

*Higher education and K-12 districts are grappling with needs for dramatic increases in bandwidth to support education technology - at the same time, budgets are being squeezed.*

## CASE STUDY

Tompkins-Seneca-Tioga Board of Cooperative Educational Services (BOCES) acts as a network hub for seven school districts, with 400-500 faculty and students using cell phones, laptops, PDAs, and desktop computers to access their web services.

### The network layout

Tompkins-Seneca-Tioga BOCES gets its Internet connectivity from Central New York Regional Information Center and Time Warner Cable's Road Runner Internet services. The other school districts associated with Tompkins-Seneca-Tioga BOCES also get their Internet services from Central New York Regional Information Center, with fiber connectivity (100 Mbps) between the schools and the Tompkins-Seneca-Tioga BOCES campus. Between the Seneca-Tioga BOCES campus and another school district there is a 1 Gbps link, and a 200 Mbps link to the Central New York Regional Information Center that ties all the schools together.

### Their challenges: bandwidth and budget

The primary challenges facing Tompkins-Seneca-Tioga BOCES were the high cost of bandwidth and poor network performance. While needing to remain connected to the regional WAN with local school districts, they needed a solution that would enable them to aggregate multiple network links while lowering bandwidth costs. Tompkins-Seneca-Tioga BOCES was paying \$3,200 for 1 Mbps of bandwidth, and their users were competing over a limited amount of bandwidth that was available. They needed more bandwidth at a lower cost.

After looking at several potential solutions, they selected Ecessa PowerLink WAN link controller, and with that they were able to:

- Dramatically lower their bandwidth costs. By adding another Internet Service Provider and using the PowerLink aggregation capabilities, they were able to increase from 2 Mbps of bandwidth that cost them \$3,200 per year, to 9 Mbps of bandwidth, adding an additional 7 Mbps while keeping their bandwidth costs to less than \$3,000 per year.
- Provide WAN link load balancing to ensure high availability and improved network performance.
- Provide redundant inbound and outbound Internet connectivity to help ensure that web services are not interrupted.

"After we deployed the PowerLink device, we noticed a significant improvement in network performance," said Dan Parker, Network Specialist at Tompkins-Seneca-Tioga BOCES. "It turned out to be 100% better than we thought it was going to be. We're very satisfied with Ecessa."



*"In addition to the product benefits, from a customer-service standpoint, I'm very satisfied with the overall experience I've had with Ecessa."*

*"Anytime I've needed to know something, or needed something resolved, Ecessa's support organization has always been available to help me."*