Partnering with ClassLink
Leveraging ClassLink to Simplify Access and Increase Usage
Agenda

○ Meet the ClassLink Partner Team
○ ClassLink Overview
○ Benefits of integration
○ Building your integration plan
  ■ Understanding the architecture
  ■ Understanding the process
  ■ Leverage available tools
○ The Shared Experience
○ Additional benefits of partnering
○ Next Steps & Questions
• Patrick oversees ClassLink’s portfolio of integration partners, managing technical integrations for single sign-on and rostering to ensure that educators and students across the world can access the resources they need to be successful.

• Patrick is a veteran of education technology and has been a long-standing advocate for interoperability and collaboration among providers and his previous executive roles have provided a uniquely panoramic view of both the strategic and practical imperatives for adopting open data standards and fostering true industry collaboration.
Meet Our Presenter
Lee Collins
Partner Relationship Manager

• Lee is a member of the Partnership Team and helps manage onboarding and maintaining our partner relationships. Easy access to the tools students, teachers, and administrators need to provide quality instruction is critical.

• Lee has worked in educational technology for over twenty years in roles that directly impact educational success. From being on the front lines as a Field Engineer to creating and developing support teams.
Meet Our Presenter
Sakeenah Daniels
Partner Relationship Associate

• Sakeenah co-manages the relationships and technical integrations with ClassLink portfolio of partners, ensuring that partners meet and exceed their obligations to our shared customers by delivering resources educators and students across the world can access to be successful.

• Sakeenah is a long-standing Learning Advocate dedicated to leveling the playing field in education by providing valuable resources for students and teachers; her prior experiences in educational companies has shed light on the importance of integrating quality educational technology in schools.
Jeff Janover
VP of Interoperability and Security

- Certified Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Technology Directory in New Jersey for 20 years
- Registered Professional Engineer – New York and New Jersey
On the Partner Team, Carlos works on the technical relationships and technical integrations between ClassLink and Student Information Systems, ensuring an ongoing collaborative and value-added interaction that provides vendors and clients more robust tools to be successful.

On the Client Services Team, Carlos is a member of the Mission Control group and focuses on data interoperability and the onboarding of Preferred Partner integrations with ClassLink clients.

Carlos is a long-standing advocate for broad and inclusive instruction opportunities for all students. Providing valuable resources for district leaders and educators, his prior experiences in higher ed, and educational companies have shed light on the importance of integrating quality educational technology in schools.
What is ClassLink?

- Students & Staff
  - Single Sign-on
  - Apps & Files

- Leaders
  - Usage Analytics

- Technology
  - OneSync Server
  - Roster Server

- Community
  - Parent Portal
  - Public Portal
ClassLink Facts

- Nearly 1800 districts in all 50 states
- Serve 16 countries today with growing presence
- ~500 additional districts through preferred partnerships
- Approximately 14 million active users
- Hundreds of integrated vendor partners
- Small but growing Higher Education presence
Benefits of Integration

○ Standards based
○ Financial Model
  ■ Transparent
  ■ Efficient
○ Improved Customer Experience
  ■ Easier to access to educational resources
  ■ Efficient management of users accounts and resources
○ Operational Efficiencies for Partners
○ Security & Privacy
○ ADA Compliance
Financial Model

- Customers pay for ClassLink
- Unlimited applications included for Rostering and SSO
- **ClassLink never charges partners to integrate**
- Most efficient model for covering cost of interoperability
Security & Privacy

- FERPA, COPPA, GDPR Compliance
- Student Privacy Pledge
- Student Data Privacy Consortium (SDPC)
- Classlink.com/privacy
- Internal/External Penetration Testing
- iKeepSafe.org Audit
- Audits: SOC2, CSA STAR, ISO 27001
ADA Compliance

- Web Content Accessibility Guidelines WCAG 2.0 Level AA [www.w3.org/TR/WCAG20/
- Level AA required by Section 508 and Dept of Ed regulations
- WAVE Web Accessibility Tool
- Certification Audit
Modules

- ClassLink Overview
- Benefits of Integration
- Getting Started
- Rostering
- SSO
- Shared Customer Experience
- Partnerships
- Tools
- Define a Path Forward
Let’s get started

○ Rostering and/or Single Sign-On
  ■ Rostering = Provisioning & Authorization
  ■ Single Sign-On = Authentication

○ What will you work on?
  ■ Many options that may impact your decisions
  ■ Build a plan

○ Partner Team can help
  ■ Conceptual Overview of process
  ■ Resources that are available
  ■ Certification
  ■ Questions during development, rollout, and after
Building a Plan

○ Review documentation
  ■ ClassLink
  ■ Others like standards bodies, and developer groups
  ■ Customer requests

○ Lay out plan
  ■ What do you customers need?
  ■ What benefits you most?
  ■ Development Sequence

○ Review with ClassLink team
Bringing Your Plan to Life

- Create a company partner portal account
- Add admin and developer accounts
- Leverage the ClassLink team during development
- Schedule and complete Certification
- Work with ClassLink to engage initial deployment
- Discuss and execute customer expansion and conversion plans
  - New customers
  - Conversion of existing customers
Modules

ClassLink Overview  |  Benefits of Integration  |  Getting Started

Rostering  |  SSO  |  Shared Customer Experience

Partnerships  |  Tools  |  Define a Path Forward
ClassLink RosterServer

SIS

HR

OneRoster

Custom

Online resources, productivity tools, & management systems
Rostering

○ Spectrum of Rostering
  ■ Basic provisioning
  ■ Access permissions/authorization
  ■ Full class alignment/rostering

○ Multiple methods to get data
  ■ API
  ■ CSV

○ Can offer both and change over time
○ Advanced provisioning or on demand
○ Best practices
ClassLink RosterServer

60+ SIS Integrations

~300 Publishers & Platforms

Scheduling and automation

Validate, Filter, and Log all data

Private Database (on-prem or hosted)

Fully OneRoster Certified
Modules

ClassLink Overview
Benefits of Integration
Getting Started
Rostering
SSO
Shared Customer Experience
Partnerships
Tools
Define a Path Forward
Sign-in to ClassLink

You choose

- Microsoft AD LDAP
- Google
- Microsoft Azure Office 365
- Microsoft ADFS
- SAML Shib & CAS
- Custom Connect
- Social (Twitter, Facebook)
- Mobile
- 2 Factor

Includes Password Reset

QuickCard

Faces

Remote Login
6,000+ Single Sign-ons
App login options

No limits on online tools and resources
SSO

○ Rostering vs SSO (Authorization vs Authentication)
○ SSO options
  ■ OAuth2
  ■ OpenID Connect
  ■ SAML
  ■ LTI
  ■ Directory Based
  ■ Password Locker
○ Different process by method
○ Best Practices
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<th>Benefits</th>
<th>Integrated Partner</th>
<th>Certified Partner</th>
<th>Preferred Partner</th>
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<td>Custom Customer Transition Plan</td>
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Additional Partner Benefits

○ Collaborations
  ■ Co-Sponsor events
  ■ Coordinated support for shared customers
  ■ Annual Partnership Reviews

○ Increased visibility
  ■ App libraries & Demo accounts
  ■ Partner Spotlights
  ■ National & Regional User Conferences

○ Emerging new services
  ■ Micro-Courses for Product Use
  ■ Micro-Courses for Configurations
Modules

ClassLink Overview  Benefits of Integration  Getting Started

Rostering  SSO  Shared Customer Experience

Partnerships  Tools  Define a Path Forward
Tools

- Meet with the Partner Team
- Developer Information
  - Support Page
- Operational Support
  - Partner Portal
- New Tools
  - Improved Support
  - Continuous Improvement
  - Dynamic Dataset
  - Additional information sharing
Modules

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Path Forward

- Define your path forward
  - Integrations?
  - Methods?
  - Sequence?

- Summarize approach and functionality
  - Review with ClassLink
  - Review with Customers

- Best practices
  - Ask for help
  - Leverage the tools provided
  - Feedback is always welcome
Questions?
https://www.classlink.com/resources/webinars
https://calendly.com/classlink-partners
partners@classlink.com