

**SAVE MORE THAN  
YOU SPEND AND  
KEEP CHILDREN SAFE**

**With  
LGfL's Let's Get Digital  
Service**



**020 8408 4455 / [enquiries@lgfl.net](mailto:enquiries@lgfl.net) / [www.lgfl.net](http://www.lgfl.net)**

LGfL is a registered charity; we don't profit from schools – we reinvest everything into education.

**SAVE MORE,  
ACHIEVE MORE  
& KEEP CHILDREN SAFE**

## **LGfL IS CHANGING.**

We used to be a Grid for Learning. Today we are a multi award winning charity focused on enabling the digital transformation of UK Education.

**Our mission is the advancement of education and our ambition is that UK schools lead the world in digital innovation** enabling children to achieve more whilst schools spend less. LGfL is uniquely positioned to help because, as a charity, any profit is reinvested back into purchasing a wider portfolio of resources for our schools.

Our success is based on partnerships working with the world's leading technology companies alongside the brilliant small to medium sized IT companies that passionately support teachers and children every day to make the best use of IT.

Through collaboration with schools LGfL has delivered some of the world's biggest implementations of cloud solutions including Meraki and Sophos Intercept X. LGfL has won multiple industry awards at BETT and ERA for content and pioneering initiatives involving Virtual Reality. In 2018, LGfL joined the edTECH top 50 in recognition of its contribution to digital innovation in UK schools and in 2019 LGfL was recognised as the Not for Profit supplier of the year by ERA.

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# OUR **LET'S GET DIGITAL SERVICE** STARTS BY CUTTING COSTS FOR SCHOOLS AND DELIVERING VALUE FOR MONEY.

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## We save schools millions every year

by cutting the Total Costs of Ownership (TCO) associated with connecting schools to the internet by pulling together a package of leading edge technology into our Service, purchased individually this would cost so much more!

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By making full use of the bundled technology in their Let's Get Digital service,  
**a primary school can save over £7,000 per annum  
and a secondary over £16,000 per annum**

And ... apart from saving lots of money schools benefit from the amazing technology included in Let's Get Digital that is inspiring children, keeping schools secure and enabling the transition to cloud.

### **Our ground breaking Let's Get Digital service gives everything a school needs to connect to the internet safely and harness its transformational potential including:-**

- Adobe Creative Cloud
- Superfast Fibre to the Premise at speeds up to 10 GBPS
- The peace of mind afforded to your school by connecting to an Education ISP focused on security and online safety 24 hours a day, 7 days a week
- Up to twice the stated connection capacity for simultaneous uploads and downloads
- Web Filtering from Netsweeper
- Meraki Mobile Device Manager
- Neverware CloudReady
- Award winning curriculum software including J2E, Busythings and Avantis (AR & VR)
- Sophos Intercept X (Endpoint)
- Sophos Intercept X (Server Advance)
- Sophos Phish
- Malwarebytes
- Egress to enable encrypted email and data sharing that is GDPR compliant
- Spam protection from MailProtect
- GDPR compliant secure backup and cloud disaster recovery including virtual machines
- A state of the art firewall from CISCO
- A state of the art router from CISCO
- Access to the LGfL Pupil Premium Checker which helps schools identify additional funding opportunities
- And a lot more bundled and free software and solutions!!!
- Free downloads of music from the worlds leading Audio Networks platform
- Advice and support to move to GSuite, Office 365 and other cloud services

## Saving Schools Money and Protecting Front Line Teaching

At a time of austerity, increasing burdens and deep uncertainty we understand and recognise that teachers and schools need all the support they can get to enable them to do their jobs efficiently and effectively.

By delivering millions of pounds of savings every year, Let's Get Digital helps to prevent school budgets being diverted away from front line teaching and into expensive and unnecessary isolated IT purchases.

LGfL has also developed a Pupil Premium Checker that allows schools to identify children who are entitled to additional grants that can be claimed to benefit children at risk of exclusion. That system is available nationally and schools have claimed in excess of £13M since its inception.

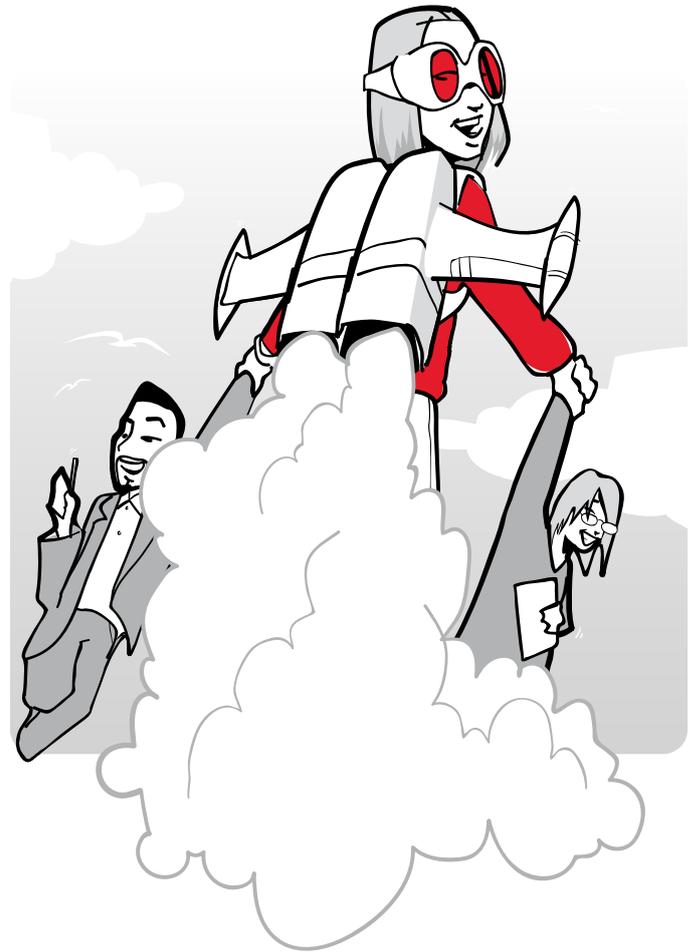
We achieve massive savings for schools through Let's Get Digital because:-

- LGfL buys wholesale on behalf of thousands of schools saving millions of pounds every year;
- LGfL is a charity that doesn't profit from schools but reinvests back into schools;
- LGfL has a specialist procurement team called SmartBuy negotiating the deals with suppliers on behalf of schools; and
- LGfL streamlines and reduces supplier overheads making it possible for them to offer even greater discounts to LGfL schools.

## Inspiring Teachers & Children

LGfL's mission is the advancement of education and we are absolutely committed to working in partnership to deliver it.

Let's Get Digital is supported by a multi-award winning team including former teachers and school



technicians who understand schools and are there to help rather than sell things you don't need.

Our Inspire Team helps schools by organising TeachMeets and conferences. We have created social networks to foster partnership and collaboration that thousands of teachers, safeguarding leads and special educational needs advisors participate in.

Our IncludedED Team focuses on helping children with special educational needs. We are investing to promote wellbeing in schools and have set-up a centre of excellence within LGfL for Mental Health. Tackling inequality is one of LGfL's core priorities.

Our Safeguarding and Cybersecurity Team focus on keeping children safe and schools secure. In 2018, LGfL undertook the biggest survey ever into online behaviour with over 40,000 children in 108 Local Authorities taking

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part. The evidence and insights delivered by the report have been shared with schools and enabled LGfL to improve the safeguards and protections offered. With the need to protect around 3000 schools it should be no surprise to learn that LGfL processes more than 1.2 billion URL's every day and has one of the largest implementations of firewalls in the world.

Our Inspire Team includes experts on Google and Office 365 who can advise and support schools reducing the pain sometimes associated with moving to the Cloud and guess what, this advice and support is included at no additional charge in Let's Get Digital.

Our Educational Teams visit schools to help them with IT rather than trying to sell to them. The visits help schools understand the opportunities and value of the huge and expanding portfolio of products and services that we provide to schools. LGfL have been inspired when schools become excited about what the Let's Get Digital Bundle can do for them and watched as schools have developed their digital strategies with LGfL as an integral part.

Furthermore, we have a huge amount of curated educational content, model policies and advice that has been produced by leading educationalists & successful schools across the UK – all whom share our passion for community and successful schools.

All of our resources that can be found on our website and our video portal LGfL TV.

## **World Class Partners & Collaboration with Small and Medium Sized IT Companies**

We know that big changes don't happen by working in silo's. LGfL is passionate about creating partnerships with shared goals and commitment to the advancement of education.

Since our inception in 2001 we have fostered a strong and shared sense of community - our schools work together and collaboratively and therefore achieve

more for children and have saved schools over £300M.

That deep spirit of collaboration for common good is why LGfL's Let's Get Digital is delivered in partnership with some of the world's leading education technology companies including Google, Microsoft, Virgin Media Business, Neverware, Adobe, Meraki, Sophos, CISCO, Malwarebytes and Egress.

We are also very proud to partner with a large number of small and medium sized IT companies that are the lifeblood of IT support in schools today. Testament to this is the creation of the Digital Transformation Partner Network with dozens of suppliers now advising and helping us to do the best we all can for schools.

## **Easy to Buy and Procurement Compliant**

Let's Get Digital can be purchased directly, (even when the contract value is above EU limits), because LGfL is a Central Purchasing Body that has already EU tendered and secured best value for thousands of schools in the UK saving millions of pounds every year.

## **Switching to LGfL is Easy**

LGfL recognises that moving to a new Internet Service Provider may be a substantial technical challenge. That is why we set up LGfL's Easy Switch Service. Easy Switch is about our teams working alongside your school to ensure the seamless, timely and cost effective transition to LGfL's services. With Easy Switch we'll cover up to 3 months of your incumbent ISP's costs at the point of order so you don't have to worry about having to suddenly switch from one provider to another. LGfL will also make our cloud packages available before you are connected to our network so your schools can start saving money straight away. Thousands of schools are part of our family and community. We'd be delighted if you joined us.

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# Let's Get Digital

AVAILABLE  
ACROSS  
THE UK



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## SuperCharge

*super fast connectivity*



### SuperCharge – Superfast Connectivity

✓ <b>Superfast fibre to the school</b> with speeds of up to 10 GBPS	backup connectivity in the event that the schools primary connection fails
✓ Up to <b>twice the stated capacity</b> for combined uploads and downloads.	
✓ Free and secure <b>Remote Access Solution</b> from any location to your school network	<b>New in 2019</b>
✓ Free <b>industry leading</b> school-based router	<b>Upgrade 2019 &amp; 2020</b>
✓ Connection to LGfL's secure education <b>Internet Service Provision (ISP)</b>	
✓ Connection via a highly resilient national network that includes <b>power protection</b> and <b>diverse routing</b>	
✓ Support for <b>Govroam</b> making it easy for health and educational professionals to access their IT systems in schools	
✓ A connection that is <b>monitored for outages and problems</b> 24 hours a day, 7 days a week	
✓ A <b>text and email alerting service</b> that keeps schools informed about service outages and updates	
✓ Optional <b>Eduroam</b> support for schools that are seeking to work collaboratively across the world	
✓ <b>Optional LGfL VoIP Service</b> includes free school to school telephony for schools who have opted for LGfL VoIP	£ POA
✓ <b>Optional fibre and copper resilient circuits</b> to deliver backup connectivity in the event that the schools primary connection fails	£ POA

## CyberCloud

*keeping schools secure*



### CyberCloud – Keeping Schools Secure

✓ Free <b>Meraki Mobile Device Management</b> licences	<b>New in 2018</b>
✓ Free Site Licence for Sophos Anti-Virus & Ransomware protection with <b>Sophos Intercept X</b>	<b>New in 2018</b>
✓ Free Site Licence for <b>Malwarebytes</b>	<b>New in 2018</b>
✓ Free Site Licence for <b>MailProtect</b> , email filtering and Spam protection	<b>Upgrade in 2019</b>
✓ Free <b>Distributed Denial of Service (DDoS)</b> Protection	
✓ Free <b>LGfL Perimeter Protect</b> delivering massive firewall protection at the point of entry into and out of LGfL's Ignite network	
✓ Free <b>industry leading firewall installed in your school</b>	<b>Expanded in 2019</b>
✓ Free <b>Unified Sign On (USO)</b> to provide authenticated access to data and systems	
✓ Free <b>SoftOTP</b> providing 2 factor authentication	<b>New in 2018</b>
✓ Free <b>Active Directory Federation</b> to deliver Unified Sign-On to third party systems	
✓ <b>Layer 7 Firewall Support</b>	<b>UNDER CONSTRUCTION</b>
✓ Access to LGfL's <b>cyber security centre of excellence</b>	
✓ <b>Practical advice and case studies</b> on security technology and solutions on LGfL TV	
✓ Free <b>secure DNS protection</b>	<b>New in 2019</b>
✓ <b>Independent testing</b> of LGfL's network by industry experts to ensure it is secure	
✓ <b>Termly bulletins</b> and <b>regular information notifications</b> regarding cybersecurity and industry developments	
✓ Free <b>vulnerability scans</b> for schools who want to know if their network is secure	

## DigiSafe

*Keeping children safe*



### DigiSafe – Keeping Children Safe

✓ Fully customisable, made-for-schools <b>web filtering</b> (WebScreen 3)	Upgrade 2019
✓ <b>Free Egress and USO-FX licences</b> for secure, encrypted safeguarding data-sharing	New in 2018
✓ Unlimited use of <b>safe video hosting platform</b> for schools	
✓ Free one-stop portal for <b>safeguarding resources</b> and signposting for the classroom and beyond	
✓ Free support for parents and teachers to <b>keep children safe online</b>	Updated in 2018 and 2019
✓ <b>Guidance on issues</b> including bullying, livestreams, gambling, social media via our safeguarding website	Updated in 2018 and 2019
✓ Free <b>customisable policy templates</b> for acceptable use, online safety, social media, Prevent Duty and more	Updated in 2018 and 2019
✓ Free <b>practical video case studies</b> and best practice from schools available at LGfL TV	Updated in 2019
✓ Free <b>access to extensive research activity</b> that drives national policy and practice, including the largest ever survey into pupil online behaviour	
✓ Optional <b>SSL Filtering</b>	£ POA
✓ Access to our <b>Safeguarding &amp; Online Safety experts</b>	
✓ Access to a <b>social network of safeguarding leads</b> focused on collaboration and information sharing	

## SuperCloud

*Schools without servers*



### SuperCloud – Schools without Servers

✓ Free <b>Neverware Cloud Ready licences</b> to turn old laptops into fully functioning chromebooks	New in 2018
✓ Free <b>CentraStage Licences</b>	Upgrade in 2019
✓ Free <b>secure email</b> for teachers and support staff ( <b>Staffmail</b> )	Upgrade in 2019
✓ Free <b>Web Hosting</b> (Plesk)	
✓ Free <b>Mail Archive</b> covering current and previous academic year	New in 2018
✓ Free User Provisioning for <b>G Suite</b> and <b>Office 365</b>	Upgrade in 2019
✓ Free <b>100 GB of storage</b> for data storage and disaster recovery in the cloud	POA
✓ Optional server storage, data and disaster recovery with <b>LGfL GridStore</b>	
✓ Free <b>Pupil Premium Checker</b> which has helped schools identify potential funding to support children in areas of social and economic deprivation	

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# What's Included in Your **Let's Get Digital Service**

AVAILABLE  
ACROSS  
THE UK

New  
in 2019

## Ignite

A Dedicated National Network for Schools



### Ignite – Safe and Fast Internet Service Provision Engineered for Schools

UNDER  
CONSTRUCTION

- ✓ **National ISP Network** engineered especially for schools
- ✓ **Software Defined Network (SDN)** ready
- ✓ **Future proofed, high capacity design** with minimal latency to meet increasing bandwidth demands generated by schools transitioning to cloud
- ✓ **Centralised management console** for oversight and control of cloud, network and security services £ POA
- ✓ **Worldwide Reach**
- ✓ Construct your own **Wide Area Network (WAN)** and **private cloud** within Ignite £ POA
- ✓ **Three tier Quality of Service (Q-o-S)** ready for demanding applications that need priority on your network such as Skype
- ✓ **Independently tested** to ensure that Ignite is secure and managed in accordance with best practices

## Energise

Teaching and Learning Resources



### Energise – Teaching and Learning Resources

- ✓ **Targeted updates** on our curriculum content via our customisable user interface and notifications via social media e-bulletins
- ✓ Full access to industry standard creative tools from **Adobe Creative Cloud**
- ✓ Site Licence for the multi award winning cross curricular interactive **Busythings resource** portfolio
- ✓ Site Licence for multi award winning **J2E Toolsuite** featuring an extensive range of online creative publishing and assessment tools
- ✓ Walk on the moon as Neil Armstrong, walk through WW1 trenches on the eve of the battle of the Somme or visit Ancient Egypt through our **immersive Virtual Reality** content produced by the award-winning team at Inspyro
- ✓ Make learning come to life using **interactive Augmented Reality** to support the study of Maya, WW1, The Cold War, Romans, Ancient Egypt and support for the KS1 History curriculum produced by the award winning team at Inspyro
- ✓ Site Licence to access the largest implementation of managed Virtual Reality through the **Avantis Class VR platform**
- ✓ Access to inspiring case studies and best practices on how to support effective teaching and learning using digital technology available at **LGfL TV**
- ✓ Over 100 high quality, award winning **comprehensive cross curricular resources** produced by LGfL working in Partnership with world class cultural institutions such as Museum of London, Scott Polar Research and The National Museum of Computing
- ✓ Regular **live interactive author events** via the ReadingZone Live programme for Primary and Secondary schools
- ✓ The unique Audio Network **professional audio database** now has 80,000 tracks recorded by professional session musicians and world class orchestras such as the Royal Philharmonic New in 2019
- ✓ Updated Switched on Science offers **complete coverage of the Science curriculum** for EYFS, KS1 and KS2 New in 2019
- ✓ Planet eStream **high quality cross platform delivery of audio and video** with a range of interactive tools. New in 2019

# What's Included in Your **Let's Get Digital Service**



## IncludED

SEND and Wellbeing Resources



### IncludED - Inclusion and Wellbeing

- ✓ Free **WordQSpeakQ** for SEND New in 2018
- ✓ Free **Widgit** Library New in 2018
- ✓ Free **one stop portal** for SEND, EAL, Mental Health, and Gifted and Talented resources and signposting for the classroom and beyond
- ✓ Free **Healthy Minds** resource developed in partnership with leading Mental Health charity Young Minds New in 2018
- ✓ Free **English as an additional language (EAL) CPD** for teachers and **Young interpreter scheme** for primary and secondary pupils New in 2018
- ✓ Free **Multisensory CPD** resources New in 2018
- ✓ Free **Thinking Skills for Life** (Multimedia life skills/social skills resource) New in 2018
- ✓ **Managing a sudden death** in the school community (addressing childhood bereavement) New in 2018
- ✓ Free **EmployAbility** (Multimedia employability skills resource)
- ✓ Free **Targeted SEND and Wellbeing content** and notifications via regular bulletins and social media
- ✓ Access to our **Special Educational Needs Centre of Excellence**
- ✓ Access to a **social network of SEND leads** focused on collaboration and information sharing

## TechSquad

Geek to Geek Support



### Technical Help and Advice

- ✓ A **UK based Helpdesk** operating 8am – 6pm
- ✓ **LGfL At Your Service** is a self service portal that provides up to date information about the LGfL services being used by the school New in 2019
- ✓ **LGfL's NightOwl** Service providing 24 x 7 fault monitoring of the network for outages and security threats Boost in 2019
- ✓ **Targeted updates and alerts** on changes, new developments and outages via a mobile app Updated in 2019
- ✓ Free access to curriculum focused support (including Office 365 and Google) from **Inspire** New in 2018
- ✓ Access to a **Solutions Architect Team** to advise you on how to integrate LGfL into your school infrastructure UNDER CONSTRUCTION

## Inspire

Helping Teachers Harness Tech



### Inspire - Bundled Training and CPD

- ✓ **Free ongoing training** and comprehensive Continuous Professional Development on lots of key curriculum areas New in 2018
- ✓ Free training on **Office 365, G Suite** New in 2019
- ✓ Free entry to the **LGfL Annual Curriculum Conference**
- ✓ Free entry to the **LGfL DigiSafe Annual Safeguarding Conference** New in 2018
- ✓ Free entry to the **LGfL Annual Technical Services Conference** New in 2019
- ✓ Access to **LGfL TV** with thousands of examples of best practice and case studies to support the effective use of IT in the curriculum and the use of **LGfL resources**

# TENDERING

**We've done all the hard work for you**

LGfL is a Central Purchasing Body acting on behalf of schools and local authorities. This means the services and products we provide are procured in accordance with EU Public Contracts Regulations meaning that schools can buy from us with confidence.



Schools benefit from best value as we're tendering and subsequently buying on behalf of thousands of schools and public sector customers saving schools millions of pounds every year.

As we're compliant with EU rules, schools can purchase directly from LGfL and meet EU Procurement Regulations.

By joining the LGfL community of thousands of schools, there is no question that you are getting the best value for money available for your school. Is your existing broadband supplier a Central Purchasing body compliant with Procurement Law? Do they buy on behalf of thousands of schools for the advancement of Education?

You can avoid expensive and painfully time consuming tendering processes and access the great services provided to over 1 million children and thousands of schools across the UK by coming onboard with LGfL.

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# Small charity, **BIG IMPACT**

LGfL is a charity that was founded in 2001 for the advancement of education.

Because we're a Charity it means that we don't profit from schools we reinvest back into education.

Since our inception we have saved schools over £300M through wholesale procurement.

Our Let's Get Digital service is exceptional value enabling schools to save more than they spend on it.

Today we support thousands of schools across the UK and have a presence in nearly 80 Local Authorities.

LGfL has built its own dedicated schools network which is one of the largest in the world, spanning thousands of schools and is one of the safest with multiple layers of defence, keeping schools secure.

Recently we have led three of the largest implementations of Sophos, Malwarebytes and Meraki in the world.

In 2018 LGfL's contribution to technology excellence was cemented when it became an

## **EdTech Top 50** **"Mover and Shaker"**



In the course of the current academic year LGfL has helped schools identify over £10M in Pupil Premium Claims and saved over £5M in procurement.

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# THE FUTURE IS **IGNITE**

## Next-Generation Networking Today



What's the point in moving to a cloud you can't always get to? Or a global classroom that relies on a flaky connection? Anybody fancy trying out the latest bandwidth-gobbling technologies to boost teaching & learning, but over snail-speed copper cables? Sound silly?

We thought so. That's why we're building Ignite, a brand-new dedicated ISP network for schools and public-sector organisations that will change the shape (and the speed!) of internet services forever. It's designed to meet your unique needs, rather than just another business connection with a school-friendly name. Oh, and by the way, it won't cost you a penny more than before!

Whether you're a one-form entry primary, a UK-wide academy trust with tens of thousands of pupils, or an IT support organisation, Ignite gives you the flexibility to design and deliver the private networks and cloud solutions you need to focus on education, without worrying about whether that fancy new learning technology might break the internet.

Our multiple levels of security and protection not only help to keep children safe, but your staff and that all-important school data too. This valuable peace-of-mind is independently verified, and of course we give you the levels of network management and oversight that you ask for.

Education is at the core of LGfL, and we put education at the core of Ignite. Why not join us today (or read on for a bit of technobabble if that's your thing)?

Ignite has the latest carrier network management features and supports Software Defined Networks (SDN) and device virtualisation for zero-touch deployments, at much lower cost, to any internet-connected site in the world. Trusted gateways to other peer networks allow secure access to services and maximise performance by reducing information transit over the public internet. Ignite your network and accelerate digital transformation in your MAT, school and Local Authority.

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# What Schools Think of Let's Get Digital

“ When our Ofsted inspection turned to safeguarding, we were able to tell them how LGfL filtering keeps our children safe online, avoids overblocking and supports pupil education. What's more, we were able to talk about real-life examples of safeguarding in practice that we had picked up at the DigiSafe conference. ”

- Alison Allen, School Safeguarding Governor

According to the Harris Federation, LGfL are delivering Value for Money:

“ I would just like to say that (Let's Get Digital) is an impressive list of really useful products. Really excellent stuff and does confirm the LGfL service is in the premier league of suppliers for connectivity and certainly sets you apart from other cheaper suppliers. Real value add stuff for us and indeed does save us a significant amount of money. ”

“ Using these IncludED resources has had a significant impact not only on...education but even more importantly... emotional well being. This impact can be seen through the huge reduction in behavioural incidents and allowing (the child) still to be a part of the school community. ”

- Mary Farmer, Asst Head, The Cedars Primary, Hounslow

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# *It's Time to Get* **Digital**

**Cuts, initiatives, accountability, workload; cuts, initiatives, accountability, workload... and repeat! It's no easy task running a school in 2019, so why on earth would you want to take the time to get digital, and why should you do it with us?**

LGfL isn't your average school technology provider – we're a charity, so we don't profit from schools, we reinvest back into schools so we have no reason to push services that you don't really need.

But the growing pressures you face – from budget cuts and increasing workloads to curriculum changes, revised regulations and of course GDPR – are the very reasons to get on board with us.

Why? Because you haven't got time for a cyber-attacker to take down your school network and impact on operation in the classroom, but don't have the expertise in school. Because you haven't got time to explain to the Information Commissioner why your data got lost. Because you haven't got the time or the money...but you do have to boost attainment, drive teaching & learning and keep children safe.

Against that background, when you implement new technology or approaches, it's got to work first time, and you need to know who to turn to for support – before, during and after the change.

So we'd love to talk to you about how partnering with LGfL can help you with all these challenges and achieve more for less with digital platforms. Does your existing broadband provider just want your money, or do they give you leading technical and curriculum services at no extra cost, teachers to talk to, and centres of excellence in all the areas that count? We do.

**We know education; we know technology; we are LGfL!**

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# LGfL Contacts and Support



To join the LGfL Community or if you have any questions about Let's Get Digital, our team is ready and waiting to help:

**020 8408 4455**

Visit our website:

**[www.lgfl.net](http://www.lgfl.net)**

Contact us by email:

**[enquiries@lgfl.net](mailto:enquiries@lgfl.net)**

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