



Case study

Scottish Borders Council and XMA

A cost-efficient, high-quality 1:1 iPad education solution

 Authorised Education Specialist



The Scottish Borders Council is a Scottish Local Authority that's home to over 110,000 citizens. Scottish Borders Council approached XMA to support its device refresh and renew its four-year lease term with Apple. The council's aim was to continue the success of its Inspire Learning programme, an ambitious 1:1 iPad initiative for pupils, teachers, and education staff.



**XMA is an Apple
Authorised
Education Specialist**



**A flagship 1:1
iPad deployment
for UK education**



**Advanced Apple
Financial Services
negotiations**

The challenge:

Scottish Borders Council wanted to refresh its education offering across its local authority schools. The council approached XMA to deliver a refresh of its 1:1 iPad deployment.

The challenges of the project included:

- Delivery within a limited timeframe
- Accommodating budget limits even with hardware price changes
- Minimising pupil downtime by refreshing within the terms of existing leases



XMA: A proven partner

XMA had previously supported Scottish Borders Council to investigate platforms that could elevate its learning and teaching delivery. This was through the Scottish Government Web Based and Proprietary Devices Framework, for which XMA is the sole supplier.

The success of XMA's early engagement with Scottish Borders Council developed a partnership of mutual support and trust. As an Apple Authorised Education Specialist (AAES), XMA has managed engagement between the customer, Apple, and Apple Financial Services to help successfully deliver the 1:1 iPad deployment project.



High-quality investment for long-term value

The initial deployment required a significant investment of £16 million. This was met with understandably high expectations from elected council members regarding the quality of the selected products. The lease would need to last for four years while ensuring the most competitive pricing through capital funding.

For this ambitious refresh, Scottish Borders Council examined several leasing and buying options through XMA, Apple, and Apple Financial Services. Its process was driven by a commitment to ensure staff and young people only use the most up-to-date technology, so every device needed to be no more than four years old.

Guided by XMA

With the support of XMA, the council concluded that the smartest strategic investment would be to pursue a sale-and-lease-back solution. With a single upfront payment deal, the four-year term would generate the council the best possible financial savings over subsequent years.

A 1:1 success story

Education today is being driven by the possibilities of 1:1 device programmes. Scottish Borders Council's device rollout has ensured that every student and member of staff (including music instructors, classroom assistants, education psychologists, and early-years practitioners) is equipped with the right tools for learning and teaching, delivered through iPad.

16,000 pupils, teachers, and education staff empowered with an iPad

70 schools and educational settings across multiple sites

4 week timeline to exchange legacy products for refreshed devices

1 upfront cost: A financially prudent four year lease-back term

Essential learning tools, accessible to all

The vision of Scottish Borders Council was to achieve true equity of access for all its staff and young people. With the expert guidance and support of XMA, the benefits of this ambitious 1:1 programme are being realised every day – delivering high-quality devices and tools for learning to everyone.

Cost-focused and outcome-driven

XMA, Scottish Borders Council, and Apple Financial Services worked together to reach a sustainable cost for the iPad refresh. Working together closely ensured that all avenues of cost reduction could be investigated and realised. This included the residual value of the devices being recognised upfront, generating significant cost savings across the term of the lease.

Inspire Learning: A flourishing future with iPad

The iPad refresh has continued to drive greater digital maturity across the local authority and further its Inspire Learning programme. The programme was established to deliver an iPad to every teacher, ELC practitioner, and every P4–S6 pupil across every school. Additionally, shared iPads were deployed for every P1–P3 pupil and Early Years class. Now, school pupils and staff members are embedding digital technology into their everyday learning, as seen through recent HMIE inspection reports.

A team of digital experts is now dedicated to supporting professional learning in individual clusters and the wider authority. The team empowers staff to improve their leadership capabilities, digital skills, and coaching and mentoring skills. Inspire Learning has also realised the creation of a digital centre of excellence at Tweedbank, Galashiels, where a digital learning environment is modelled with staff, council services, businesses, and parents. The positive culture and team-orientated approach of the programme is being actively expanded across the education service and wider council.





Unlock every possibility with iPad

The Inspire Learning programme is continuing to reveal new, previously undiscovered opportunities for Scottish Borders Council.

- Improved collaboration opportunities
- Offering targeted professional learning for staff
- Investing in core strategic digital products in multi-school implementation projects for consistent learning, teaching and assessment
- Live and hybrid lessons across all schools in key skills like coding and programming

Do more on iPad

iPad is so versatile, it's more than up to any task. It's your digital notepad, online classroom, work-from-anywhere office, creative studio, portable arcade and personal screening room. No matter which one you choose, iPad is a fun and powerful way to get it all done.

Now with flexible financing from Apple

It's easier than ever to bring iPad into your classrooms with innovative financing options from Apple Financial Services. Get the products and services you need, when you need them.

Apple Financial Services keeps your costs low by accounting for the high residual value of Apple devices up front. Flexible upgrades give you complete control of your refresh cycle. And with clear and straightforward terms, the experience is simple and friendly.

XMA works directly with Apple Financial Services to create a financing solution that works for your schools.

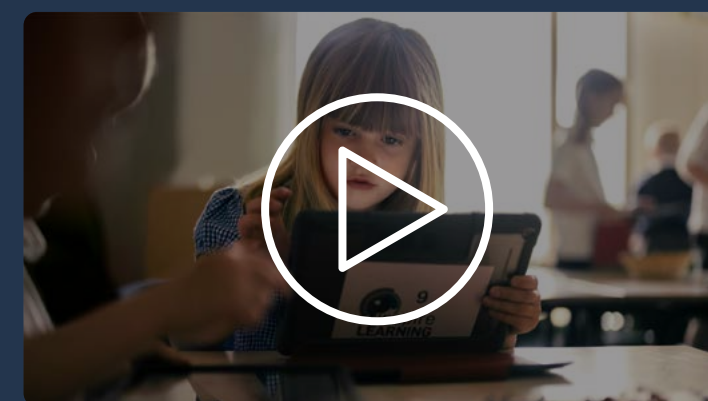


The XMA logo consists of the letters 'XMA' in a white, bold, sans-serif font, enclosed within a white outline of a rounded rectangle.The Apple logo, a silhouette of an apple with a bite taken out of it.

Authorised Education Specialist

The logo for Scottish Borders Council, featuring a stylized crest with a castle tower and a plaid pattern, with the text 'Scottish Borders COUNCIL' below it.

Scottish
Borders
COUNCIL



Discover more about
how the Inspire Learning
programme came to life



XMA: Apple Authorised Education Specialist (AAES)

As an AAES, XMA confidently delivered on Scottish Borders Council's expectations for high-quality devices and affordable financial terms. XMA's expertise extends beyond iPad to include ongoing support, training and services for the wider Apple ecosystem and Apple Financial Services. Powered by a team of seasoned education experts, XMA meets the unique needs of every teaching and learning setting.

[EXPLORE XMA AND APPLE IN EDUCATION](#)