



CASE STUDY:
BALTIMORE COUNTY PUBLIC SCHOOLS

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Client

Baltimore County Public Schools (BCPS), located around the perimeter of Baltimore, Maryland, is the 26th largest school system in the United States and the 3rd largest in Maryland. BCPS is comprised of 173 schools, programs and centers, including 106 elementary schools, 27 middle schools and 24 high schools. More than 108,000 students and 18,000 employees call BCPS home.

BCPS has been a Bell Techlogix client for close to 20 years, during which the school district has mostly utilized the Bell Techlogix services to purchase software licenses. In 2013, all of that would change.

Challenge

In the spring of 2013, superintendent Dr. Dallas Dance announced that BCPS would undergo a multi-year instructional digital conversion - a fundamental shift in teaching that would lead to the distribution of digital learning devices to every student, and standards to ensure that each classroom had a 21st century technology environment by the fall of 2016. The announcement marked an extraordinary leap forward for education in Baltimore County.

However, with more than 108,000 students, an aging wireless network and the budgetary constraints that school districts across the county are experiencing, BCPS faced a number of challenges. Not only would the 1:1 conversion to digital learning require thousands of new devices, it would necessitate a robust, yet easy to manage, wireless solution that would support all of those devices, regardless of

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platform. That wireless solution would need to be standardized for the district, able to support extremely high density and be cost-effective enough to sustain over the long term.

Enter Bell Techlogix and Aerohive Networks®.

Solution

BCPS required a complete upgrade and refresh of their existing wireless network infrastructure. Bell Techlogix, in partnership with Aerohive Networks®, a leader in controller-less Wi-Fi and cloud-managed mobile networking for the enterprise market, provided BCPS with a comprehensive, turnkey solution for the design and implementation of their new wireless networks.

“There has been accelerating demand in many educational institutions for networking solutions that can meet today’s mobility challenges,” said Kurt Mills, Vice President Channel Sales, Aerohive Networks. “We’re excited to be partnering with a solution provider like Bell Techlogix who understands the specific connectivity needs in education and can provide expertise and value at BCPS and other educational institutions.”

Bell Techlogix’s expertise in educational IT programs and wireless network environments, coupled with Aerohive’s distinctive controller-less WLAN Architecture - which provides all the performance, availability, management, mobility, and security needed in a large campus deployment - proved to be the perfect fit for BCPS. The controller-less approach eliminates U-turns, bottlenecks and single points of failure, offers flexible expansion and increases reliability.

In addition to the solution’s functionality, the controller-less approach offers a number of advantages for cost-conscious public school systems like BCPS. The absence of expensive controllers helps keep costs down, and the linear cost structure and scalability ensure consistent and predictable costs while expanding coverage or adding capacity. For BCPS, which, like many school districts across the country, is already operating on a tight budget, consistency and predictability in cost becomes increasingly important over the life of the solution.



Bell Techlogix's planning maps and wireless engineer-conducted site surveys ensured that the process was as efficient and cost-effective as possible.

Results

BCPS benefitted not only from Bell Techlogix's expertise in wireless networking, but also from the company's ability to deliver a full-service installation of the necessary wireless equipment. Bell Techlogix helped BCPS procure, stage, implement and test the equipment. What's more, Bell Techlogix's planning maps and wireless engineer-conducted site surveys ensured that the process was as efficient and cost-effective as possible.

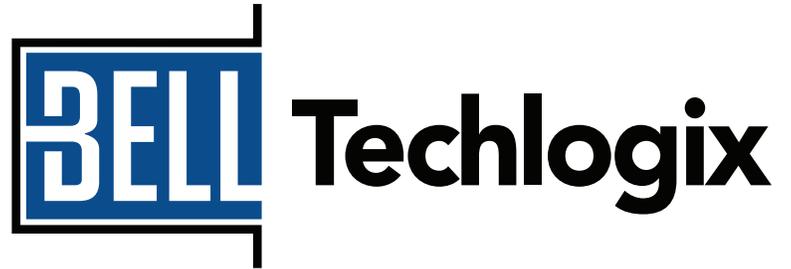
"The Aerohive solution was a great choice for our district and we have enjoyed working with Bell Techlogix on this project," said Greg Vukov, Manager of Network Support Services for BCPS. "They are doing a great job."

BCPS and Bell Techlogix will continue to work side by side for the next three years, as Bell Techlogix wireless engineers complete the installation of the Aerohive wireless network throughout each of the school system's 173 schools, which includes over 6800 classrooms.

"With the proliferation of information systems, mobile devices, next generation curriculum and content, the IT educational infrastructure is more critical than ever for students, teachers and administrators alike." said Scott Allen, Vice President, Enterprise Services at Bell Techlogix.

With Bell Techlogix technicians presiding over every aspect of the installation of the wireless IT infrastructure, working in conjunction with BCPS network engineers and technicians, BCPS is poised to lead their more than 108,000 students boldly into the future of education. •





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