



"There is nothing more important than our customers"



Enterasys Focus on Education

A Siemens Enterprise Communications Company

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Daly is a full service system integrator and authorized IT solution and service provider, with 25 years of experience providing technology and related services for State, Local and Education customers in Maryland and Virginia.



BYOD is a huge challenge in the Education Space. Daly is working with vendor partners to address this, to provide solutions that give a closer inspection of end user network activity. Under the current MEEC contract, some of the core network switches in this solution are not officially sanctioned, but the contract does allow for certain appliances. In this presentation we are educating our MEEC customers on different solutions.

It is up to each individual educational institution to decide if all or part of the solution discussed today fall into their interpretation of the MEEC contract.

Please note that the new MEEC contract, for which proposals including one from Daly are currently under review, does contain a category for network switches, and Enterasys is an approved vendor. Notification of companies that will be awarded under the new contract is expected later this year.

Global Provider of Networking Solutions

Enterasys. 28 Year Heritage of Products & Services Excellence



SIEMENS
Enterprise Communications



2008-Present

- Premier provider of enterprise communications solutions (applications, networking, services, and voice)
- \$3 Billion (US) revenue and profitable
- 10,000 employees servicing more than 90% of Fortune 100 and 75% of Fortune 500 customers in 90 countries
- #3 Global VoIP & #1 managed services revenues

1999-2008



- Wired & wireless enterprise networking infrastructure and security solutions provider
- 1,000 employees servicing 5,000 enterprise customers in 70 countries 
- Secure Networks™ pioneer of automation, visibility and control
- Industry-best customer support

1983-1999

CABLETRON
SYSTEMS

- Multi-layer switching pioneer
- Industry's 1st switching embedded security
- Open standards principle contributor
- Significant technology patent portfolio

Enterasys Supports Education Nationwide



Bethel School District
SPANAWAY, WASHINGTON



TwinRivers
UNIFIED SCHOOL DISTRICT



Lewis-Palmer
School Dist #38



GREAT RIVERS
EDUCATIONAL COOP



Biloxi
Schools



Okaloosa County School District
Best in Florida

5000 Schools
Largest of the
High Ed
Institutions



Anne Arundel
Community College

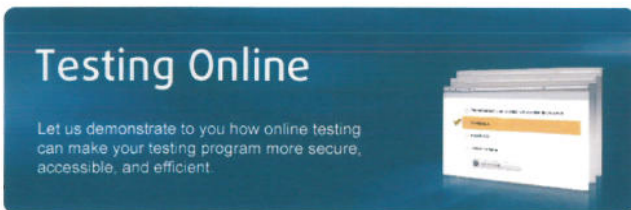


GEORGIA
DEPARTMENT OF
EDUCATION

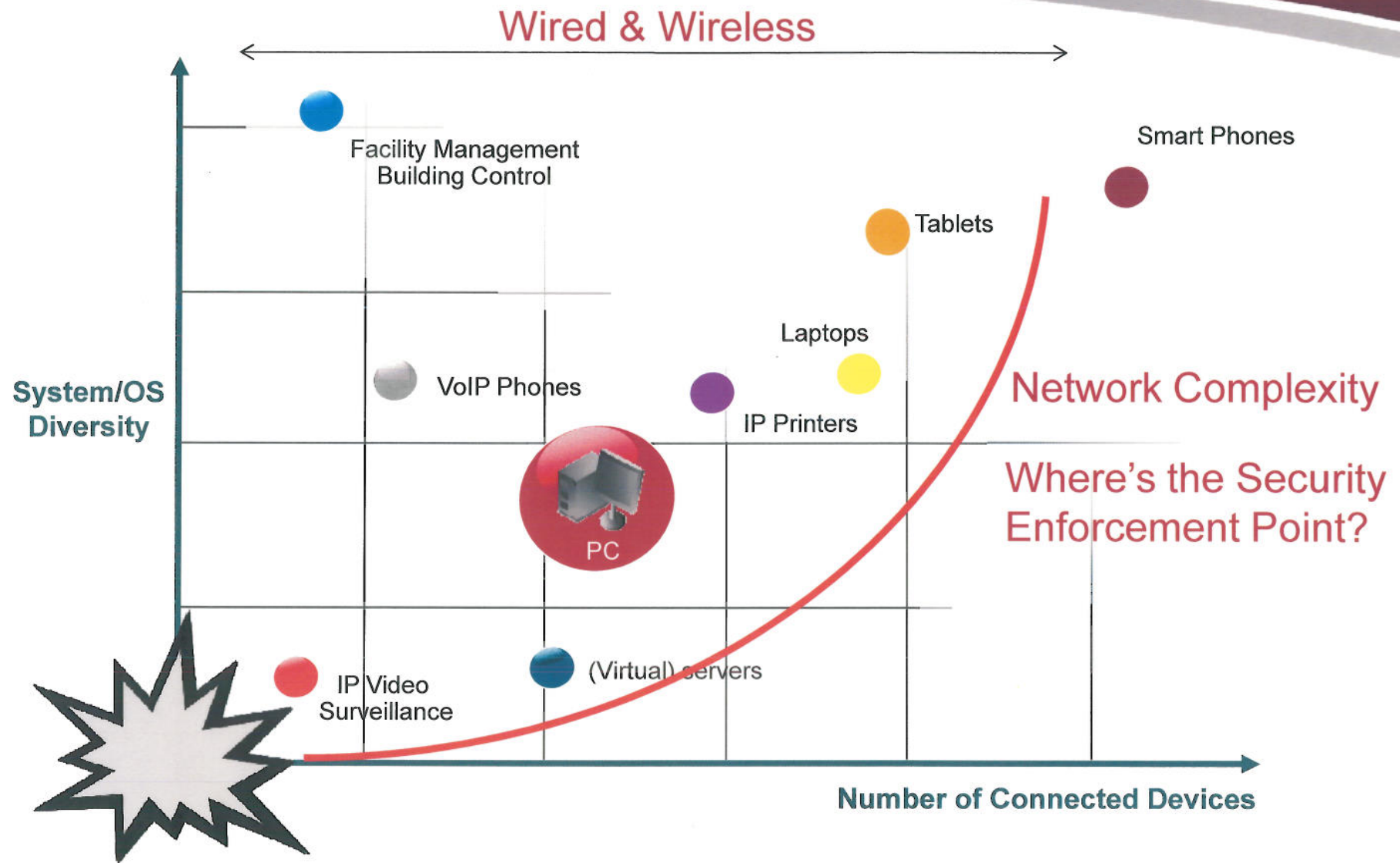
Why BYOD / 1-1 in Education is Important



- 24-7 Learning Device
- Enriched Streaming Media
- Distant Learning
- Cloud Based Applications
- Online Testing
- Student Engagement

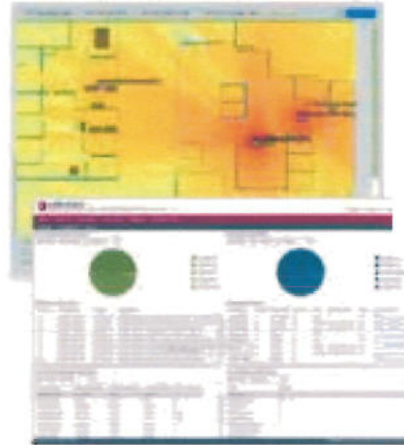


Managing the Endsystem Explosion



Concerns facing IT departments in a 1-1 / BYOD world...

- Management
- Cost
- Compliance
- Security
- Sustainability



The Instructional Fear Factor

- BYOD enshrines inequity
- BYOD /1to1 increases teacher anxiety
- BYOD suggest education is not worth investment
- BYOD not all devices are created equal
- BYOD creates an uncontrollable and unsecure environment

Traditional Deployments of Wireless are No Longer Acceptable for Education



Problems that exist today -

Traditional Wireless Deployments where 1 AP covers 4 Classrooms

Capacity Planning vs Coverage Planning

Load Balancing, Fail-Over, etc...

Providing Multiple SSIDs

Faculty, Student, Guest, Admin, VoIP, etc...

Traditional Guest Access Services

Location, Priority



OneFabric™ Solutions

End to end solutions to enable mobile application delivery

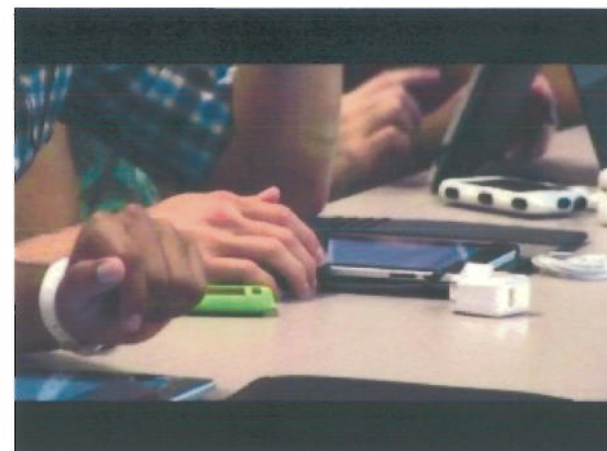


One piece at a time. Evolve to a fabric-based network at your speed.

One SSID – Multiple Topologies – Multiple Solutions – No VLANS...



- ***Student – District Device – Classroom*** = Access to district network and Internet at line rate speeds
- ***Student – Personally Owned Device – Classroom*** = Access to Internet at line rate speeds but not the production network, after registering the device to their username for tracking purposes
- ***Wireless VoIP Handset*** = Correct QOS and COS for high priority voice services
- ***Guest – Common Area*** = Internet Access after being sponsored by a district employee and being rate limited to 128k.
- ***Student with Play Station Portable*** = No Access
- ***Guest – Classroom*** = No Access
- ***Admin – District Device*** = Full Access



You provide the Internet – No One Else Should



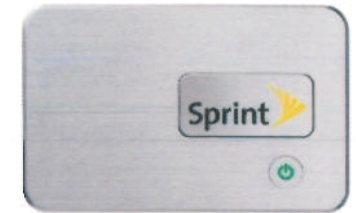
Free Wi-Fi
for everyone.
Now at Starbucks.



enterasys[®]
Secure Networks[™]

CIPA
COMPLIANT

complies without restriction acts



Registration/Web Authentication Process



There's nothing more important than our customers.

Welcome to the Enterprise Registration Center



You have been denied network access because your device is not currently registered to the network.

Please use the following button below to register your device and obtain network access. Note that you **must** have valid login credentials to register on the network.

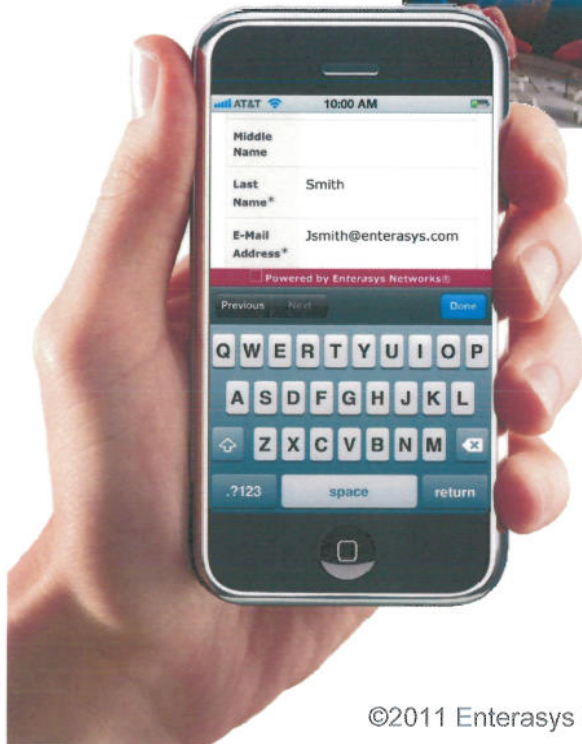
Network Login

If you have been issued credentials for this network, please login below.

*User Name:
*Password:

Register as a Guest

If you have not been issued credentials for this network, please register your device.



AT&T 10:00 AM

Middle Name
Last Name* Smith
E-Mail Address* Jsmith@enterasys.com

Powered by Enterasys Networks

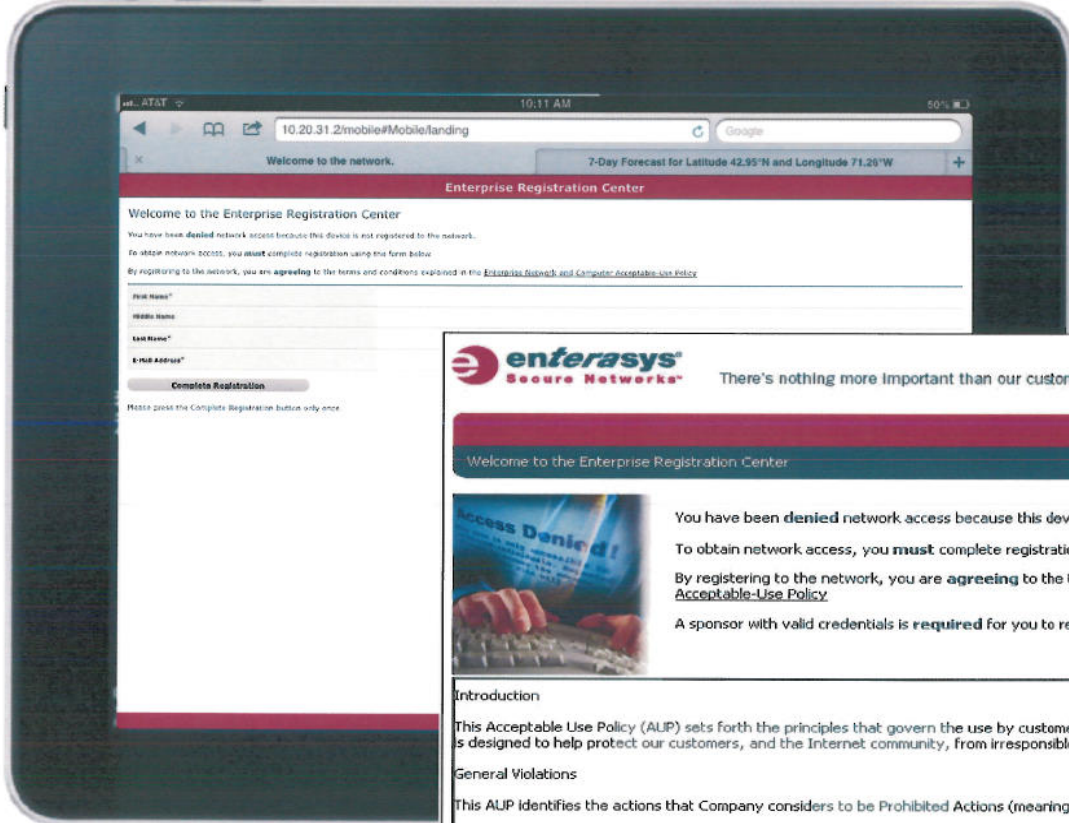
Previous Next Done


Q W E R T Y U I O P
A S D F G H J K L
Z X C V B N M
.123 space return



Example City, Example State xxxxxx | xxx.xxx.xxxx | ©2008 Example Enterprise [About Us](#) | [Contact Us](#)

Guest Authentication/Registration





There's nothing more important than our customers.

Welcome to the Enterprise Registration Center

You have been **denied** network access because this device is not registered to the network.
To obtain network access, you **must** complete registration using the form below
By registering to the network, you are **agreeing** to the terms and conditions explained in the [Enterprise Network and Computer Acceptable-Use Policy](#).
A sponsor with valid credentials is **required** for you to register to the network.


Access Denied!

Introduction
This Acceptable Use Policy (AUP) sets forth the principles that govern the use by customers of the Web-based products and services provided by Company. This AUP is designed to help protect our customers, and the Internet community, from irresponsible, abusive or illegal activities.

General Violations
This AUP identifies the actions that Company considers to be Prohibited Actions (meaning those actions which create denial of access or impediment of service).

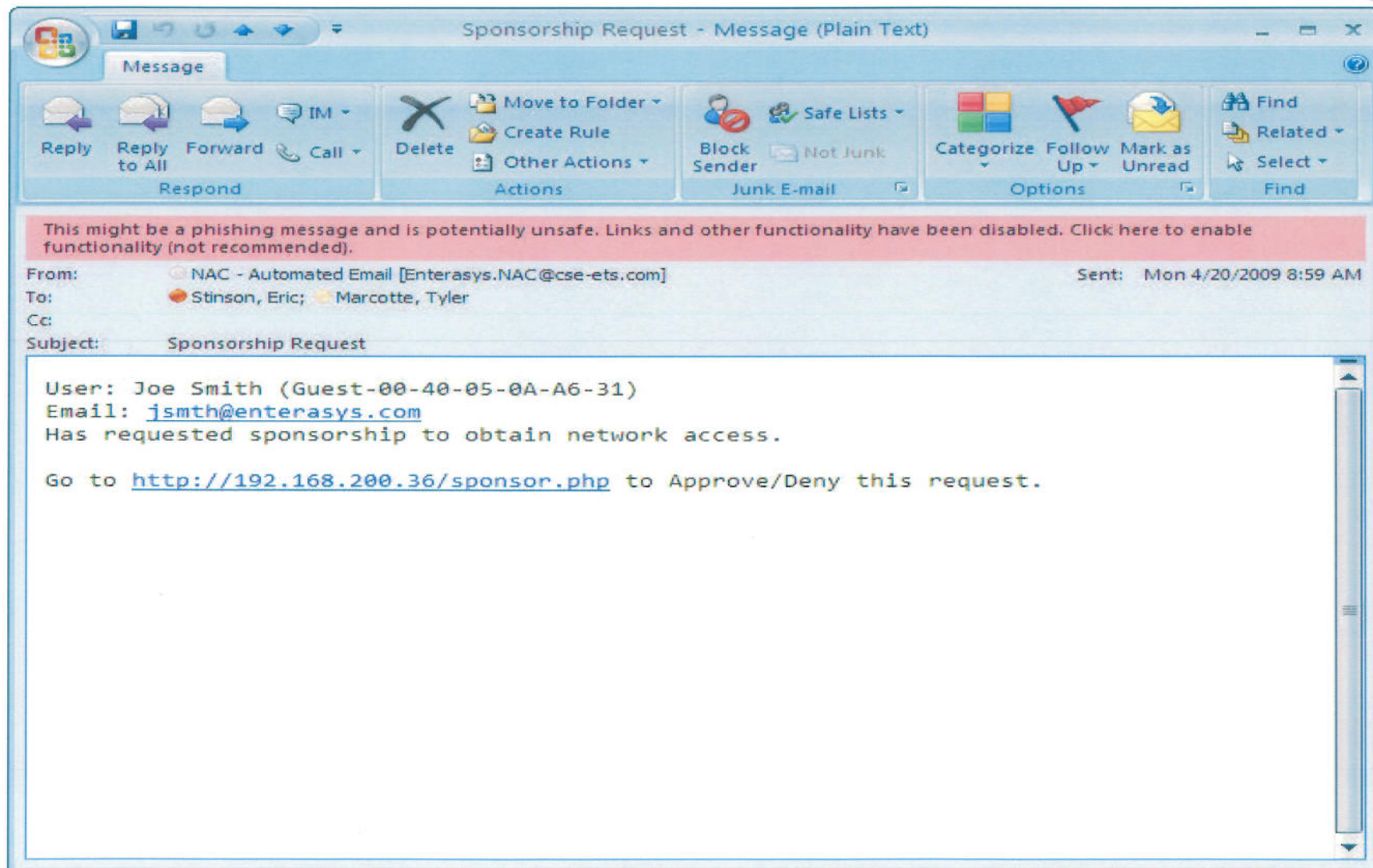
Prohibited Actions: General Terms and Conditions of Use

*Sponsor E-Mail:
*First Name:
Middle Name:
*Last Name:
*E-Mail Address:
 *I agree to the Acceptable Use Policy

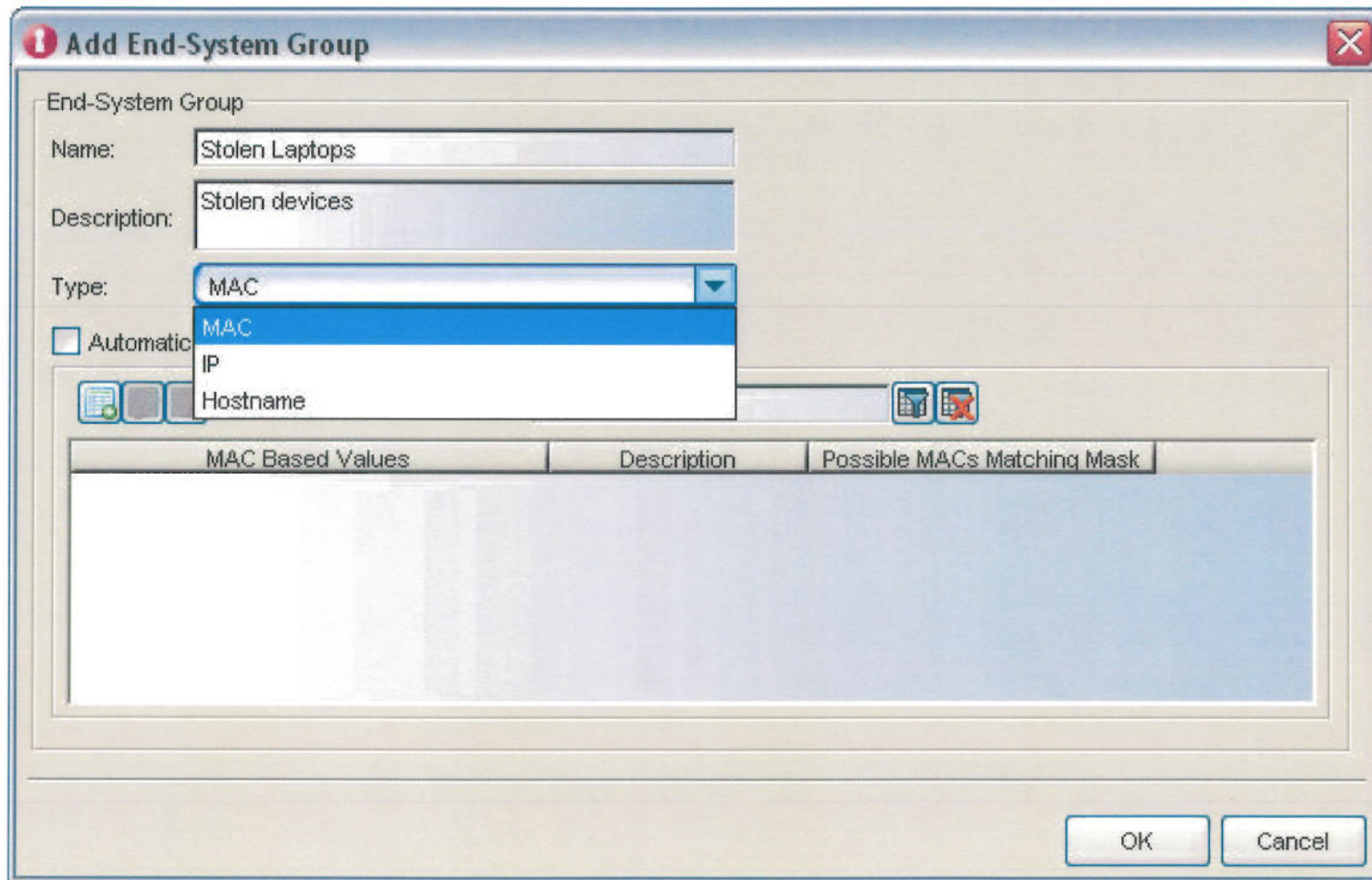
Powered by 

xxxx Example Street, Example City, Example State xxxxxx | xxx.xxx.xxxx | ©2008 Example Enterprise [About Us](#) | [Contact Us](#)

Sponsor Notification



Stolen Devices?



Add End-System Group

End-System Group

Name: Stolen Laptops

Description: Stolen devices

Type: MAC

Automatic

- MAC
- IP
- Hostname

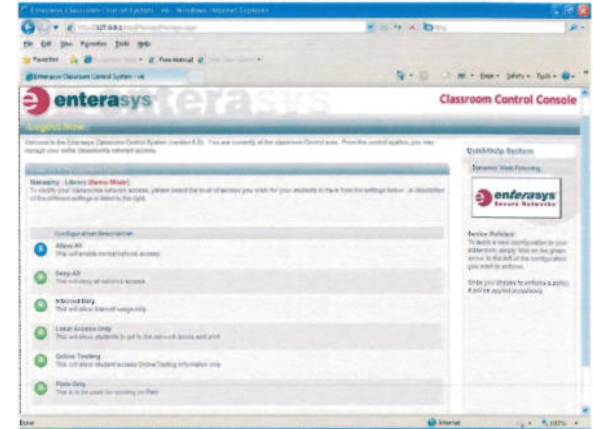
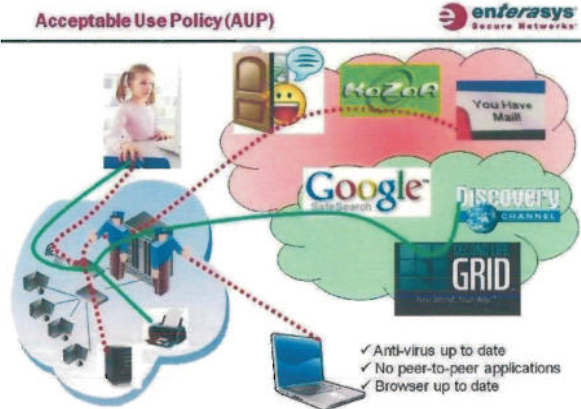
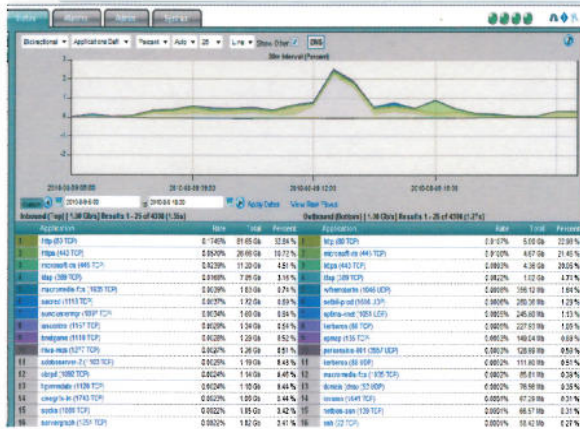
MAC Based Values	Description	Possible MACs Matching Mask
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OK Cancel

Online Testing + Enterasys = Ease of Mind



Not just control over your students, but control over the network

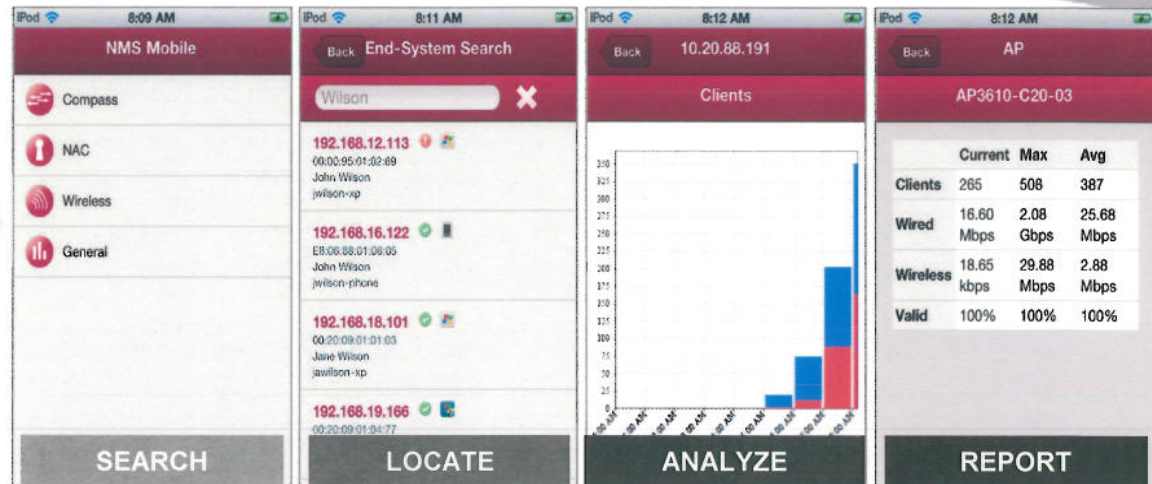


- Industry's ONLY network vendor that can see and manipulate all activity to ensure the best online testing environment.
- Reporting capabilities for proving integrity of online testing.

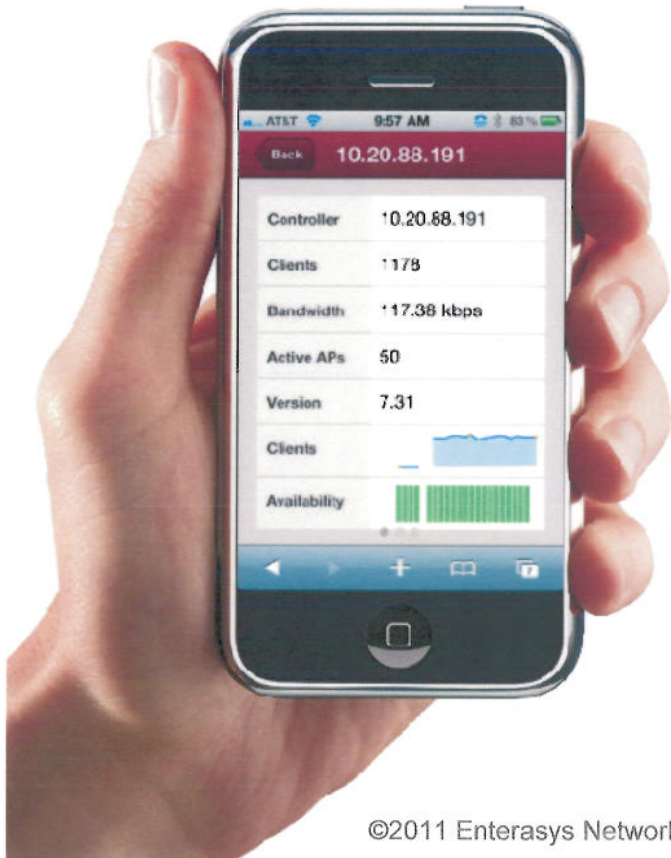
- Wireless technology ensures maintained session state throughout the test.
- Prioritization for online testing applications.

- One button click allows teachers to only permit online testing in their classroom.
- One button click allows principals / superintendents / or IT admins to shape school or district traffic to ensure bandwidth for online testing.





- Any time, anywhere wired, wireless and NAC visibility and control
- Optimized for personal mobile devices including iPad®, iPhone® & Android®
- Centralized NMS views are easily available just like all your favorite smart phone or tablet apps
 - Network Access Control end-system view and system location and tracking
 - Wireless dashboards and detailed views of Controllers & APs
 - NMS Compass
 - Event logs



- 1** ■ **Secure Guest Access with both wired and wireless**
- 2** ■ **Transparent Proxy without client settings**
- 3** ■ **Boundary protection from out-of-network wireless networks**
- 4** ■ **Blacklist availability for non-approved devices**
- 5** ■ **Highest throughput available in wireless environments**
- 6** ■ **Asset and user tracking with Device Registration**
- 7** ■ **Acceptable Use Policy integration into network**
- 8** ■ **Single SSID for entire district**

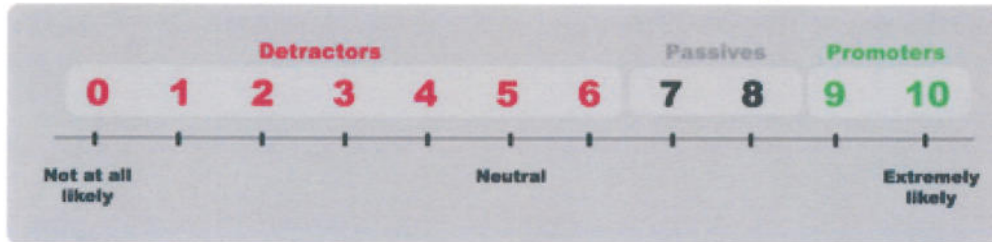


Net Promoter Score (NPS)

An industry accepted best measure of customer loyalty



How likely are you to recommend to a colleague or friend?



$$\text{NPS} = \% \text{ of PROMOTERS (9s and 10s)} - \% \text{ of DETRACTORS (0 through 6)}$$

Company	NPS
Apple	72%
Amazon	70%
HP	60%
Cisco	57%
Dell	50%
Symantec	44%



Enterasys Net Promoter Score is 81%
We have the most loyal customers in our industry



May 2

Daly Technology Showcase
The Place At Innsbrook
Richmond, VA

May 4

Daly Technology Showcase
BWI Airport Marriott
Baltimore, MD

Daly Contact Information



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Thank You

A Siemens Enterprise Communications Company