



## EXECUTIVE SUMMARY

**Customer Name**  
ROC Aventus

**Industry**  
Education

**Location**  
The Netherlands

**Number of Employees**  
2,000

### Business Challenge

- Need to finance a high-performance, multi-service network for a new campus
- Desire to create an innovative educational environment
- Need to reduce operating costs

### Network Solution

- Operating lease combined with sale and leaseback from Cisco Capital
- Secure, end-to-end Cisco wired and wireless infrastructure with Unified Communications solution

### Business Results

- Ability to deploy the complete networking solution without any delays
- Best possible teaching and learning environment for staff and students
- Less pressure on IT budgets and improved flexibility

## Dutch College Finances Education of the Future

**Aventus vocational training centre used a Cisco Capital solution to complete the communications network on its new campus.**

### Business Challenge

Regionaal Opleidingen Centrum (ROC) Aventus is one of 41 community colleges in the Netherlands. It is a vocational training college that offers professional education in five sectors as well as general adult education. ROC Aventus is 85 per cent funded by the government and 15 per cent from students' fees, however the government funding relates to the number of students taking its courses. It currently has 20,000 students and 2,000 employees.

The college formerly operated on 12 different sites and was planning to consolidate seven sites into one huge campus in Apeldoorn. The new facility gave ROC Aventus the opportunity to create a state-of-the-art environment for staff and students by delivering a wide range of services on a high-performance, converged network. The college aimed to offer students a leading-edge learning environment, including broadband wireless access to the Internet throughout the campus. It also wanted to introduce advanced technologies such as streaming video for teaching purposes. Another goal was to improve

operational efficiency and reduce costs by consolidating services such as telephony and security, which previously required separate networks, onto the new infrastructure.

At the end of a tender process involving four major vendors, ROC Aventus selected an end-to-end Cisco LAN, wireless, Unified Communications and security solution. However, the college's available budget was not sufficient to finance the entire package. Unwilling to compromise on its key requirements of performance, scalability and reliability, ROC Aventus turned to its Cisco® partner, Imtech ICT, for advice.

### Network Solution

Imtech brought in Cisco Capital and together with ROC Aventus they jointly reviewed the college's situation. ROC Aventus already owned some Cisco and third-party IP Telephony equipment which it had intended to upgrade or re-deploy for use in the new network. With limited IP Telephony expertise in-house, the college also wanted a managed service at the Apeldoorn campus. The financing solution developed by Cisco Capital addressed all these issues.

Cisco Capital proposed a five-year operating lease to cover the cost of the Unified Communications element of the package; ROC Aventus would purchase

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the LAN, wireless and security elements outright with its available budget. Cisco Capital also offered a sale and leaseback on some of the college's existing IP Telephony equipment. The operating lease and sale and leaseback were proposed as a combined deal that also included the management costs for the Unified Communications service to be provided by Imtech.

ROC Aventus had adopted a new IT funding model before its move to Apeldoorn. Instead of individual departments managing their own IT decisions and budgets, these processes became the responsibility of a centralised IT organisation. Having achieved greater financial transparency, the IT organisation now wanted to see if it could maintain the same high standards of customer service while reducing its costs.

“The Cisco Capital solution took some of the pressure off our budgets because we did not have to provide capital up-front for the whole investment,” says Jan Bartling, CIO of ROC Aventus. “The financing from Cisco Capital was also much more cost effective than doing it ourselves.”

## Business Results

The Cisco Capital solution enabled ROC Aventus to equip its huge Apeldoorn campus with the complete infrastructure of its choice without any delays. This meant that the college's staff and students could enjoy the best possible teaching and learning environment from day one.

The sale and leaseback element of the financing solution helped to cover the payments on the first year of the operating lease, until new IT budgets became available. It also released additional funds to supplement the college's purchase of LAN, wireless and security equipment.

The new campus, which covers 45,000 square metres, has full wired and wireless facilities over the Cisco infrastructure. Services that currently run on the network include a campus-wide surveillance system with 40 CCTV cameras, secure access to classrooms via smart cards, a student registration system and a building management system. The network also supports 2,000 PCs in open learning centres and classrooms throughout the campus, and gives high speed LAN and Internet access to thousands of students via their own laptops and other mobile devices.



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The new building is fully equipped with Cisco IP phones, and it is now much easier to contact staff because they can log in to any part of the network using their own extension numbers. Mobile workers such as security and facilities staff use wireless IP phones to ensure they remain in contact at all times. As a result, less time is wasted on locating people and productivity has improved.

“The Apeldoorn campus is very sophisticated and we rely on the network to keep it fully operational,” Jan Bartling explains. “One of the main reasons we chose Cisco is because their systems are so reliable. We now have a rock solid network that gives us excellent service today and is scalable enough to support additional applications in the future.”

Video is a top priority because of the advantages it brings to vocational education, and there are plans to introduce streaming video and videoconferencing as soon as possible. Streaming video will enable ROC Aventus to make demonstrations of practical skills more readily available to

students, such as techniques required in hairdressing, nursing or car maintenance. Videoconferencing will strengthen the college's remote learning capabilities and encourage interactive sessions that broaden students' understanding of their chosen field. ROC Aventus has already started collaborating with a local hospital on live link-ups that will enable staff to talk about their careers and explain how the hospital functions.

Cost savings are an important benefit, in particular those arising from the Unified Communications solution. Network management costs are lower due to the single infrastructure, while line and call charges have also been significantly reduced. It is also more efficient for the college to have a single supplier for its technology and financing needs, including maintenance of all Cisco equipment.

### For More Information

To find out more about Cisco Capital financing solutions, please visit [www.cisco.com/go/capital\\_europe](http://www.cisco.com/go/capital_europe)



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