



## MEMORANDUM OF UNDERSTANDING

This document describes an agreement between Interwrite Learning and European Schoolnet (EUN Partnership AISBL) to work cooperatively in a strategic alliance to achieve mutual benefits. The two partners are:

European Schoolnet Partnership AISBL	and	Interwrite Learning Europe
61 Rue de Trèves		36 Rue Alfred Nobel
B – 1040 Bruxelles		93600 Aulnay-sous-Bois
Represented by its Executive Director, Marc Durando		Represented by the Vice-President, Frank Augustino
Hereafter called "EUN"		Hereafter called "the Company"

### ABOUT THE PARTNERS

#### 1. INTERWRITE LEARNING

Interwrite Learning is a premier global provider of interactive learning solutions for primary, secondary and higher education. Interactive solutions, including the Interwrite Board, Pad and Panel all come with Interwrite Workspace, a next generation educational software application for creating, teaching and assessing student performance using digital content. Interwrite assessment solutions include Interwrite Cricket and PRS clickers, members of a powerful student response system that combines interaction and assessment to enhance classroom productivity and improve student results. Interwrite Learning has a rich 32-year history of delivering interactive solutions that are changing how the world learns.

Interwrite Learning is headquartered in Columbia, MD, with sales and support offices in Scottsdale, AZ, and Munich, Germany.

The European Education Centre is based in Aulnay-sous-Bois, France.

The Company utilizes authorized resellers and distributors in over 90 countries around the world.

#### 2. EUROPEAN SCHOOLNET

European Schoolnet (EUN) is a unique not-for-profit consortium of 28 Ministries of Education in Europe created in 1997. EUN provides major European education portals for teaching, learning and collaboration and leads the way in bringing about change in schooling through the use of new technology.

Since its establishment, European Schoolnet (EUN) has been at the forefront in supporting the European dimension in schools. This goal is achieved through projects,

competitions, activities, communication and information exchange at all levels of school education using innovative technologies.

European Schoolnet is at the crossroads of national and regional education networks, building synergies between communities of teachers, learners, developers, researchers and policy-makers.

EUN's work is organised in three strands corresponding to its core objective of supporting the efficient use of ICT in education and the European dimension in education: School networking and services; knowledge building and exchange on ICT policy and practice (including some emphasis on the analysis of practices) and Interoperability and content exchange including the provision of a Learning Resource Exchange (LRE).

### **MUTUAL BENEFITS TO BE DERIVED THROUGH THIS ALLIANCE**

The company and EUN have identified key synergies and seek mutual benefits through this strategic alliance by:

- The mutual promotion of relevant services and activities linked mainly to their use within schools;
- Cooperative development of project proposals in fields relevant to both partners;
- Exchange of relevant information;
- Fostering networks of schools;
- Sharing expertise.

### **COOPERATIVE ACTIVITIES**

The company and EUN Partnership agree to actively seek ways to jointly benefit from cooperative activities which will include, but are not limited to, the following:

1. Yearly participation in the eLearning awards event and participation in the EMINENT conference (the level of sponsorship will be decided on an annual basis);
2. Participation as an Associate Partner in the development of the Learning Resource Exchange developed by EUN;
3. Sharing expertise and information in common areas such as schools activities, teacher training and international cooperation;
4. Inform each other of new international strategic alliances;
5. Promote each other in speeches, papers, conferences and exhibitions nationally and internationally where agreed;
6. Organise two days per year for exchanging on our respective policies and strategies;
7. Developing an annual work program which will be defined after the first joint working meeting;
8. Collaboration in developing cooperation and research projects in the field of ICT in education (including the search for *ad hoc* funding for implementing these projects);
9. Provision by the company of *ad hoc* equipment either to schools or to EUN Partnership (depending of the cooperation project and the aim of the initiative).

### MANAGEMENT OF THE ALLIANCE

- The company and EUN will each appoint an officer to provide information to each organisation to fulfil this agreement and maintain liaison
- The Director of the company and the Executive Director of European Schoolnet will plan to meet twice each year for the purpose of information sharing to maximise opportunities.
- The financial contribution of the company will be 20 000 € as Gold sponsoring for the eLearning Awards, 3 complete systems (Interwrite Board 10 77 + Interwrite Pad + Interwrite Cricket) as eLearning Awards special prizes and 1 complete system (Interwrite Board 10 77 + Interwrite Pad + Interwrite Cricket) to equip European Schoolnet office for 2007 and will be reviewed on annual basis. This contribution will cover point 1 to 7. As for points 8 and 9, a decision will be taken on an *ad hoc* basis depending on the type of cooperation project which may be launched.

### DURATION OF AGREEMENT

This International Alliance is valid for the period of 3 years from 1 September 2007 to 31 September 2010 with possibility for an annual revision by negotiation between both parties.

**The company**

**EUN**

Frank Augustino  
Vice-President



Date

Marc Durando  
Executive Director



Date