



EDUCATION WEBINAR

2026

WHO ARE PURDICOM

Founded in 2005, Purdicom is a major UK distributor of Wi-Fi and wireless networking solutions, supporting resellers, VAR's, MSP's and WISP's across a wide number of verticals. A combination of best-in-class technology and a vast array of value-add services has meant that our partners have been able to rapidly grow their business' and develop alongside the brand.

We are a value-added distributor acting as a supply chain partner to many well-established vendors and brands. We supply enterprise-level Wi-Fi, Point-to-Point and Security technologies to a hungry market. The products and services we sell are always in high demand.



MEET OUR PRESENTERS



Jon Harrison
Major Account Manager
PURDICOM



Ben Bayly
Education BDM
TP-LINK

“If I was to start this business again, I would have the same vendors that we have today. We have the best vendors, that are 100% channel”

PURDICOM

Purdicom is a next generation wireless, networking and security distributor. Headquartered in Oxfordshire, we help our customers build networks across EMEA by offering true value-added support and services.

Purdicom's mission is to offer state of the art, best of breed and versatile wireless, cloud and security solutions that harmoniously align with the objectives of our customers.

Hugh Garrod
Managing Director

PURDICOM OVERVIEW

AT A GLANCE



60 full time
employees



26%
growth YoY



25+
Awards



Est.
2005



Oxfordshire, UK

TECHNOLOGIES

OUR COMPREHENSIVE TECHNOLOGY PORTFOLIO DELIVERS SECURE, RELIABLE AND INTELLIGENTLY MANAGED CONNECTIVITY ACROSS EVERY LAYER OF YOUR NETWORK



WI-FI & On-boarding



Switching



Security



Analytics & Control



Point to Point & Multipoint



UPS

PROFESSIONAL SERVICES



300+

Engineering days on site



500+

Heatmaps completed in 2025



10,000+

Devices pre-staged



2800+

Support tickets resolved



9

Countries

Across Europe visited
for Pro-Services work



Simplify IT. Empower Business.

Omada – For Education

Global Excellence: Products & Services You Can Trust



- Headquarters
- R&D Centers
- Manufacturing Bases
- Service center
- Primary Sales Offices



Why Partner with TP-Link

You're in Safe Hands



LIFETIME WARRANTY



24/7 TECHNICAL SUPPORT



PRE & POST SALES LOCAL SUPPORT



FREE NETWORKING SITE SURVEYS

Quality is Everything



RIGOROUS TESTING & QUALITY CONTROL



0.2% FAILURE RATE BEST IN CLASS



99.99% SLA WITH OMADA CLOUD SOLUTIONS



MULTI AWARD WINNING DESIGN & PERFORMANCE

Free Training and Education



OCNA ACCREDITATION COURSES



ON-SITE TECHNICAL WORKSHOPS



PARTNER WEBINARS



TP-LINK DEMO VAN

Best in Class Availability



EFFICIENT SUPPLY CHAIN



LOCAL WAREHOUSING GOOD STOCK AVAILABILITY



ESTABLISHED DISTRIBUTION CHANNEL



NEXT DAY DELIVERY

Commercially Beneficial



PARTNER PROGRAMME DISCOUNT



NFR DEMO KIT 40% OFF



DEAL REGISTRATION



PUBLIC SECTOR DISCOUNTS

UK Education Background – Market Size

By Region	Total Schools
England	24,479
Wales	1,550+
Scotland	8,000+
NI	1,100+

Total headcount
9,032,426
 All schools in England - decrease of 59,600 from 2024

What is total headcount? [?](#)

Number of schools
24,479
 All schools in England - increase of 26 from 2024

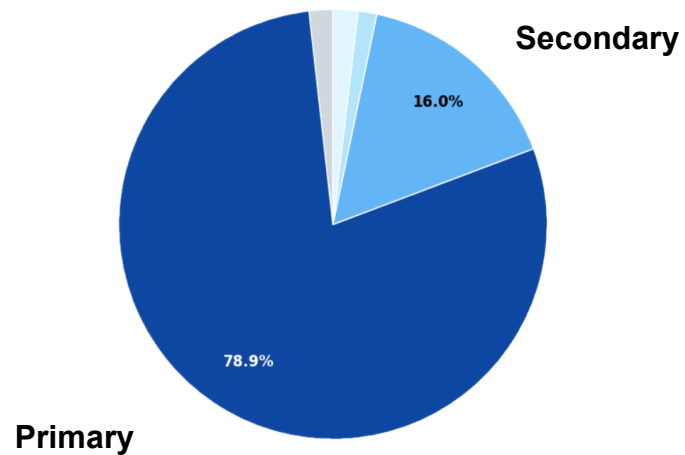
What is number of schools? [?](#)

Average class size
26.2
 Infant classes - decrease of 0.4 from 2024

What is average class size? [?](#)

FSM - Percentage of pupils
25.7
 Eligible for free school meals - up from 24.6 in 2024

What is FSM? [?](#)



Schools Breakdown	Total Schools
Nursery / Pre-School	380+
Primary School	16800+
Secondary	3400+
16+	300+
HE	400+

Edtech in the schools



Smartboards or Projectors



Teacher Computer



Student Devices



Printer



VoIP Phone



Tannoy



IT Suite



Access Control

Edtech in the schools



Virtual Reality



Sensors



CCTV



BYOD



LMS/Reception



Outdoor PE/Pool/Register



SEND Technology



Transient Teachers



Case Studies



University of Cambridge - Selwyn and Robinson College
Supporting World Class Educational Outcomes with Omada

[LEARN MORE](#)



Laidlaw Schools Trust Transforms Wi-Fi Provision with TP-Link Omada
Transforms Wi-Fi Provision with TP-Link Omada To Support Strategic Move to Google Classroom

[LEARN MORE](#)



Landau Fort Academy
Landau Fort Academy Deploys 250 TP-Link Omada Access Points to Enable Microsoft Teams and Microsoft 365

[LEARN MORE](#)



Lytchett Minster School
Centralised management enables IT team to automate routine tasks and saves many hours of maintenance with the help of Omada

[LEARN MORE](#)



TP-Link Omada Transforms Learning Provision at The LEARNERS' Trust
Fast, Secure & Reliable School Wi-Fi Solution That Works Straight Out Of The Box

[LEARN MORE](#)



Woodfield School
Woodfield School Implements Own Indoor and Outdoor Business-Class Wireless Network

[LEARN MORE](#)



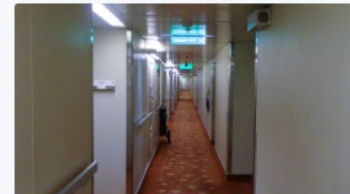
The King's Hospital School
Historic school provides secure, seamless Wi-Fi to students to enhance learning.

[LEARN MORE](#)



Bridging the Gap: Combining Tradition and Technology with Wi-F...
HMS Unicorn transforms visitor experience with state-of-the-art interactive displays and information points

[LEARN MORE](#)



Surrey University
University of Surrey provides students with flexible, affordable Wi-Fi solution.

[LEARN MORE](#)

Supporting World Class Educational Outcomes



Challenge

Tasked with replacing obsolete technology in a high traffic, multi-functional college and conference hall environment. The colleges needed a cost-effective solution that would deliver a full range of features and maximum flexibility.

Solution

In-house set-up, configuration and deployment of 116 new switches across two college sites. The solution makes it easier for the colleges to manage and flex network configurations for changing audiences and to meet the presentation demands of corporate conference organisers.

Result

Flexible, centralised, future-ready configuration that can be controlled, monitored and adjusted by everyone in the IT team with no extra training demands. In contrast to rival offerings used around the University.

"I would absolutely recommend Omada by TP-Link's switches to anyone. It's a powerful and cost-effective solution. When my colleagues talk about the features of their solutions from high profile brands, I know that we have everything they do and more, without their annual costs and license fees.

- Dave Johnstone, IT Manager, Robinson and Selwyn Colleges

UK Education Background – CTC

DfE Network Standard (Wireless + Switching)

- **Wi-Fi 7 (802.11be) is the minimum standard for upgrades**
- Switching must support high-performance, resilient and secure connectivity
- Target for alignment: by 2030

Key Requirements

- 1Gbps minimum to end devices, **with multi-gig (2.5G/5G/10G) for APs and high-bandwidth devices**
- 10G+ uplinks (min. 2×10G) between core/distribution layers
- PoE support for APs, CCTV and edge devices
- Centralised management, monitoring and auto updates
- Network segmentation and security (VLAN, ACL, NAC)

Resilience & Architecture

- Stacking with high-speed interconnect (e.g. 40G)
- Redundancy design (dual uplinks / dual PSU / UPS for core)
- Non-blocking switching fabric for performance

Connect the Classroom Webinar 2020 - 2026 | Microsoft Teams

Stage Two – Procurement and Delivery (continued)
ICT Cost Matrix

Internet

Core

Distribution

Access point switch

Access point switch

Access point switch

Access point switch

Access point switch

Access point switch

20

THOMPSON, Ben (Unverified)

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Delivering Value to Education

Core Switches

Fibre

DfE Guidelines suggest that switches should be able to stack at 40Gb minimum, and critical core equipment should be further enhanced with dual power supplies, management modules and dual links to routers, servers and other core switches.

The Omada range of core switches fully meet the guidance and are further enhanced by offering full Layer 3 capabilities, offering 10Gb connection out to the edge of the network, or 1Gb copper, as well as resilient stacking.



SX6632YF



SX3016F



SG6654XHP

Routers/Gateways

Routers are a cost-effective way to deliver advanced networking protocols making your network more efficient and secure, without impacting on any managed services you already use. By using an Omada router to manage routing, VPN, content filtering, IDS/IPS and mobile broadband, your entire network becomes simpler to administer, enabling you to react simply and quickly to any issues or changes.



ER8411

Edge Switches

The DfE state that edge switches must offer 10Gb ports, or faster where the edge devices need it. These are also recommended to use 2 x 10Gb fibre links back to the core switches, for improved resilience where it is needed. This delivers the availability to Ed-Tech, CCTV, Laptops and access control, to maximise the impact to the teaching and learning outcomes.

The Omada range allows you to have the right switch in the right location, delivering value for money and ensuring the right solution.



SG3428X-M2



SX3832MPP

Wi-Fi

Reliable campus wide wireless access is delivered to the devices using Access Points (APs). By choosing the right Omada Access Point to meet the coverage, capacity or speed requirements for your school, you benefit from seamless coverage in the classroom, staffroom, or the playground. This is enhanced by giving you the capability to set up secure staff, pupil, guest and visitor networks, to segment different types of traffic and increase your network security, all whilst meeting the DfE connection guidance.



EAP787



EAP725-Wall



EAP725-Outdoor



EAP215-Bridge Kit

Management

The Omada platform provides a unified network management interface for education, offering permission-based access and control. This management can be on premises, cloud hosted, virtual or hybrid, meeting your specific needs. With £0 licensing cost for the software controller and hardware, Omada delivers enterprise grade management without ongoing subscription fees.

Omada
by tp-link



Omada Business Networking Solution for Education

Reduce your operational costs with zero licensing fees

www.omadanetworks.com/uk

Email: sales.uk@tp-link.com

Visit www.omadanetworks.com/uk for more Omada information



Omada Solution Benefits for Education

Improved Network Performance

The Omada Wireless solution offers your staff and pupils the assurance of being able to access their network, anywhere, always, using Wi-Fi 6 and Wi-Fi 7 technology. A high performing network takes away barriers in the modern classroom.

Easy Centralised Cloud Management

The captive portal provided as standard segregates your different traffic, so staff, pupils, Ed-Tech, guests and other users can be securely admitted and monitored.

Lower Cost of Ownership

Simple network management reduces the IT time needed to securely manage a complex environment, allowing your resources to be more available. Additionally, Omada's power-saving features further reduce costs by saving on electricity charges.

High-Security Network Protection

Taking the Omada SDN approach, with simple virtual networks and tiered access, you reduce your attack surface and minimise downtime. With powerful IDS/IPS firewall and content filtering capabilities as an extra layer of defence.

DfE Compliant

The DfE offer guidance on best practice when reviewing your internal network. The Omada platform fully meets and exceeds these requirements.

Seamless Roaming for Uninterrupted Streaming

A robust network can run your internal voice systems, enabling you to communicate effectively from both wired and wireless devices, making the most of the investment.

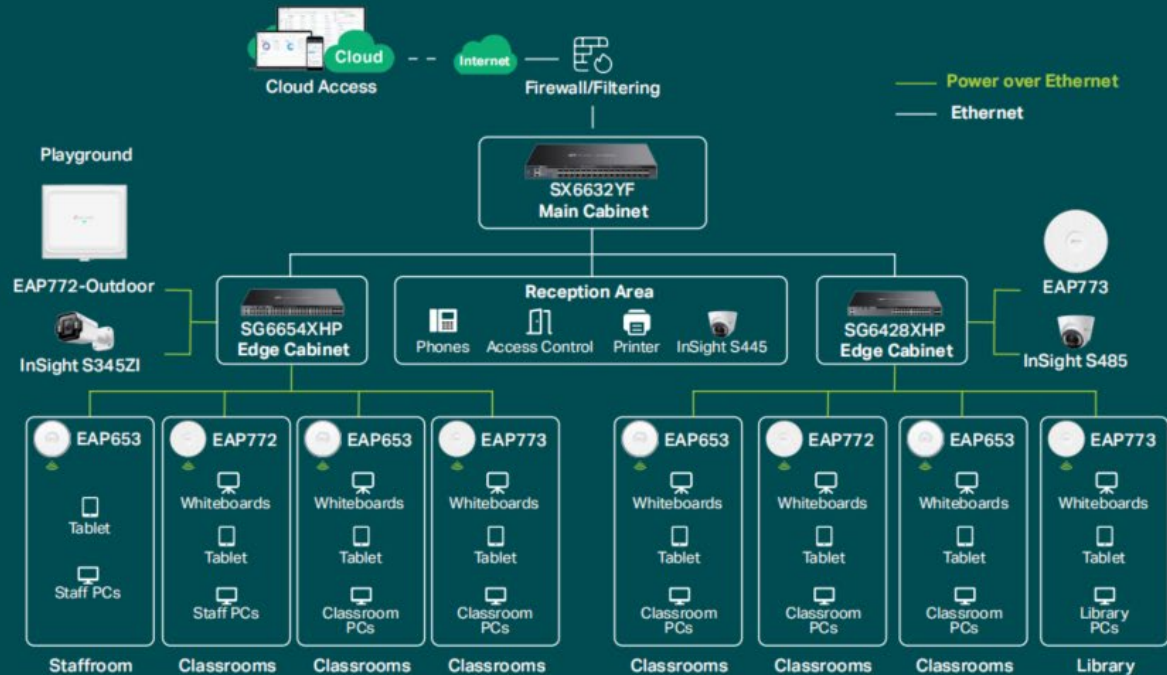
Vigilance

Your network now includes your IP surveillance cameras, a key part of the overall safeguarding policy. Deploying Omada introduces your video access into the same interface as your network, reducing network complexity.

Omada
by tp-link

Omada Networking Solution for Education-Medium

Primary School (600 Pupils)



Omada Campus End-to-End High-Performance Stackable L3 Switches

High-Speed and Flexible Connectivity

- Core/ Aggregation switch: 100G QSFP28 & 25G SFP28 slots, max 6.4Tbps switching capacity per unit
- Access switches: 24 or 48 gigabit and 2.5G PoE or non-PoE ports

Abundant Features

- BGP/OSPF/ IS-IS/ RIP
- PIM-SM/DM
- ECMP/ VRF
- Static Routing/ PBR
- PTPv2/ 802.1AS

High PoE Capability

- 802.3af/at/bt PoE++ standard
- Up to 1440/ 720 W PoE budget per unit*
- Perpetual PoE
- Fast POE

Convenient Maintenance

- Multiple management methods, including Console port and MGMT port
- Web UI & CLI & SNMP & App**
- OAM, DDM, sFlow, RSPAN

High Availability and Reliability

- Physical stacking
- M-LAG
- VRRP
- ERPS
- Redundant power supply & Fans
- Two flashes for redundant BOOT

Omada SDN**

- Cloud Centralized Management
- Zero-Touch Provisioning
- Multi-Tenant Privilege Assignment
- Batch Configuration

High Performance

- Powerful CPU
- Advanced Switch Chip
- High Memory Capacity

A Reliable Brand

- Better Support
- Vertical Integration and Stable Supply
- Longer Product Warranty
- A Best-In-Class Total Value

*The PoE budgets vary with the power supply modules.

**Requires the use of Omada SDN Controller.





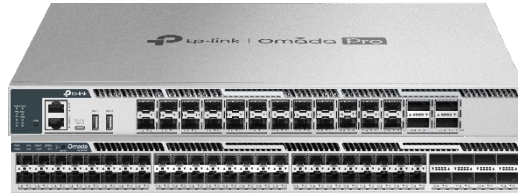
Omada High-End Stackable L3 Switches for Campus, Enterprise, and ISP

Core Full 100G



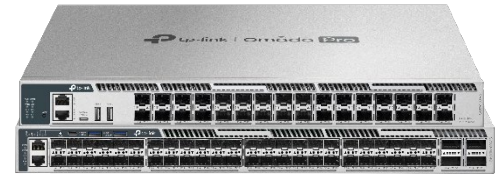
S7500-32C

Aggregation/Core 25G + 100G Uplink



S7500-24Y4C
S7500-48Y8C

Aggregation 10G + 25/100G Uplink



S7500-26XF6Y
S7500-48XF4C

Access 2.5G + 25G Uplink



S6500-24MPP4Y
S6500-48MPP6Y



S6500-24M4Y
S6500-48M6Y

Access GE + 10G Uplink

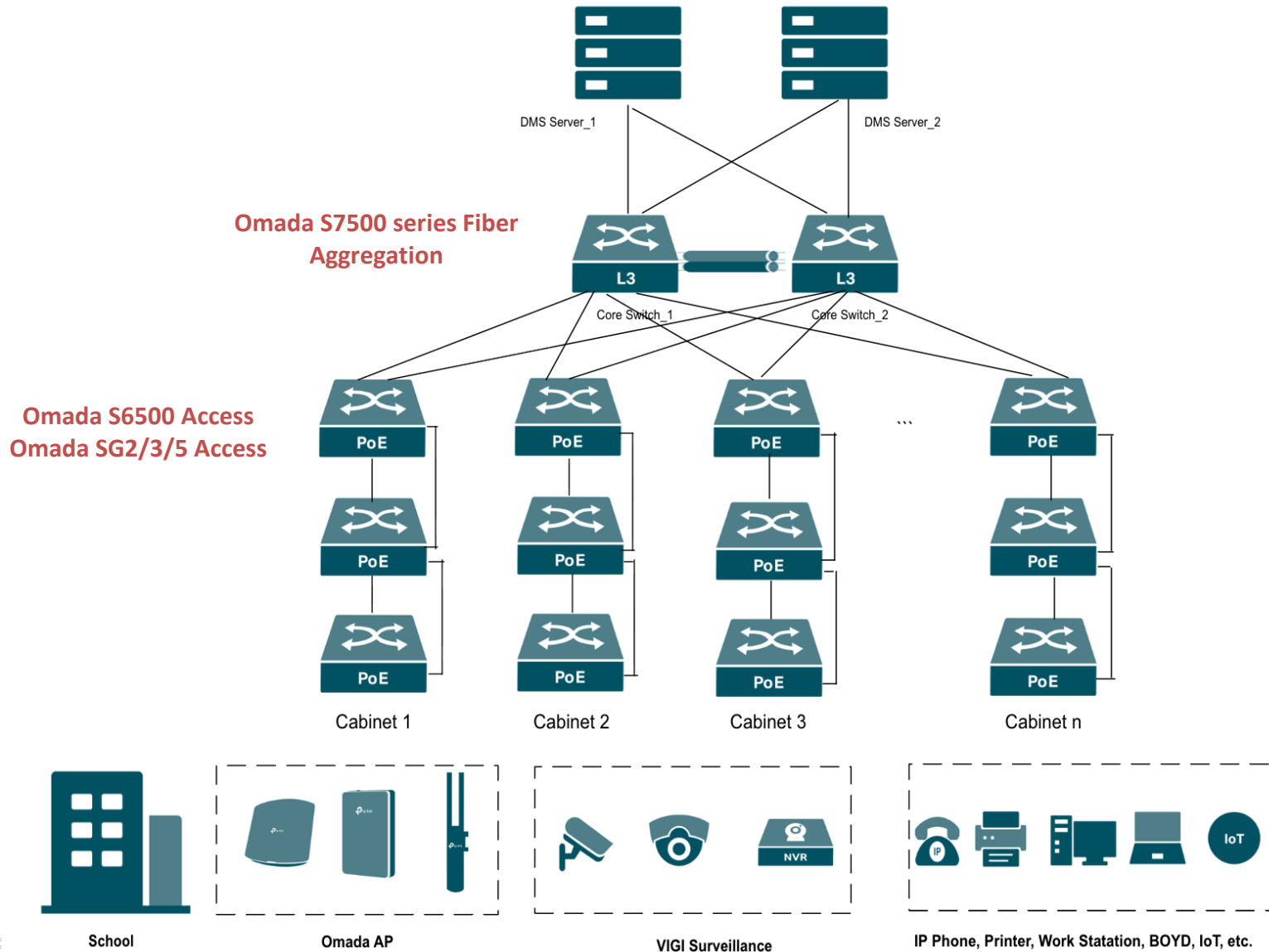


S6500-24GP4XF
S6500-48GP6XF



S6500-24G4XF
S6500-48G6XF

Omada Campus for Education



FEATURE HIGHLIGHTS

High Available Network Design



Device Redundancy

M-LAG · VRRP · Physical Stacking



Link Redundancy

MSTP/RSTP · PVST / RPVST+ · LAG / LACP

Compatible with Cisco proprietary Spanning Tree



Network Security

802.1X · MAB · Radsec · ACL · MACsec

Robust Hardware Design

S7500-24Y4C

2 Tbps

Switching Capacity

810 Mpps

Packet forwarding rate

128 K

MAC address table

- 24x 1/10/25G SFP28
- 4x 40/100G QSFP28
- 64 Mbit packet buffer
- 1* MGMT port, 1* Type C USB & 1* RJ45 Console ports
- 2* USB3.0 ports

REDUNDANT HARDWARE

Dual Power Supply

Ships with 1x PSM550-AC by default

4x Hot-Swap Fans

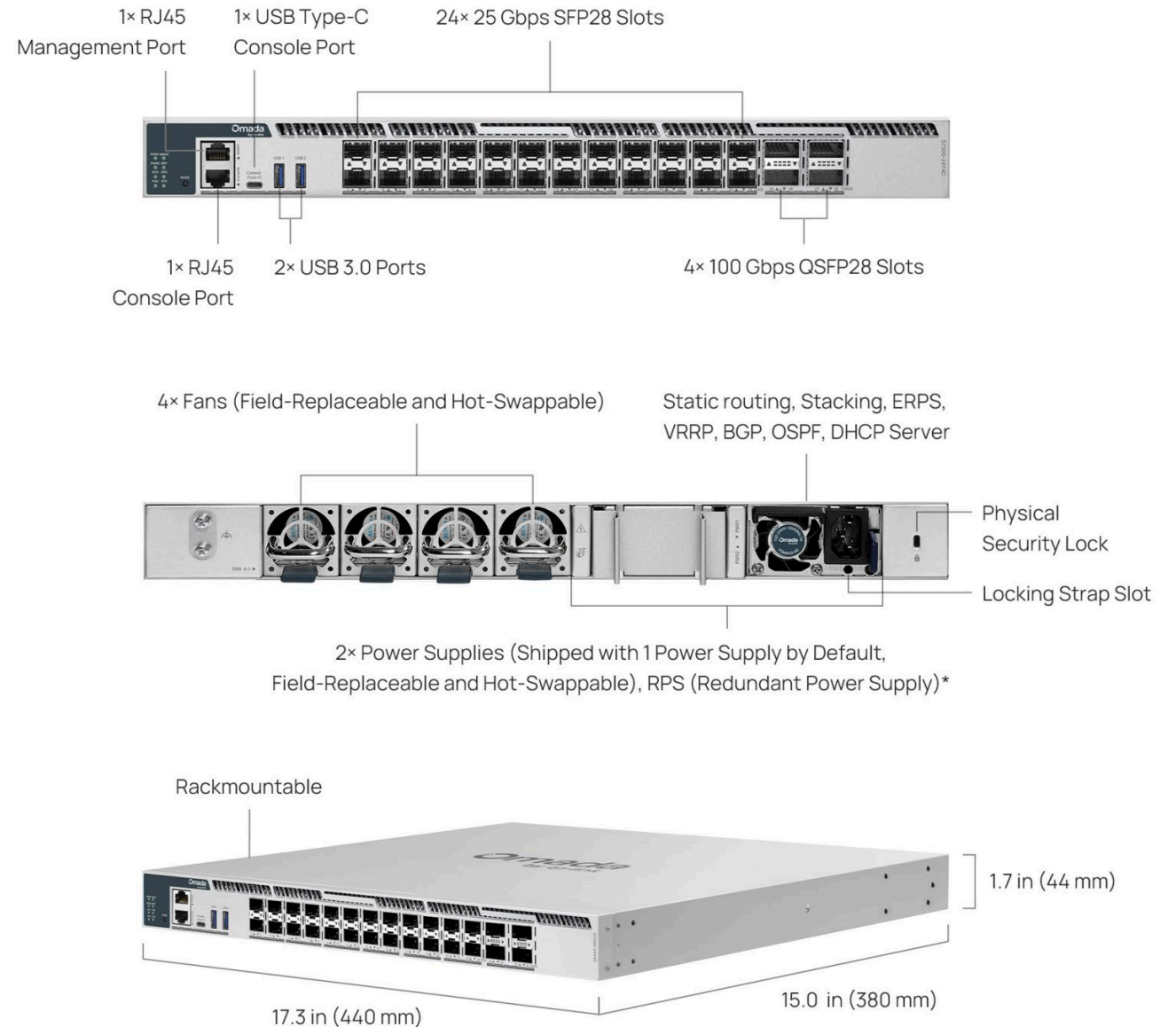
N+1 redundant, field-replaceable (by default)

STABILITY & PROTECTION

MTBF 382,117 h @ 25 °C

Surge Protection ±6 kV common mode

ESD Protection Air ±15 kV · Contact ±8 kV



Robust Hardware Design

S6500-48MPP6Y

MAX POE BUDGET

1,484 W

48x PoE++ ports
up to 90W per port
Fast PoE & Perpetual PoE
Intelligent Power Management

POWER SUPPLY CONFIGURATIONS

1x PSM500-AC	328 W
1x PSM900-AC (default)	701 W
2x PSM500-AC	752 W
1x PSM500 + 1x PSM900	1,118 W
2x PSM900-AC	1,484 W

540 Gbps

Switching Capacity

401.7 Mpps

Packet forwarding rate

32 K

MAC address table

REDUNDANT HARDWARE

Dual Power Supply

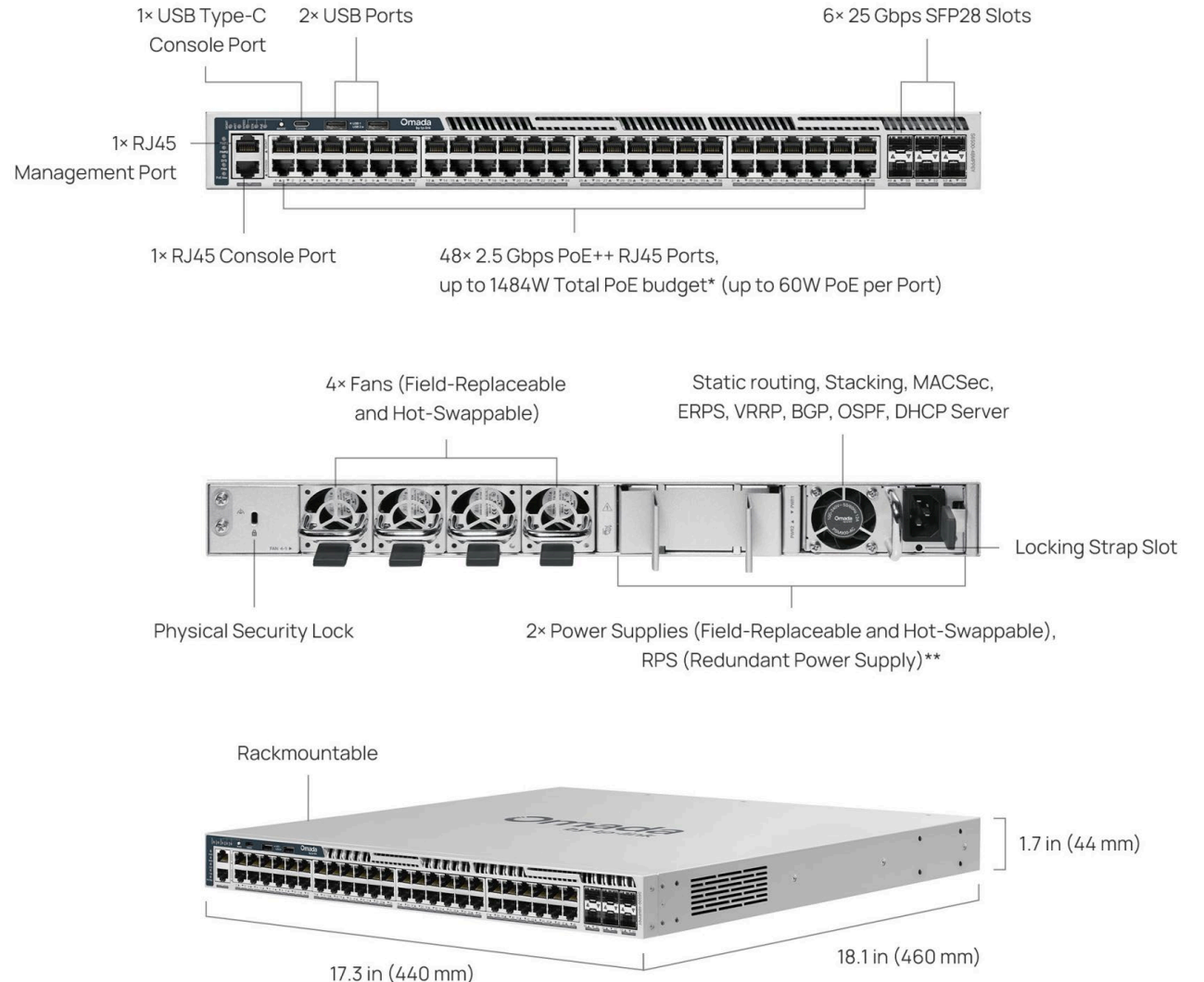
Ships with 1x PSM900-AC by default

4x Hot-Swap Fans

N+1 redundant, field-replaceable (by default)

STABILITY & PROTECTION

MTBF	594,101 h @ 25 °C
Surge Protection	±6 kV common mode
ESD Protection	Air ±15 kV · Contact ±8 kV



| Benefits of an Omada Solution / TP-Link Partnership for Education

Omada Portal Features

- **Content filtering** – Education specific option
- **MSP mode** – Ease of use for managing trusts with multiple schools/sites
- **Permission based access** – Enhances security and reduces insider threat risks
- **PPSK** – Creating separate networks for children, guests and teachers (now supports WPA3)
- **Zero touch provisioning** - Reduce site visits and rollout time
- **Configuration templates** – Allows you to mirror the same config, saving time
- **Captive Portal** – Enhanced security + collecting user data for marketing and managing bandwidth

| Benefits of an Omada Solution / TP-Link Partnership for Education

Omada Products / Support

- **Multiple Controller Options** – On prem / Software controller / Paid cloud Reduce overall cost - £0 license option
- **Limited lifetime warranty** - 5 years support past EOS
 - Cyber Essentials support for 7 years after EOS
- **UK Pre/post sales support + 24/7 online support**
- **UK Stock** – Allows us to meet urgent requirements from schools
- **Cost effective** – To help schools save money on networking without sacrificing performance. Allows them to spend budget elsewhere
- **Large portfolio** – Wi-Fi 7 / switch options for all sizes of educational institutes
- **Site survey (FOC)** – Remote site survey to ensure the BOM is DfE compliant
- **Cost of ownership** - Reduced OPEX + CAPEX

VALUE ADD

DELIVERING VALUE AND BUILDING SUSTAINABLE PARTNERSHIPS



TRAINING & TECHNICAL SUPPORT

Our expert technical team provide pre and post sales support as well as accredited vendor training.



LOGISTICS & FINANCE

Flexible finance and logistical support helping you meet deadlines and schedule installation projects.



SALES

Dedicated account managers to fulfil your needs and be a single point of contact across the business.

VALUE ADD

HOW PURDICOM CAN HELP YOU WIN MORE OPPORTUNITIES

01

PROSPECTING

You want to uncover new **opportunities** to help more customers. Prospecting can be tough. Purdicom can help you with Sales & Marketing including MDF.

02

DISCOVERY

Provide the best technical advice with accredited training, technical account management & bespoke **demos** for you or with your customers.

03

SPECIFY

When specifying the right equipment and hardware, Purdicom can assist with **pre-sales meetings**, customer support and NFR kit for demonstration.

04

QUALIFY

Qualify your sale & provide the right advice with our support. We can provide link planning, heat mapping, site surveys and all the training you need to win the deal.

05

PURCHASE

You need a supply chain partner that will enable you to finance your stock, ship it with confidence & allow you to easily raise quotes & orders on the fly.

06

DEPLOYMENT

Our engineers can commission the equipment for you or provide pre-configured hardware to save you time & money with simply **plug-n-play**.

07

FOLLOW-UPS

Want to make sure everything is going to plan? Our engineers will go to site and complete a robust post-install survey to ensure everything is optimised.

08

MANAGEMENT

Ongoing management of your service contracts involves providing the right support to your customers. Make the most from more long term relationships.

PURDICOM WEBSTORE



View, edit and approve any quotes



View any license, tracking information and order status



Submit heatmaps and request any amendments



Pay all invoices



View a live statement



Marketplace with datasheets and related items to see what products complement each other





Any Questions?