

# Enterasys Secure Networks™ Provides Low-Cost, Secure Wireless Solutions for Higher Education

## The Challenge:

### Expanding Connectivity, Cost Effectively

You know that deploying a wireless network comes with many technical advantages – expanded network connectivity, increased bandwidth, enhanced performance, increased network accessibility, flexibility and scalability to name just a few. But the question remains – can all this be achieved securely and at an affordable cost that will not break the budget?

## The Solution:

### Enterasys RoamAbout™ Wireless

Enterasys RoamAbout™ wireless combines flexibility with security at an affordable price, providing your campus with expanded network connectivity to meet the network availability demands of students, faculty and staff. Many Enterasys higher education customers have discovered just how cost-effective wireless networking can be, especially when compared to hard-wired alternatives. Provide your students with the flexibility and convenient ease-of-use that only wireless can provide and set yourself apart from other colleges and universities.

## Case Study #1:

### Valdosta State University: Setting New Standards in Education – Wireless Technology on Campus

Part of the University System of Georgia, Valdosta State University (VSU) is on the cutting edge of technology development. However, prior to the wireless installation, VSU students accessed the Internet via a 33K or 56K dial-up connection. Students either competed for a limited number of publicly accessible modems located in the University's central modem pool, or connected from their residence hall through their own ISP. In order to be competitive with other colleges and universities—and with other student housing alternatives—Valdosta wanted to provide port-per-pillow, 24 x 7 connectivity that would enable students to access Internet resources outside the traditional hours of the university lab setting.

To meet this demand, Valdosta initially considered wiring the residence halls, although after observing many of the campuses around them go through great expense and trouble during their installations, VSU decided against the disruption and time involved with wiring each residence hall room. It also decided against the more than half million-dollar price tag that went with this type of installation.

In the end, VSU looked to wireless, although skeptical that wireless would fit the bill, VSU considered other options. They knew they needed a solution that would interoperate seamlessly. It also needed to be convenient to install and efficient to operate, and of course cost was a major driver. Paul Worth, VSU's network coordinator discovered that, “a wireless network is actually a more cost-effective solution than a wired network since it brings connectivity only to those rooms in which students have a computer, currently about one third of the on-campus population. The cost of installing our wireless infrastructure was less than \$50,000, compared to a much higher cost for the hard-wired alternative.”

## At-a-Glance Benefits

- Expanded connectivity to meet the network availability requirements of students, faculty and staff
- Increased network accessibility and flexibility ensures convenience and ease-of-use
- Wireless networking is extremely cost effective, especially when compared to hard-wired alternatives
- RoamAbout's 802.11 standards compliance ensures seamless interoperability
- Patent-pending power injector saves hundreds of dollars in installation costs
- New locations can be connected by RoamAbout at a fraction of the cost
- Increased bandwidth delivers faster data flow and enhanced performance
- High capacity to handle demanding and diverse network traffic—including bandwidth-intensive multimedia applications
- Users can take advantage of advanced technology and the latest applications
- 128-bit encryption ensures the highest level of security available in the industry
- Scalability to accommodate constant change—with no forklift

Once they had made the decision to implement a wireless network, Valdosta selected Enterasys' RoamAbout Access Point 2000 and high-rate PC card. Official deployment of the wireless began and Chris Pyle, a VSU IT employee, was in charge of the effort. "We pushed a great deal of traffic through the wireless network to see what it could take. Its performance was flawless," Pyle says. Once this "test" was complete, the wireless network was installed in a fraction of the time that it would have required to get a hard-wired network in place. The installation was found to be easy and VSU discovered they had much better coverage than anticipated. Today, VSU is able to provide easy internet connectivity and offer students something that can truly set VSU apart.

## Case Study #2:

### The University of Toronto: Wireless Earns High Marks for Secure, On-Demand Access at a Low Cost

The University of Toronto is one of the largest universities in Canada, with 52,800 students and 9,588 faculty and staff. The university initially had several dozen computer labs, each featuring a number of "stand-up" sites. This system was effective in limiting individual session times and controlling overall bandwidth, as it required students to line up and wait for a free machine in order to access the school's network. But over the past five years, as more students began to bring their own computers to school, the school could no longer limit the number of users on the network. Availability surged to the top of the wish list, and the university responded by hard wiring most of the residence halls to increase connectivity.

But in time this solution was no longer enough to support the beefier, multimedia applications being used by students and faculty alike. Once again, more bandwidth was needed. Furthermore, with most of the university's students bringing their own notebook computers to campus, the administration wanted to make it more convenient for them to connect to the network with their own equipment. Norman Housley, the university's manager of NDIS explained, "We wanted to increase network

accessibility by creating an environment that makes it easier for students to access the network with their own machines. We wanted to provide a flexible network, one that would allow students to do things more easily, more spontaneously."

The administration recognized several advantages to a wireless network, chief among them being user mobility. Cost and infrastructure were also factors. "We wanted to provide more network connections at less cost, and in areas where it might be difficult to provide wired access," Housley said. In many popular campus locations, including historically significant buildings, installing wired access would have been expensive, time-consuming and potentially harmful to the older structures. Wireless technology was not only easier and more cost-effective to install, but also more convenient for users.

After reviewing the design, capabilities, and pricing offered by the seven vendors bidding, the university selected Enterasys Networks' RoamAbout™ wireless solution. Packaging, functionality, management, security, pricing and local support were all factors leading to the decision to work with Enterasys. The administration was also impressed with the RoamAbout's ease of installation and range. "Implementation was easy," said Housley. "And we were surprised by how strong and complete the coverage was in the Architecture and Management Schools in downtown Toronto. When we measured signal strength around the Access Points, we discovered that we had wireless connectivity not only throughout the building, but even across the street." Having wireless cards in their laptops enables students to access the university network from locations that did not have traditional network connections, while providing the university with a safer level of security not typically found in other wireless products. By providing complete and highly functional systems and technology, the University of Toronto hopes to contribute to an extremely rewarding university experience.

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