

# University Network Goes from Lagging to Leader



## Challenge

### Bring Network Management In-House

When the CIO joined this small public university, he knew the network needed work. "I view myself as a change-maker and a problem-solver," he said.

The university was outsourcing management of the campus network to the local telecom provider. The network was slow and complex, and complaints about bad Wi-Fi connectivity were a daily occurrence. No outdoor Wi-Fi meant students had to rely on their own data plans if they wanted to study outside.

With 18 months left on the managed services contract, the CIO took the opportunity to embark on a total transformation of the networks on three campuses.



## Opportunity

### Next-Generation Campus Network

The CIO engaged a solution provider specializing in networking and security to assess the situation. The partner confirmed that the legacy network was drastically overbuilt and needlessly complicated.

The IT team felt that they could take over network management with a simpler, more reliable setup. The partner designed a modern network based on this input that would support the university's academic, residential and administrative needs across three campuses.

## At-a-Glance

### USE CASE:

Wired and Wireless Access

### VERTICAL:

Higher Education

### REGION:

AMER

### PARTNER TYPE:

Solution Provider

### KEY TAKEAWAY:

Proof of Concept in most difficult building challenged students but proved Juniper wired and wireless as clear choice.



## Solution

### The Simplicity Test

The solution provider, a Juniper Elite Partner, recommended a Juniper network, driven by Mist AI. Juniper wireless access points and switches, working in conjunction with the Juniper Mist cloud architecture would continuously optimize the network user experience, automate key IT tasks, and help the IT staff proactively address networking issues before they impacted quality-of-service.

The university began a proof-of-concept test in its most problematic building—one with cinderblock walls. The CIO also viewed the POC as an opportunity for some computer science students to get real-world experience.

The students took Juniper Mist training and then installed the wireless access points and switches themselves. Juniper's AI-driven tools, including Wi-Fi Assurance and Wired Assurance, pinpointed bad cables and DHCP problems, helping to convince the CIO that Juniper was the right choice.

Complaints about the Wi-Fi have stopped and innovation has flourished. Campus safety is pleased with the clarity of the security camera streams. New Wi-Fi access points in the stadium will allow for concessions to be sold using mobile point-of-sale. Students attending the agriculture college will now be able to use sensors to track cows and monitor soil conditions.



## How the Deal Transpired

### A Trusted Relationship

When federal funding came through, the university placed a second order for 300 switches, several hundred more APs, more professional services, and brand-new cable plants for all three campuses.

“What helps me sleep at night is having partners I can trust,” said the CIO. “I am comfortable with the recommendations from Juniper and our partner because I know they have thought through what is best for our needs.”

#### PRODUCTS:

- Juniper AP45 and AP63 Wireless Access Points
- EX4400 Switches
- Mist Wi-Fi Assurance
- Mist Wired Assurance

#### TIMELINE:

18 months



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