![versatile — EMPOWERING TECHNOLOGY]

Dean College Expands Networking Capabilities Campus-wide

"Versatile is always incredibly flexible, and this project was no different. They managed the requirements and needs of our network expansion flawlessly, and their attention to detail made everything go smoothly. They were even flexible with their cost structure. This was our largest project of the summer in terms of cost and execution. With Versatile, it was a true partnership from start to finish." —*Darrell Kulesza, Vice President of Technology & CIO, Dean College*

Summary

As Dean College's network lease approached its end date, the college's wired and wireless networks were due for an upgrade. The networks were supporting a growing number of users and devices, and the college wanted to maintain its high standard of connectivity in the years ahead. They turned to Versatile to design and implement a new end-to-end networking solution that would fully support its growing number of students, faculty, staff, and guests.

An Ongoing Partnership

Dean College and Versatile began working together in 2009. At first, the college relied on Versatile to help with issues they couldn't resolve or when their internal resources were assigned elsewhere. Over time, Dean College began to purchase equipment from Versatile too. Their relationship continued to evolve, and Versatile is now the college's "go-to partner." The college purchases almost all their IT needs from Versatile, from PCs to network solutions.

Chris Colantonio, Director of Infrastructure Services at Dean College, credits the strong relationship to Versatile's smooth ordering process, augmented staff support, and commitment to making sure the college always has the right technology solution.

"The Versatile team is great at making sure we don't miss anything, right up until delivery. I know when things will arrive on campus; I can set my clock to it. I've never worked with a vendor like them; they are incredibly detailed-oriented," Colantonio says.

Versatile's Methodology Leads the Network Upgrade

When it was time to upgrade the network, Dean College turned to Versatile again. Versatile met with the college's key stakeholders and began an engagement based on its standard methodology.

Discovery

During discovery, the team identified the college's key business and technology goals so they had a clear understanding of the college's objectives. They also took inventory of the existing network infrastructure.

Assessment

Versatile assessed the gap between the existing network and what the college needed. They determined what technology met the current needs, then built in room for growth. They developed a set of actionable steps, addressing concerns such as cost, processes, people, budgets, and technical requirements.

Design

Once Dean College and Versatile agreed on a plan of action, Versatile went to work designing the network architecture. Versatile subject matter experts mapped out the technology plan, paying careful attention to industry best practices.

Implementation

All the up-front planning paid off. During implementation, Versatile assigned a dedicated project manager to guide the plan and keep the project on schedule. Each building on campus was upgraded systematically, one by one.

Colantonio says, "My team physically replaced the wireless access points, however, Versatile did all the pre-work. Their team configured all of the equipment in their shop; they named the access points to our conventions, configured them with any changes I requested, and got them on-site."

"We looked to Versatile as our technology partner, and we relied on their expertise. It was this partnership that made the project so successful," says Darrell Kulesza, Dean College's Vice President of Technology & CIO.

Technology Solution

- Upgraded from 802.11n to 802.11ac network
- Implemented Aruba Management Platform, replacing over 425 wireless access points
- Replaced over 2,900 edge ports of HPE Networking
- Replaced and added cabling to support wired networking infrastructure

Benefits

- Expanded access campus-wide
- Increased network speeds
- Expanded guest network
- Transparent upgrade to users
- Minimal impact to campus during implementation
- Significantly decreased network management time

A True Partnership Based on Trust

"I didn't have any worries about this project. It went really smoothly. I take for granted Versatile's skills and quality of work. We completely refreshed the network, which I think would normally cause most people stress. I've heard horror stories from colleagues about other projects like this, and I am very thankful we hired Versatile. I never lost sleep throughout this entire project." —Chris Colantonio, Director of Infrastructure Services, Dean College

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