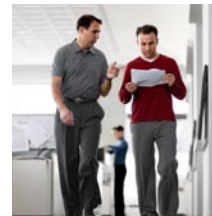




Delivering 21st Century Education

Cisco Unified Network provides a connected learning environment for new £70m Motherwell College



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EXECUTIVE SUMMARY
CUSTOMER NAME · Motherwell College
LOCATION · Ravenscraig, North Lanarkshire, Scotland
INDUSTRY · Education
COMPANY SIZE · 20,000 Students; 500 staff
BUSINESS CHALLENGE <ul style="list-style-type: none"> · Design, build and deliver a Unified Communications network from scratch · Create a communications platform to support the 21st learning needs of over 20,000 students · Assure seamless migration from old site to new campus in time for 2010 academic year
NETWORK SOLUTION · Cisco Unified Network
BUSINESS VALUE <ul style="list-style-type: none"> · A future proofed, scalable network delivered on time and in budget · Flexible learning through remote and wireless access for students (and staff) · Fast communications network delivering a host of educational applications · Return on investment in less than 3 years



CUSTOMER PROFILE

In August 2009 the new Motherwell College in Ravenscraig opened its doors to students for the very first time. The £70million, 280,000 sq ft campus replaces the College's 40 year old site in the city. It is first building in a massive regeneration project on the former Ravenscraig steelworks site, which will also see the creation of thousands of homes, shops and community facilities.

Designed for 21st century learning, the College features state-of-the-art technology classrooms, workshops, seminar rooms, theatre and catering facilities. It also includes a five-storey teaching block, a residential building for up to 50 students, workshop block for engineering students, conference facilities, a public learning centre and performing arts space.

It is, by any measure, a hugely impressive educational establishment for the 21st Century.

BUSINESS CHALLENGE

According to John Morrison, ICT Support Manager at Motherwell College, starting with a blank sheet of paper lets the College re-invent its ICT infrastructure to deliver the very best environment for students.

“We wanted a converged data, voice and video network capable of supporting new collaborative learning platforms and technologies – everything from wireless and remote working to IPTV in the classroom. Building our infrastructure from scratch allows us incorporate technology into the very heart of the design. Great news for students and great news from an operational support and management perspective.” he says.

Of course, with the new facility complete, John would then face the onerous task of migrating the College's existing IT infrastructure – and four decades of learning resources, applications and data – from the old Dalzell Drive site.

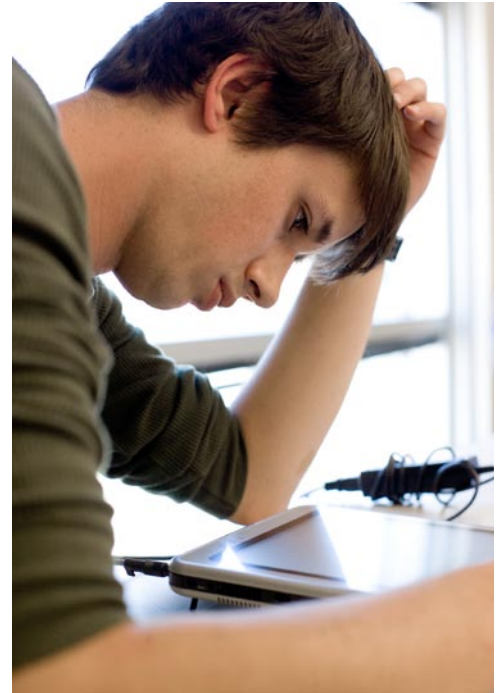
Morrison was absolutely clear on his selection criteria; "I needed a partner that could supply the total solution. I needed a next generation communications platform able to support future learning. I needed seamless integration with our legacy ICT, and I needed to know experts would be on hand throughout to minimise the risk of such a massive project."

A tall order then, but Cisco was on hand to deliver.

BUSINESS BENEFITS

Cisco's proven solutions, their reliability and scalability, and its own reputation for delivery were the deciding factors. "There's little doubt Cisco had the best integration solution in terms of the network design, resilience and quality of product for the price," says Morrison.

On 20th July 2009 the College rolled out Cisco's Unified Network across the campus – having migrated from old to new site in a single weekend.



Education First

Combining voice, data and video, wireless connectivity for students and teachers is delivered by the first ever education deployment of an n-standard wireless network in Scotland. In addition, a 10Gigabyte fibre optic backbone gives Motherwell the capacity to deploy a wealth of high bandwidth education applications, including comprehensive learning platforms and streaming video-on-demand.

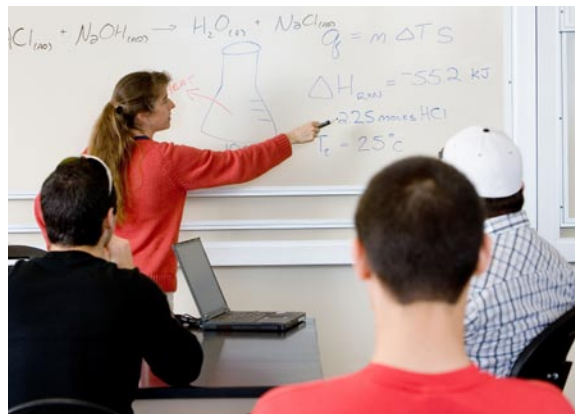
And ultra-fast connectivity is key for Motherwell – whether fixed or wireless. Morrison again:

"The fibre optic backbone provides a tremendous opportunity for us to deliver IPTV directly into the classroom. Not only will this provide teachers with a wealth of channels but allows students who miss lectures to catch up and watch recordings remotely – from the campus learning resource centre on their PCs or laptops."

Educational altruism is not the only driver for IPTV. By replacing standalone video recording and television equipment with specially designed, in-built multimedia systems, capital, support and management costs are reduced by as much as £12,400 per year.

OPERATIONAL MANAGEMENT

Day-to-day activities like printing and faxing have been made more efficient. Documents are scanned directly to email accounts through multi-function printing devices. Users can also retrieve documents from any MFP on the network. Something that was not possible before.



PRODUCT LIST

- Dual 6506 switches with a 3750 switch at the edge. (VLAN)
- Ten gigabyte fibre optic backbone
- Wireless access with n-standard
- IP Telephony system (includes handsets)

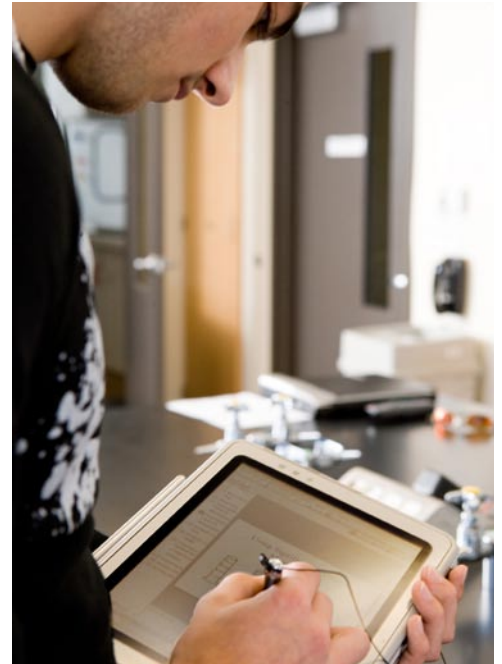
The IP telephony system allows campus staff to retrieve voicemail and create a profile on outlook. Voice quality and reliability is even better than with the previous digital system.

Crucially, the virtual LAN (included with Cisco's switches) offers the very highest levels of performance and increased security.

FLEXIBLE LEARNING

"Students can now bring their own laptops to the college and connect to the wireless network on campus. Although most of our students still use a/b/g protocols on their laptops, we believe that once the n-standard is more widely adopted we'll be ready for it and won't need to make upgrades.

"We now have the data network in place to take us through the next five to eight years. We've followed the same principle with our previous solution which lasted us almost ten years."



DELIVERING COST SAVINGS INTO COLLEGE

The new Cisco network is already showing considerable cost savings – critical as public sector budgets are set to decline over the forthcoming funding period. In the first year alone, Morrison expects to significantly reduce operational support costs, while return on investment for the entire networking communications project is estimated to be as little as three years.

"Not only has Cisco enabled the delivery of a modern and future proofed network that promises to deliver real collaborative and educational benefits across the College, but it has done so in time and to budget," concludes Morrison.

"We have a network design that puts us in a great position now and for in the future."

John Morrison, ICT Support Manager at Motherwell College



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