

Engineering College Builds New Dorm



Challenge

Live and Study on Campus

This public college was founded to address the demand for engineering talent across Israel's knowledge-based and high-tech industries. The college has about 1,500 students enrolled in special undergraduate and graduate programs to prepare for future engineering careers.

The college opened its first dormitory in 2020.



Opportunity

Fast, Reliable Internet for Engineering Students

The dormitory tower offers students the opportunity to live and study on campus, paying reasonable rental fees. The tower features amenities like wireless Internet, air conditioning, laundry, and around-the-clock security.

To deliver wireless Internet that would meet the expectations of engineering students, the college needed to install a fast, secure, and reliable wired network.

At-a-Glance

USE CASE:

Wired and Wireless Networking

VERTICAL:

Higher Education

REGION:

EMEA

PARTNER TYPE:

VAR

KEY TAKEAWAY:

Longtime HP Aruba customer and partner sold on Mist



Solution

AI-Driven Wired and Wireless Networking

An AI-driven network from Juniper supports academic success for the school district's 3,500 students. Juniper QFX5110 Switches serve as the core network. At school sites, Juniper EX3400 and EX4600 Ethernet switches provide wired connectivity for wireless access points, smart whiteboards, and security cameras.

Internet access was a lifeline to learning during the pandemic and a necessity of learning today. With fast, reliable connectivity, students living in the dormitory tower can continue to advance their education.



How the Deal Transpired

Overcome a Preference for Aruba

The college had long worked with an IT infrastructure consulting firm as its trusted advisor. The partner worked in conjunction with the college's CEO and CTO, set out to find the best fit wired network for the new dorm.

As a public entity, the college could choose its network equipment from the government's list of preapproved vendors or go its own way. The college had long used Aruba (an HP Enterprise company) switches and its IT team was familiar with Aruba's web-based network management tools.

The partner was also a longstanding HP Enterprise reseller, but had recently deployed Juniper networking for other customers. This partner had experienced firsthand the advantages of Juniper networking, especially when managed from the Juniper Mist Cloud.

The partner educated the customer on how a Juniper network and Mist AI could deliver a better user experience and simplify operations.

The customer initially focused on price as a major decision driver, but the advantages of Mist AI and automation pushed the customer's decision in Juniper's favor. In the end, the customer chose to invest in better technology for greater value. The partner designed the network, led the proof of concept, and deployed the network for the college.

PRODUCTS:

- Juniper Wireless Access Points
- Juniper EX4600 Switch

TIMELINE:

The sales cycle took two months



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