities to consolidate investments in one product.

SLP

What would the benefit be to your students if you could provide them access to industry leading tools?

Seek to uncover business value and individual value.

What is your institutions current approach to providing students with creative tools?

Current solutions used, identify any gaps in solutions or Line of coverage, opportunities to consolidate investments.

Audience

K-12

Primary Roles

- Technology

Key Needs Addressed

- Student and device protection with web filtering, threat detection, and wellbeing monitoring.
- Simplified digital learning with classroom management and support for diverse needs.
- Enhanced data security with scalable cybersecurity built for schools and enterprises.

Linecard Category



Classroom Technology



Security & Filtering

Deal Registration

Not Available

Authorization Required

Yes



Ativion is redefining digital learning environments with cutting-edge solutions designed for K-12 schools and beyond. Ativion empowers educators and IT leaders to foster a safe, focused, and connected educational experience. With intelligent web filtering, classroom management tools, secure remote access, and seamless parental engagement, Ativion enables schools to protect students while encouraging curiosity, collaboration, and responsible digital citizenship.

Audience

Higher Education and K-12

Primary Roles

- Technology
- Administrative
- Curriculum

Key Needs Addressed

- Automated manual processes, reduced paperwork, and streamlined collaboration.
- Schools unified data sources, allowing staff to securely retrieve and manage information.

Linecard Category

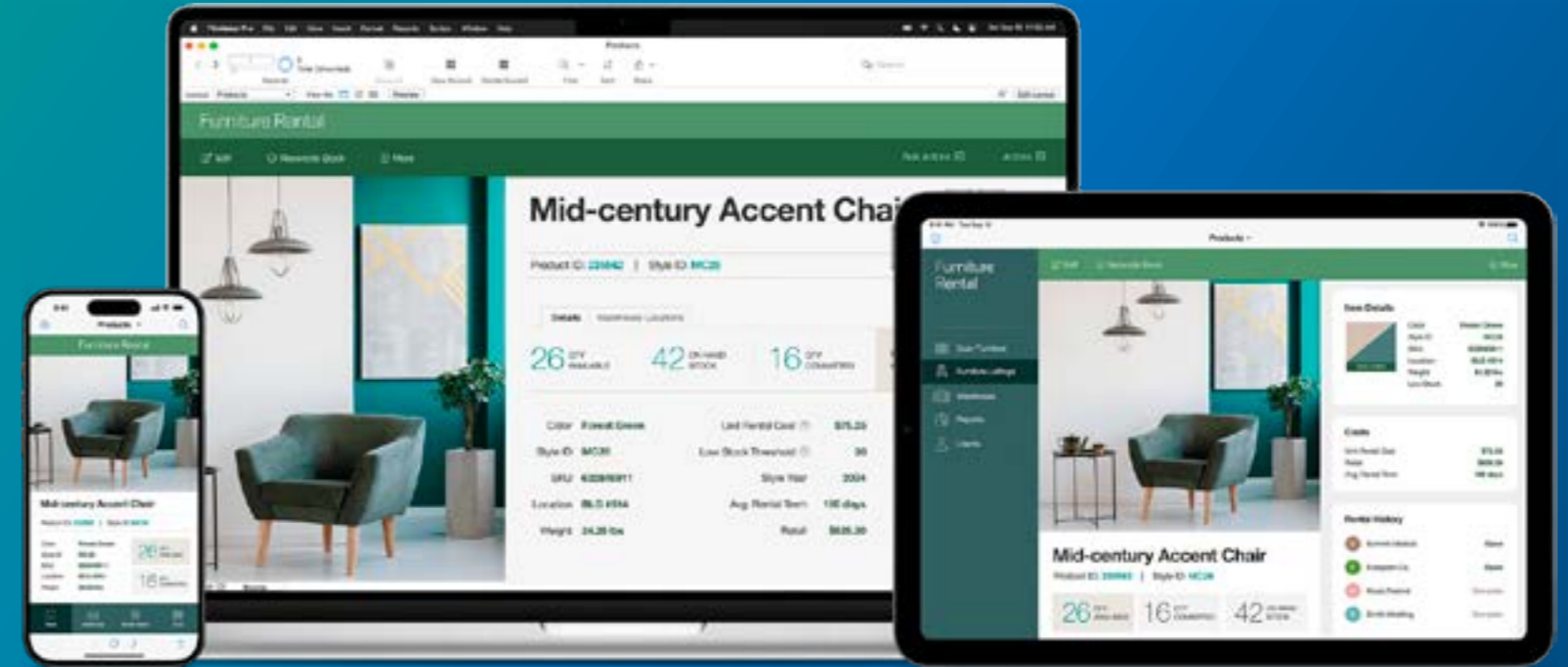
 Administrative Solutions

Deal Registration

Not Available

Authorization Required

Yes



Claris FileMaker is transforming the way educational institutions design, deploy, and manage custom applications across K-12 environments and beyond. With its powerful low-code platform, Claris FileMaker empowers educators, administrators, and IT teams to build tailored digital solutions that streamline operations, enhance classroom engagement, and support secure data management.

Audience

Higher Education

Primary Roles

- Administrative
- Curriculum

Key Needs Addressed

- Simplified discovery and knowledge management, enabling seamless access to scholarly resources across disciplines.
- Expanded access to trusted academic content, supporting research, teaching, and learning at scale.
- Strengthened institutional strategy through data-driven insights that guided performance, funding, and reputation.

Linecard Category



Administrative Solutions

Deal Registration

Not Available

Authorization Required

No

Information Center

Yes



 **Clarivate**[™]

EndNote[™] streamlines the research process, enabling scholars to seamlessly discover, organize, and cite sources with precision. As part of Clarivate's suite of academic tools, it enhances collaboration and simplifies reference management for researchers and institutions.

Audience

Higher Education and K-12

Primary Roles

- Technology
- Curriculum

Key Needs Addressed

- Enhanced creative productivity with intuitive design tools for visual communication and content creation.
- Improved strategic planning and collaboration through dynamic mind mapping and visual organization.
- Simplified data management and security with reliable file compression, encryption, and sharing capabilities.

Linecard Category

 Design, Creative, & Instructional

Deal Registration

Not Available

Authorization Required

No



Corel offers a versatile suite of tools that unlock creativity, clarity, and digital efficiency in education. Tools like CorelDraw, MindManager, and WinZip support a modern classroom where ideas are expressed visually, organized logically, and shared securely. Corel empowers learning environments to be more expressive, structured, and tech-savvy.

Audience

K-12

Primary Roles

- Technology

Key Needs Addressed

- Enhanced classroom focus and engagement through proactive interventions and visibility into student activity.
- Supported differentiated instruction with data-driven insights that informed personalized learning strategies.
- Strengthened digital accountability by fostering transparency and responsible device use among students.

Linecard Category

-  Security & Filtering

Deal Registration

Available at <https://www.dss-edu.com/forms#goguardian>

Authorization Required

Yes

Information Center

[Yes](#)



GoGuardian equips K-12 schools with tools that foster safer, more focused digital learning. From classroom management and web filtering to student safety and wellness, it gives educators real-time oversight to support meaningful instruction and well-being. Part of the GoGuardian family, Pear Deck brings engaging, interactive lessons that help drive deeper student connection in today's classrooms.

Audience

Higher Education and K-12

Primary Roles

- Technology
- Curriculum

Key Needs Addressed

- AI communication assistance for academic and professional productivity.
- Tool to enhance writing skills, improve academic performance, and streamline feedback processes for teachers.
- Foster academic integrity, aiding non-native speakers, and supporting diverse learning styles.

Linecard Category



Classroom Technology

Deal Registration

Available at <https://www.dss-edu.com/forms#grammarly>

Authorization Required

No

Information Center

[Yes](#)



Grammarly supports academic success by guiding students and educators through every stage of the writing process. Its AI-powered tools offer real-time feedback on grammar, clarity, tone, and citations—helping users refine ideas, improve structure, and maintain academic integrity. With features like plagiarism detection, citation formatting, and revision suggestions, Grammarly turns writing into a skill-building experience that prepares learners for today's world.

Audience

K-12




Primary Roles

- Administrative
- Technology
- Curriculum

Key Needs Addressed

- Improved device oversight and student safety by enabling real-time supervision across platforms and locations.
- Enhanced digital accountability by empowering educators and families to guide responsible device use.
- Supported flexible learning environments with cloud-based access and adaptive security across diverse devices.
- Can be used on Chrome, iOS, Android, Windows.

Linecard Category

-  Administrative Solutions
-  Classroom Technology
-  Security & Filtering

Deal Registration

Available at <https://www.dss-edu.com/forms#imtlazarus>

Authorization Required

Yes



IMTLazarus delivers adaptive, student-centered oversight for K-12 digital learning. Its platform blends granular content control with real-time visibility—giving educators and IT leaders the ability to monitor, manage, and safeguard student activity across devices. With a flexible framework built to scale, IMTLazarus supports responsible use, academic focus, and privacy-first digital citizenship in today's hybrid and tech-driven classrooms.

Audience

K-12

Primary Roles

- Technology

Key Needs Addressed

- Improved operational efficiency by centralizing help desk, asset, and facilities management into one intuitive platform.
- Enhanced visibility and accountability by maintaining detailed histories of assets and user interactions.
- Supported strategic decision-making with real-time data and reporting tools that informed resource allocation and planning.

Linecard Category



Administrative Solutions

Deal Registration

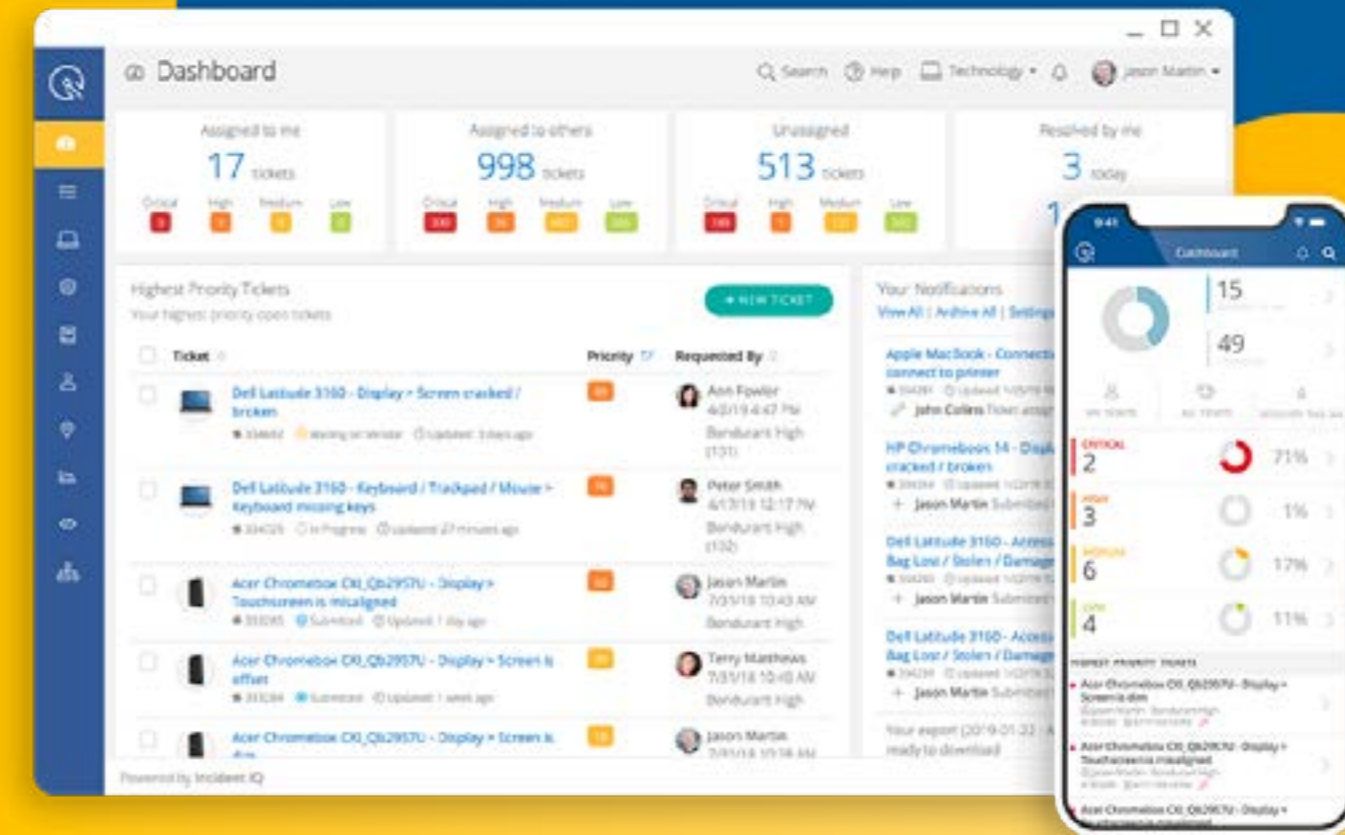
Available at <https://www.dss-edu.com/forms#incidentiq>

Authorization Required

Yes

Information Center

Yes



Incident IQ streamlines K-12 operations with a platform built for managing technology, facilities, and instructional resources. From help desk ticketing and IT asset tracking to work orders and inventory oversight, it empowers districts to deliver fast, reliable support across every corner of the school. With customizable workflows and real-time visibility, Incident IQ helps educators and staff stay focused on what matters most—supporting student success.

Audience

K-12

Primary Roles

- Technology
- Curriculum

Key Needs Addressed

- Enabled scalable cloud-based learning by delivering virtual desktops and apps to students and staff anywhere, on any device.
- Improved IT agility and cost-efficiency through automated provisioning and centralized management of cloud infrastructure.
- Supported secure remote access with built-in compliance and identity controls for education environments.

Linecard Category



Cloud Solutions

Deal Registration

Available at <https://www.dss-edu.com/forms#itopia>

Authorization Required

Yes



Itopia transforms how schools manage digital learning with purpose-built cloud automation for K-12. By streamlining how districts deliver and oversee virtual desktops, apps, and user environments, Itopia removes barriers to access and puts the power of secure, scalable learning directly in educators' and students' hands. With dynamic provisioning, intuitive orchestration, and actionable insights, Itopia helps schools modernize operations without the overhead—so digital learning simply works, anywhere it's needed.

Audience

Higher Education and K-12

Primary Roles

- Curriculum
- Technology

Key Needs Addressed

- Streamlined lesson creation and delivery.
- Interactive tools for formative assessment.
- Support for diverse learning styles.
- Easy access to multimedia content.
- Game-based learning.

Linecard Category



Deal Registration

Available at <https://dss-edu.com/forms#lumio>

Authorization Required

Yes

Information Center

[Yes](#)



Lumio reimagines classroom engagement with interactive, cloud-powered learning tools built for K-12. By turning static lessons into dynamic experiences accessible from any device, Lumio helps educators foster collaboration, creativity, and deeper understanding. With seamless integrations, real-time assessment features, and flexible delivery options, Lumio brings teaching to life—whether learning happens in person, remotely, or anywhere in between.



Customer Conversation Starters

Questions

What are some of the biggest challenges you're facing with student engagement right now?

What are your thoughts on interactive learning tools in the modern classroom?

What are some of your favorite tools or strategies for keeping students actively involved in lessons?

Listening For

Specific pain points—like lack of participation, technology barriers, or difficulty personalizing learning.

Their level of openness to edtech solutions, any past experiences and whether they value student-centered, tech-integrated instruction.

Tools they trust, techniques they're excited about, and how they measure success—so you can align Lumio with their values and possibly fill gaps they haven't addressed yet

Audience

Higher Education and K-12

Primary Roles

- Technology

Key Needs Addressed

- Securely manage education content with governed access and auditability.
- Use AI to analyze all types of education data for better insights and decisions.
- Digitize and automate HR, finance, donor, and administrative processes.
- Protect student records with strong identity based access and data security.

Linecard Category



Administrative Solutions



Cloud Solutions



Classroom Technology

Deal Registration

Yes

Authorization Required

Yes



opentext™

OpenText Enterprise empowers educational institutions to securely manage content, automate administrative workflows, and unify information across departments to improve efficiency and governance. Purpose built for the public sector, it connects data across HR, finance, student records, and donor relations while applying consistent security, compliance, and identity based access controls. With AI driven insights and deep integration with platforms like Google Workspace™ and Microsoft® Office, OpenText helps schools and universities modernize operations and make more informed decisions.

Audience

Higher Education and K-12

Primary Roles

- Technology

Key Needs Addressed

- Meet education compliance with audit ready reporting and secure by design controls.
- Modernize securely with scalable static/dynamic testing and software composition analysis.
- Accelerate secure development with fast, AI powered testing across 33+ languages and 350+ frameworks.
- Reduce false positives and speed delivery with AI driven triage and remediation for any team size.

Linecard Category



Security & Filtering



Cloud Solutions

Deal Registration

Yes

Authorization Required

Available at <https://www.opentext.com/partners/become-a-partner-form>



opentext™ | Cybersecurity

OpenText Enterprise Cybersecurity delivers AI-powered application security built to help large educational institutions protect mission-critical systems at scale. Designed for universities, research hospitals, and large K-12 districts, it enables secure-by-design development with automated SAST, DAST, and SCA testing across hybrid and cloud-native environments. With compliance-ready reporting and developer-friendly workflows, OpenText helps institutions safeguard sensitive data while accelerating the delivery of secure applications.

Audience

Higher Education and K-12

Primary Roles

- Technology

Key Needs Addressed

- Enabled cross-platform compatibility by allowing users to run Windows applications seamlessly on macOS devices.
- Improved IT flexibility through centralized management and deployment of virtual environments.
- Supported remote and hybrid work models by delivering secure access to desktops and apps from any location.

Linecard Category



Administrative Solutions

Deal Registration

Not Available

Authorization Required

Yes



Parallels®

Parallels redefines access to academic software with seamless virtualization solutions for schools and universities. By enabling students, educators, and IT teams to run Windows apps on any device—Mac, Chromebook, or tablet—Parallels removes platform barriers and simplifies digital learning environments. With lightning-fast setup, secure remote access, and cross-platform compatibility, institutions can expand learning beyond traditional boundaries and equip classrooms and campuses with the flexibility modern education demands.

Audience

Higher Education and K-12

Primary Roles

- Technology
- Curriculum

Key Needs Addressed

- Improved instructional content creation by enabling educators to record, edit, and share engaging video lessons.
- Enhanced communication and training through visual tools that supported asynchronous learning and professional development.
- Streamlined knowledge sharing by making it easy to capture workflows, tutorials, and feedback for students and staff.

Linecard Category

 Classroom Technology

Deal Registration

Available at <https://www.dss-edu.com/forms#techsmith>

Authorization Required

No



 TechSmith®

TechSmith helps educators bring learning to life through intuitive video creation and screen capture tools. Whether recording lessons, annotating examples, or showcasing student work, TechSmith's solutions make it simple to craft compelling content that deepens understanding and sparks engagement. With built-in editing, seamless sharing, and support for flipped and blended learning models, TechSmith empowers schools and campuses to communicate clearly, teach creatively, and reach learners wherever they are.

Audience

Higher Education, K-12, and Nonprofit

Primary Roles

- Curriculum

Key Needs Addressed

- Enabled immersive learning experiences by supporting interactive simulations, virtual labs, and real-time 3D environments.
- Improved student engagement and creativity through hands-on development in game design, animation, and XR projects.
- Supported cross-disciplinary innovation by integrating Unity into STEM, arts, and vocational programs across education levels.

Linecard Category

 Design, Creative, & Instructional

Deal Registration

Not Available

Authorization Required

Yes

Information Center

[Yes](#)



Unity empowers educators to unlock creativity through real-time 3D technology that transforms how students learn, design, and build. From interactive simulations and virtual environments to storytelling and coding experiences, Unity equips classrooms with the tools to foster innovation and hands-on discovery. With cross-platform flexibility, project-based learning support, and an ecosystem built for collaboration, Unity helps schools prepare learners for the future by bridging imagination and technical skill, teach creatively, and reach learners wherever they are.

Audience

Higher Education and K-12

Primary Roles

- Technology
- Curriculum

Key Needs Addressed

- Simplified lesson delivery as teachers wirelessly shared screens.
- Streamlined communication with real-time messaging, emergency alerts, and digital signage across classrooms.

Linecard Category



Classroom Technology

Deal Registration

Available at <https://www.dss-edu.com/forms#vivi>

Authorization Required

Yes



Vivi is the wireless screen mirroring and classroom management solution purpose-built for education. Unlike general tech platforms, Vivi was designed hand-in-hand with teachers to support real-time lesson delivery, seamless content sharing, and classroom control from any device. Educators can freeze screens, blank displays, share student work, and push out URLs—all without interrupting the flow of teaching.

Audience

Higher Education and K-12

Primary Roles

- Technology

Key Needs Addressed

- Enabled scalable cloud storage by providing secure, high-performance infrastructure for academic and administrative data.
- Improved cost-efficiency through predictable pricing and reduced overhead for data archiving and backup.
- Supported digital transformation by integrating with existing edtech tools and workflows across departments.

Linecard Category



Deal Registration

Available at <https://www.dss-edu.com/forms#wasabi>

Authorization Required

Yes

Information Center

[Yes](#)



Wasabi simplifies data storage for schools and universities with high-performance cloud infrastructure designed for education. Whether archiving student records, backing up digital learning content, or managing multimedia projects, Wasabi provides fast, affordable, and secure storage without the complexity. With flat-rate pricing, instant access, and seamless integrations, educational institutions can safeguard critical data and scale resources with ease—so IT teams spend less time on infrastructure and more time powering learning.