

California State University

Making investments go further

“The CSU’s IT network project is a long-term investment strategy, not just a reaction to current budget issues. Alcatel-Lucent equipment provides a simple yet flexible and eco-friendly design using a small number of platforms in diverse roles to maximize best practices across our campuses.”

Michel Davidoff, Cyberinfrastructure CSU
Chancellors Office

California State University system makes up the largest four-year university system in the U.S. With over 20 campuses across the state servicing nearly 500,000 users, the CSU Chancellors Office recognized the need for a network upgrade and a long-term, transformable, and dependable investment.

CHALLENGES

The California State University system embarked on a network transformation as part of an eight-year state funded initiative. After 10 years with Cisco LAN switches, CSU filed an RFP. And when the Alcatel-Lucent Enterprise response addressed the strict technical compliance requirements along with a proposed cost savings of \$100 million over incumbent, CSU took notice.

The next step was a three-month proof of concept testing and validation of the Alcatel-Lucent OmniSwitch platform.

PRODUCTS AND SERVICES

Alcatel-Lucent OmniSwitch® 6900
Alcatel-Lucent OmniSwitch® 6860
Alcatel-Lucent OmniVista® 2500

WHAT MADE THE DIFFERENCE?

CSU was able to standardize on a single vendor and operational infrastructure for its IT, one that would deliver products and services for significantly less costs. The upgrade enabled CSU to assure connectivity, bandwidth and best practices are available at all times. They have expanded services and considered adding hybrid public/private cloud computing over time, to make operations more efficient and less costly. And ultimately, the savings from services contracts enables the CSU system to serve its customers and state without added unnecessary costs.

> TECHNICAL BENEFITS

Many backbone, server and border router connections have been upgraded to 10Gbps resulting in faster downloads, less latency, less time to do backups, and less congestion. Most important is the benefit to be able to introduce more services like video, unified communications, CCTV (security IP cameras), high definition TV in the network and BYODs devices.

Many edge switch ports have been upgraded to POE/POE+, eliminating the need for extra power supplies and cabling to WLAN access points and VoIP handsets.

> FINANCIAL BENEFITS

Cal State’s goal was to assure the network was current and flexible, while supporting objectives of academia and administration. The functional requirements included operational simplicity, low total cost of ownership (TCO), minimal operating systems and command line structures, and a commitment to standards. The winning bid from Alcatel-Lucent Enterprise saved and estimated \$100 Million from the Cisco bid, while delivering fully on the requirements.

> USER EXPERIENCE BENEFITS

The selection and standardization of best of breed products for WLAN, Firewall and LAN switch has optimized the IT/network services delivery, cost and as result, the user experience. There has been budget for new increased port speeds, new POE types, new LAN services, next generation firewalls and next generation WLAN evolution. All the network elements have stayed state of the art even with budget constraints and the user experience has been enhanced by every element of the network.

Customer Story

MARKET: HIGHER EDUCATION
DEAL IMPLEMENTED: 2012-2020

COUNTRY: UNITED STATES
NUMBER OF USERS: 500K

COMPANY:
CALIFORNIA STATE
UNIVERSITY SYSTEM