

We've engineered a solution portfolio for successful reopening in [higher education](#).

### **Connected**

Integrated to work as a system, not as separate items.

### **Data-Driven**

Providing near-time, tactical knowledge for your operations.

### **Accurate**

Consistently delivers against your needs.

### **Smart**

Adaptable to changing environment.

### **Safe**

Works as part of your overall return-to-campus plan.

### **Proven**

Globally renowned products & partnerships.

# More than 1 in 4 colleges offered in-person components this spring<sup>1</sup>

To meet student demand, campuses are trying to have more in-person offerings. Yet student, faculty, and staff wariness remains.



Number of students who feel “my institution cares about my health & wellbeing”<sup>3</sup>

**71%**



Public universities are losing **30%** of their revenue and Private Universities are losing

**55%** by going online<sup>2</sup>.



Number of faculty & staff who felt unsafe about returning to Purdue University<sup>2</sup>

**53%**

#### Sources:

1. The Chronicle of Higher Education
2. McKinsey, Oct. 2020
3. NPR, Feb. 2020

“Above all, higher education leaders must determine how to balance the financial implications, students’ experience and safety, and equitable access to high-quality education.”

**McKinsey & Co, COVID-19 and US Higher Education Enrollment: Preparing Leaders for Fall, May 2020**

Now is the time to build on these lessons to reimagine the next five to ten years and beyond.

There are many ways to differentiate, including student mix and outcomes, faculty development, research capabilities, facilities, and community impact.

**McKinsey & Co, Reimagining Higher Education in the United States, Oct. 2020**

# Getting your post-pandemic technology portfolio right has high impact implications

## Getting it right helps you:

- ✓ Build confidence and provide a healthy environment
- ✓ Service students & faculty effectively
- ✓ Strengthen brand image/reputation
- ✓ Minimize outbreaks
- ✓ Increase enrollment & revenue

## Getting it wrong can lead to:

- ✗ Increase in illness
- ✗ Damage brand image/reputation
- ✗ Loss in revenue and enrollment
- ✗ Decrease in student & faculty satisfaction

You're responding to all the same demands on your campus, but under a new microscope:

### Innovation

You're constantly innovating to attract top students and professors, and differentiate from other universities.

### Sustainability

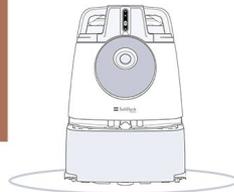
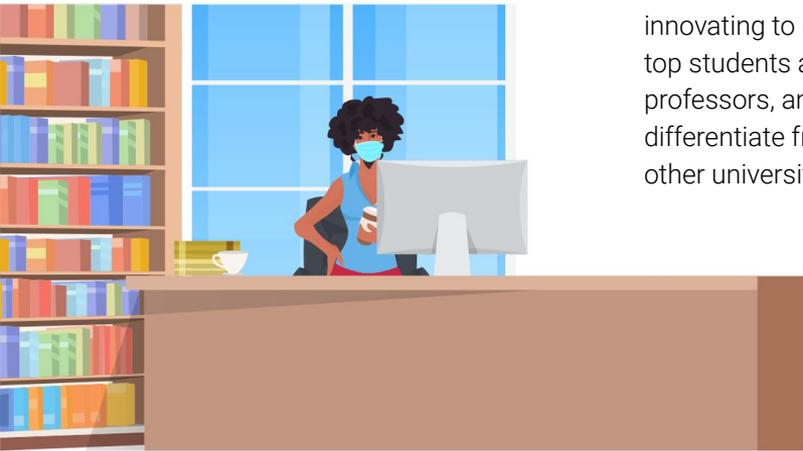
You're continually challenged to improve sustainability, and reduce your carbon footprint.

### Student Experience

You're evolving to meet and exceed student - and parent - expectations to earn tuition, revenue, charitable contributions, alumni engagement, and rankings for your institution.

### Faculty Confidence

Your faculty is a core asset for revenue and prestige, but they have concerns about returning to in-person instruction at the risk of getting sick.

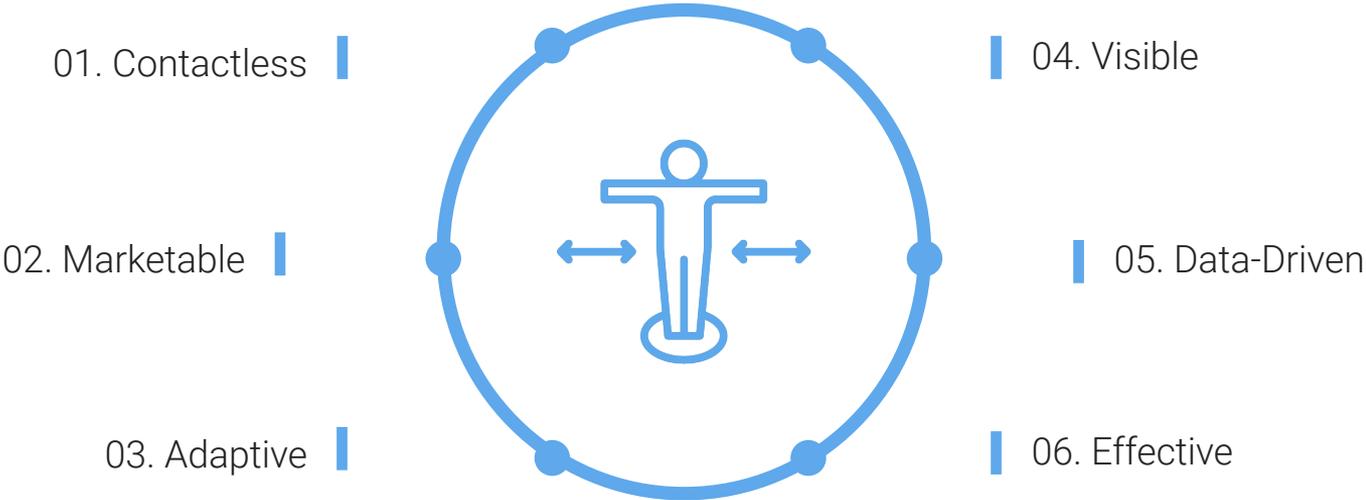


• 1.5 M • KEEP YOUR DISTANCE

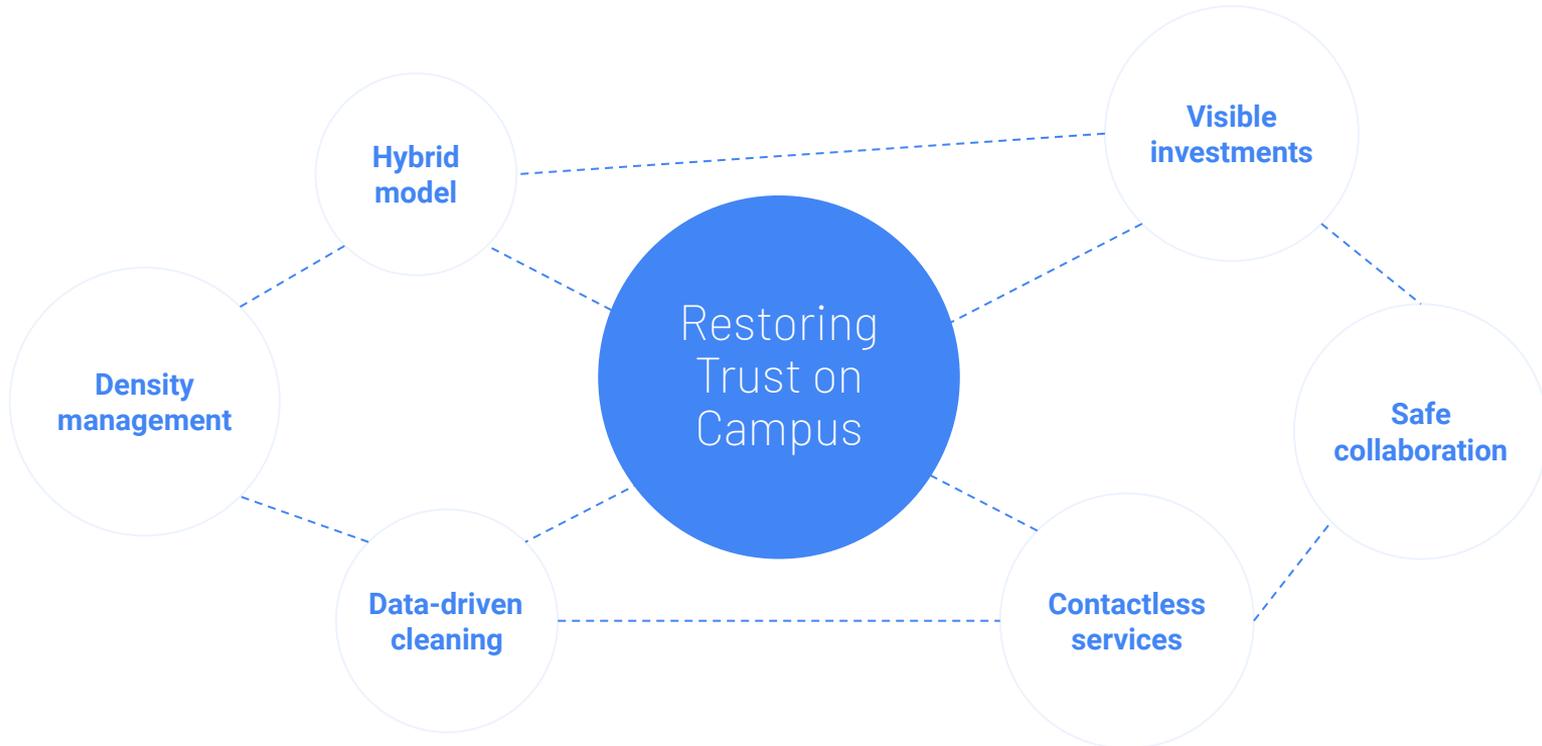
• 1.5 M • KEEP YOUR DISTANCE

Returning to campus  
requires restored trust.

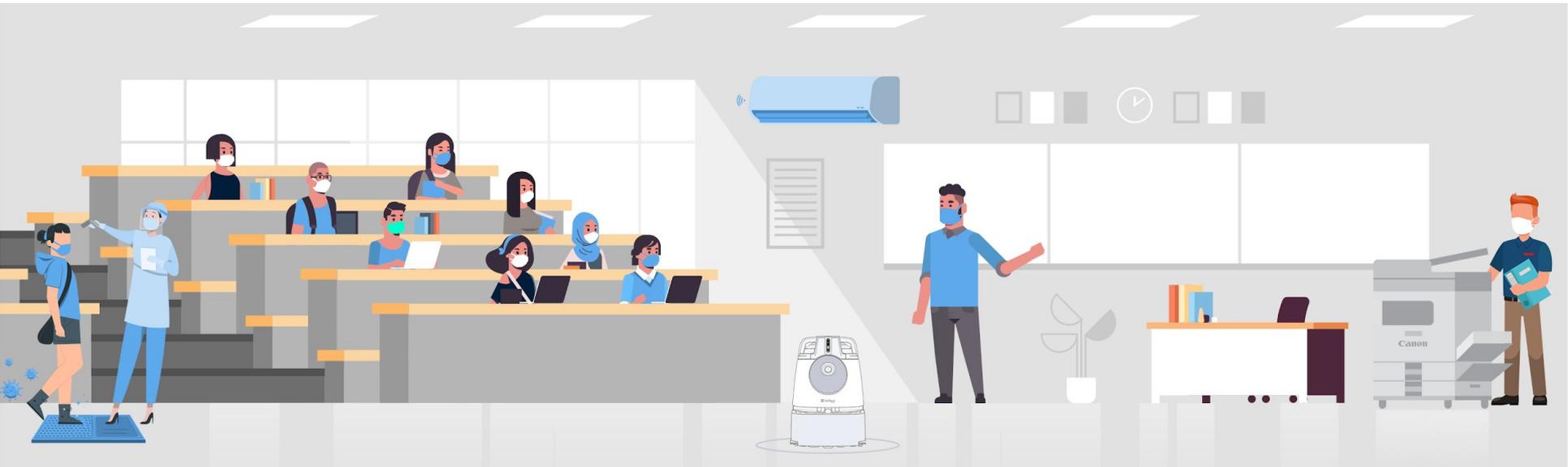
# Best practices for designing an ecosystem of reinsurance for universities



Now, robotics must be core to that ecosystem to drive health and safety to **bring people back to campus.**



# Our POV of the safe & healthy ecosystem in higher education



**8x**

Improvement in dust control

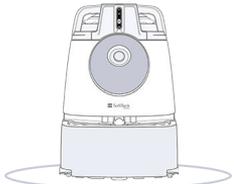
**50%**

Cleaner Floors Compared to Manual Vacuuming

**61%**

Higher cognitive function in buildings with clean air

# The automation building blocks of the *university of the future*



**Problem 1:  
Reassurance**

**Problem 2:  
Sustainability**

**Solution: Whiz**

**Problem 3: Need for  
Data**

**Solutions: Whiz +  
Integrated Reporting**

**Problem 4: Efficiency**

**Solutions: Whiz,  
Reporting + Additional  
Robots**



**University of the  
Future**

- Consolidation
- Connectivity
- Data
- Acceleration

# Robotics & automation *is the future*



## **Deliver Competitive Edge**

At Canon we know that automation is inevitable. Competitors are looking to get ahead. The moment has arrived to win - or fall behind.

## **Attract Top Students & Educators**

Innovation plays a key factor in choosing where to attend college or work. Attract top students and educators with standout initiatives.

## **Improve Sustainability**

Automate repetitive tasks in your workflow to drive efficiency and sustainability through robotics.

# #MeetWhiz, the connected robot vacuum for your campus.

- Frequency, consistency, & complete coverage
- Smart navigation of a teach & repeat route
- Whiz Connect data dashboard



- Sweeping bristle bar
- HEPA filter
- "Ambassador" for health & safety