

Industry:
Education

With the updated network infrastructure from ePlus, the school district is poised to deploy its 1:1 learning experience with enhanced system performance and speed, maximized investment protection, secure non-stop unified network services, versatile connectivity, and reduced total cost of ownership.

Ready for Anytime, Anywhere Learning

New York K-12 School District Turns to ePlus® for Network Upgrade



A school district in New York with more than 3,200 students from pre-K through 12th grade was looking to drive a one-to-one digital learning initiative for its high school seniors (and ultimately all high school students). In order to fully support this project, the district required full, no-bleeding 802.11n wireless coverage to support its back-end infrastructure and security.

The school district chose ePlus to handle the network upgrade based on its demonstrated experience and capabilities to install and configure systems for other educational institutions during their summer break. In addition, ePlus held the required credentials, including status as a Cisco Gold Certified Partner with Master Specializations in both Unified Communications and Security.

Preparing for Wireless—and Enhanced Learning

The school district wanted complete wireless coverage throughout the building, including hallways and classrooms to ensure lesson continuity. ePlus performed a careful pre-sales assessment and traffic analysis for security and wireless capabilities. The team examined both the physical building (to determine signal reflections for optimized wireless coverage) and the district's full IT infrastructure to identify which network components needed to be refreshed.

ePlus completed its assessments in a quick timeframe, and devised a best practice solution that would prepare the school district's network for the eLearning environment. ePlus recommended, sourced, and installed Cisco 1252 access points for each classroom powered by Cisco enhanced Power over Ethernet (PoE) on Catalyst 3750-E switches that integrated with the district's existing legacy infrastructure. In addition, ePlus delivered a flexible leasing solution, allowing the school district to extend its purchasing power to obtain the equipment it needed and still remain within its budget constraints.

Proud to Partner with



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Client Success Summary

Organization:
K-12 School District

Industry:
Education

Solution:
Network Upgrade,
Wireless Access, Unified
Communications, Leasing

ROI:
Enhanced system
performance, security,
and speed; maximized
investment protection;
reduced total cost of
ownership; scalability;
wireless learning
experience; improved
collaboration

Foundation for Success

With the updated network infrastructure from ePlus, the school district is poised to deploy its 1:1 learning experience with enhanced system performance and speed, maximized investment protection, secure non-stop unified network services, versatile connectivity, and reduced total cost of ownership. Its IT infrastructure is voice-ready, 10 Gigabit-ready, and wireless capable—allowing the district to meet its current needs as well as provide full scalability to accommodate future initiatives.

With an up-to-date network in place, the school district is able to provide a full wireless learning experience, keeping students engaged and providing both students and teachers with enhanced freedom, collaboration, and flexibility.

Next Phase: Unified Communications

The school district was so pleased with the wireless initiative, it again tapped ePlus' expertise for a Cisco Unified Communications deployment of 200 IP classroom wall phones and supporting infrastructure, scaling to 400 phones within the next year. ePlus was responsible for sourcing the equipment and configuring call control and voicemail services as well as integration with the district's existing Cisco Unified Communications Manager and legacy infrastructure. The cost-effective voice expansion will enhance collaboration across the district and improve productivity.

For information on how ePlus can help your organization realize significant savings, contact us at 888-482-1122 or visit us on the Web at www.eplus.com/cisco.

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