



LOWER POWER CONSUMPTION & LESS COOLING EQUAL A LOWER OPERATIONAL COST

**MARSHALL INDEPENDENT SCHOOL DISTRICT**

Marshall Independent School District is located in Marshall, Texas. The district has 1 early childhood development center, 6 elementary schools, 2 middle schools, 1 junior high school and 1 high school. The District also supports 3 satellite campuses and other administrative facilities.

**Location:** Texas, USA  
**Vertical:** Education  
**Number of users:** 5780 students approximate

**Deal implementation:** December 2012  
**Business Partner:** Dice Communications



**CHALLENGES**

- Refresh the existing outdated network
- Build an infrastructure with higher performance that would support new devices and new applications
- Lower operational costs over chassis-based solution

**PRODUCTS AND SERVICES**

- Alcatel-Lucent OmniSwitch™ 6900 Stackable LAN Switch
- Alcatel-Lucent OmniSwitch™ 6850E Stackable LAN Switch
- Alcatel-Lucent OmniSwitch™ 6450 Stackable LAN Switch

**WHY ALCATEL-LUCENT ENTERPRISE**

The 10G capabilities of the stackable portfolio allowed Marshall ISD to replace what used to be contained in a chassis, freeing up space and greatly reducing the energy consumption of the infrastructure.

Alcatel-Lucent Enterprise premier partner, Dice Communications, was also a key factor in closing the deal -- Marshall was impressed with the depth of their knowledge, their professionalism and their ability to do the job on time, on budget, with no headaches.

**BENEFITS**

- TECHNICAL**  
Network infrastructure that permits future growth and a long life.
- FINANCIAL**  
Low power consumption, compact footprint and 10G capabilities combine a lower operational cost with a long lifespan for their network.
- USER EXPERIENCE**  
Increase capacity 100-fold, allowing for very high bandwidth applications, and permitting the use of mobile devices for every student.

**“The next time this network needs to be rebuilt, we won’t be around to witness it.”**  
 Ron Lehr, Director of Technology Services, Marshall ISD