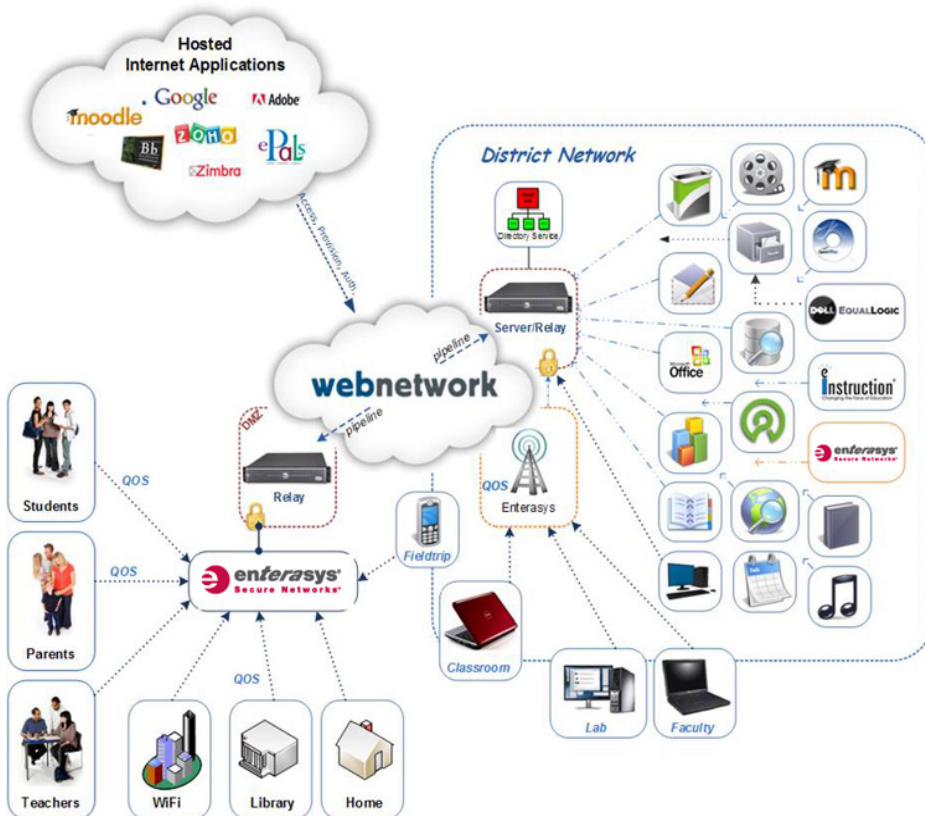


# Connected Classroom Enterprise Solution

The Cloud-Aware Network™ solution by Enterasys Networks, Dell's K-12 cloud networking partner, simplifies deployment of the Stoneware webNetwork private cloud computing framework – enabling faculty to focus on education, not managing technology. The Cloud-Aware Network automatically provisions and prioritizes applications and users, assuring the educational experience is positive and productive. Traditional network equipment lacks the visibility into cloud content needed to ensuring the on-demand applications used to educate students work properly and have the flexible network resources they depend on. The Cloud-Aware Network ensures a quality, automated 21st Century learning experience, with the following benefits:

- Seamless integration with Stoneware's webNetwork
- Assured Quality of Service (QoS) for interactive, on-demand educational applications
- Reduced infrastructure CAPEX and OPEX through network optimization and automation
- Interoperability with existing network environments through the use of standards-based technology
- Enhanced capabilities leveraging the Enterasys LAN and WLAN product portfolio.



## Testimonials

Enterasys has worked with many school districts over the years to help them make better use of technology to advance the educational experience.

### Twin Rivers Unified School District (California)

*"Today's students are conditioned to everything being real-time and on-demand – we have only seconds to capture and keep their attention,"* said Jim Chapman, Director of Instructional Technology for the District. *"As our use of interactive applications has increased, and our student enrollment continues to expand, we rely on Enterasys to adapt to our changing needs. They have earned our trust as a valued partner in our next phase of growth."*

### Clark County School District (Kentucky)

*"With just one click, an instructor can open access to video streaming, research data, and other valuable online resources, and a single click can turn off student access to unwanted applications, such as e-mail and instant messaging, so everyone can stay focused on the task at hand,"* said Marty Park, CIO and District Technology Coordinator for the Clark County School District.

### Milton Hershey School (Pennsylvania)

*"After an in-depth RFP preparation, thorough scorecard evaluation, and detailed demonstration, only Enterasys... gave us the confidence they could meet our requirements from day one,"* said Mike Bernardo, Manager of Networks and Telecommunications for Milton Hershey School. *"They really listened and worked closely with us to propose a proven solution that offered the necessary open-architecture interoperability, features and functionality, with the flexibility to fit the parameters of our capital and operating budgets. They delivered everything they promised."*

**There is nothing more important than our customers.**

## Partnering with Dell to Deliver a 21st Century Education Environment

The Enterasys Networks partnership with Dell leverages Dell's exceptional technology portfolio, financing and support services to provide an integrated Cloud-Aware Networking experience for districts implementing Dell Connected Classrooms. Enterasys Cloud-Aware Networks, combined with Stoneware webNetworks, provide a comprehensive solution that is easy to deploy, financially sound and an enabler for districts to realize their goals of ensuring a positive Dell Connected Classroom experience.

### The Right Bundle for Your District's Education Needs

Let Dell and Enterasys help you with the ABCs of Cloud-Aware Networks. Getting started is as easy as evaluating your current projects. Are you considering a data center project? Enterasys Cloud-Aware Networks for the Data Center provide the connectivity you need with visibility you require. Enterasys options align with the Dell Flexible Computing services, providing automated controls for storage and virtualized computing environments.

Dell Connected Classrooms benefit from Cloud-Aware Networks for wired and wireless deployments. With automated policy controls, the Enterasys Cloud-Aware Network ensures that the learning experience is positive by ensuring that the application data is correctly prioritized and delivered to each student system. This provides video learning sessions with the time-sensitive, low latency delivery they require for optimal performance.

Contact your local Dell/Enterasys representative. We can recommend a tailored Cloud-Aware Network solution to meet your district's needs.

## Contact Us

For more information, call Enterasys Networks toll free at **1-877-801-7082**, or +1-978-684-1000 and visit us on the Web at [enterasys.com/dell](http://enterasys.com/dell) or email us at [dell@enterasys.com](mailto:dell@enterasys.com)



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Delivering on our promises. On-time. On-budget.