

OUESTnet 2004 Wireless@Griffith Deployment

Project Management Case Study

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Presented by: Thomas King (Project Manager) and

David Renaud (Project Coordinator)

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Presentation Overview

- Selection Process
- · Student Wireless Survey
- · Wireless Security Model
- AP Deployment Process
- · Marketing Wireless@Griffith
- Support Provisioning
- · AP Monitoring/Management
- · Looking to the Future

Selection Process

Intro → Eval Panel → Initial Eval Process → Final Eval Process Process → Recommendation

1. Introduction

- · Invitation for Submission for the supply of wireless technology to Griffith University was issued to all major wireless vendors by the Project Team on 18 July 2003.
- Closing date for responses was COB 01 August 2003.
- Each vendor was allowed to nominate up to 2 resellers/partners to provide a written submission and onsite presentation/demonstration in response to this request.

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Selection Process ILLIJ Griffith

Intro → Eval Panel → Initial Eval Process → Final Eval Process Process → Recommen

Milestone	Start/End Dates				
Creation of Deployment Plan	23/06/2003 - 18/07/2003				
Student Surveys & Analysis of Feedback	04/08/2003 - 05/09/2003				
Invitation for Submission	18/07/2003 - 01/08/2003				
Vendor Presentations	04/08/2003 - 15/08/2003				
Vendors Short-listed & Notified	18/08/2003				
Supported Equipment Testing	22/08/2003 - 10/10/2003				
Purchasing of Equipment	24/10/2003				
Deployment of WLANs	14/11/2003 - 24/12/2003				
Testing and Management of Network	14/11/2003 - 24/01/2004				
Development of User/Support Documentation	22/10/2003 - 01/02/2003				
Development of Promotional Material	01/12/2003 - 01/02/2003				
CSO Wireless Support Training	22/10/2003 - 24/12/2003				
Further training, support, tweaking and tuning; Marketing, Oweek activities	01/01/2004 - 31/03/2004				
Close of INS583 Project	31/03/2004				
Initiation of INS621 Wireless Expansion Project	01/04/2003				
Complete INS621 Wireless Expansion Project	01/04/2004 - 01/11/2004				

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Selection Process

RESELLER

Responses were received from the following nine (9) vendors:

VENDOR













Each vendor was provided with four (4) hours to showcase their wireless solutions via an allocated presentation/demonstration timeslot.



Selection Process

Evaluation Panel

The members of the wireless evaluation panel were:

Name	Position	Project Position Project Manager Project Coordinator		
Thomas King	Team Leader, Network Services			
David Renaud	Wireless Network Support Officer			
Gary Galbraith	Senior Network Support Officer	Project Member		
Vilo Jovel	Senior Network Support Officer	Project Member		
Maziar Meshki*	Project Officer	External Project Member		

^{*} Only involved in the process of determining the vendor short-list.



Selection Process

3. Initial Evaluation Process

Aim:

To evaluate both the written submission and presentation supplied by the nine (9) vendors who responded to our Invitation for Submission and to be able to short list vendors based on this criteria.

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Selection Process

Criteria:

The evaluation criteria were specified in the Invitation for Submission document, sent out to vendor's on 18 July 2003. Criteria is as follows:

- Compliance with Compulsory Features
- Interoperability
- Hardware Features
- Software Features
- **Network Management Features**

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Selection Process

- Ability to Provide Desirable Features
- Interoperability
- Hardware Features
- Software Features
- **Network Management Features**
- Ability to Provide other Features/Value Added Services
- Delivery Schedule
- v) Pricing

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Intro → Eval Panel → Initial Eval Process → Final Eval Process Process → Recomm

- vi) Security
- vii) Support/Warranty/Maintenance
- viii) Demonstration of Wireless Solutions
- ix) Product Roadmap for the Future
- Case Studies of Previous WLAN Implementations
- xi) Griffith Confidence in Vendor

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Selection Process

Thorough examination of each submission by evaluation panel members and formulation of questions to ask vendors

Meeting between panel members after each presentation, to discuss vendor's written submission/presentation and highlight areas of concern.

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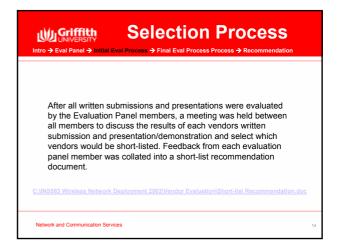
Selection Process

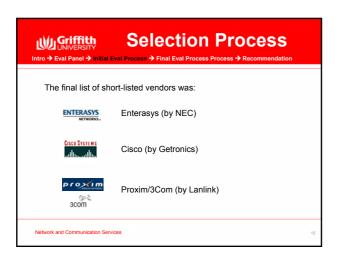
Additional clarification questions were raised with each vendor and responses were collated.

To record the history of all communications between Griffith University and Vendors, a communications spreadsheet was created.

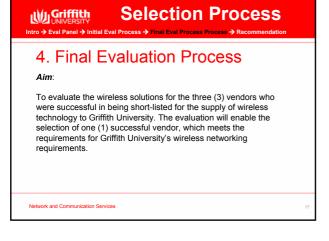
Selection Process Intro→ Eval Panel→ Initial Eval Process→ Final Eval Process Process→ Recommendation Of the nine (9) written submissions NCS received from vendors, a short-list of three (3) vendors was made. The process of determining the short-list involved the evaluation of both the vendor's written submission and presentation. Evaluation reports for each vendor's written submission and presentation were collated.

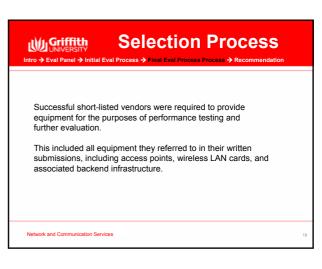
Network and Communication Services

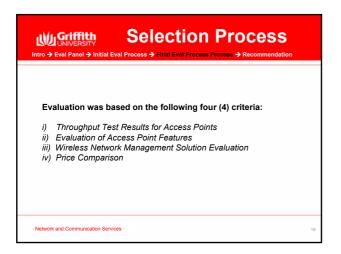


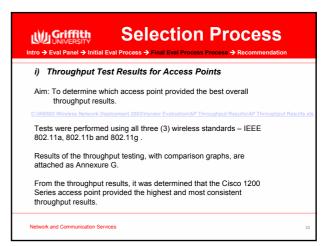


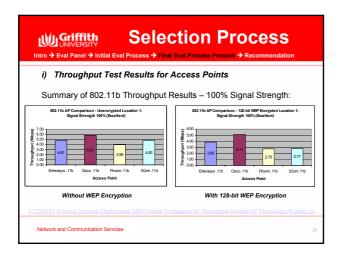


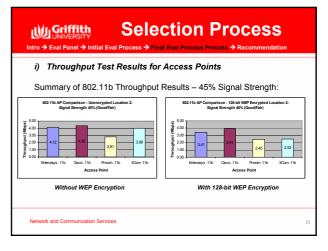


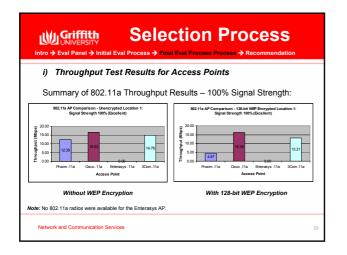


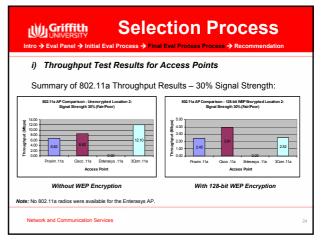


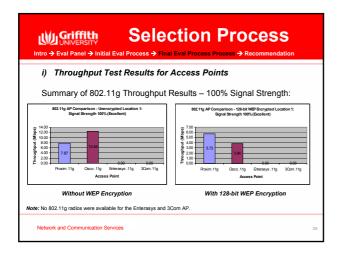


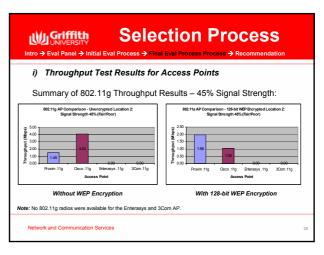


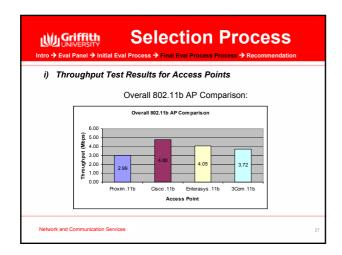


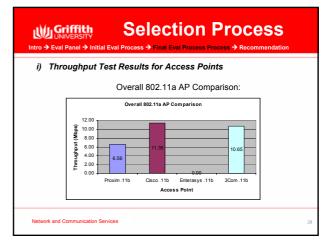


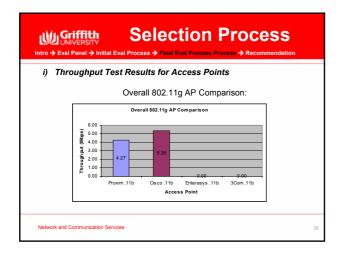


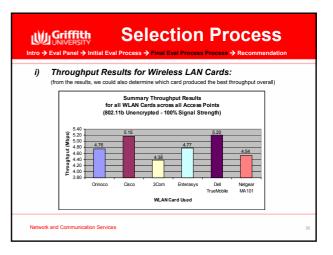












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Selection Process

ii) Evaluation of Access Point Features

A comparison chart displaying each vendor's access point features was created using information obtained in the "Written Submission and Presentation Evaluation" reports mentioned in Section 4.

The big advantages with Cisco Aironet Access Points are:



- Cisco IOS providing a huge range of debugging capabilities
- available with other vendor's APs. Cisco Compatible Extensions enabling the reporting of rogue APs and signal strength measurements which can be used to create accurate coverage maps + a whole range of extra features

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iii) Wireless Network Management Solution Evaluation

Each vendor's wireless network management solution was evaluated using the software evaluation versions and manuals supplied by the vendor.

Evaluation Reports were created for each vendor's solution.

The results of the Wireless Network Management Solution evaluations indicate that Cisco's Wireless LAN Solution Engine (WLSE 2.5) provides the best wireless network management solution

for Griffith University wireless deployment, and provides superior management features to the other vendor's management solutions.

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iii) Wireless Network Management Solution Evaluation

Major advantages of Cisco's Wireless LAN Solution Engine over other vendor's wireless management solutions are:

- RF Management capabilities, including interference detection
- Roque AP Detection and Location
- Extensive Mapping Facilities can import building/campus maps
- Accurate Coverage Maps shaded on maps and calculated via RF feedback from APs and CCX compliant client cards.
- Site Assisted Surveys to determine placement of APs
- Dynamic Re-configuration of WLAN according to RF feedback
- Very customisable scheduling utility
- Hugh range of reporting capabilities to gather statistics for the purpose of research and marketing

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iv) Price Comparison

A price comparison was made between each vendors products, based on the BAFO received from each vendor.

The comparison was based on NCS purchasing 70 Access Points (with 802.11b/g radios installed), Power Injectors, and Wireless Network Management Solution.



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Selection Process

Price Comparison - Advantage of Cisco's Solution

A significant advantage in purchasing Cisco's WLSE product is the potential future cost savings that will result from the easy of deployment and management which the WLSE 2.5 provides.

One of the biggest cost savings from implementing the WLSE would be he savings in staff time required to perform site surveys in order to calculate accurate coverage areas. As site-surveying will be an ongoing expense as more and more APs, the WLSE will greatly reduce this ongoing cost by providing dynamic coverage maps from RF information obtained by APs and CCX compliant cards.

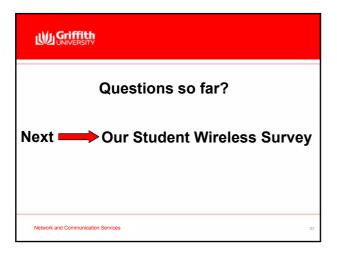
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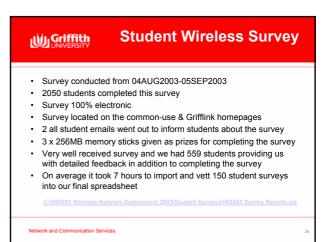
Selection Process

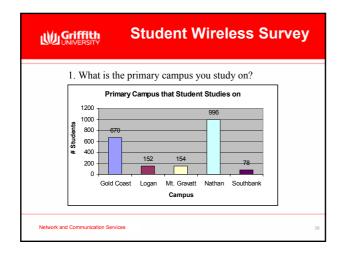
Recommendation

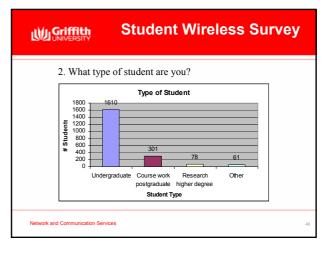
That Griffith University authorise the purchase of wireless networking technology from Cisco Systems for a total price of \$xxxxxx as after an extensive evaluation of each vendor's solution, Cisco's wireless solution came out on top in all four (4) evaluation criteria.

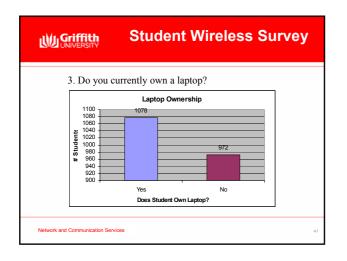


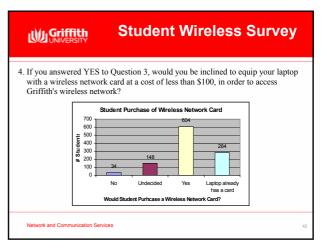




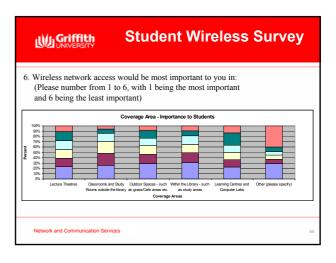


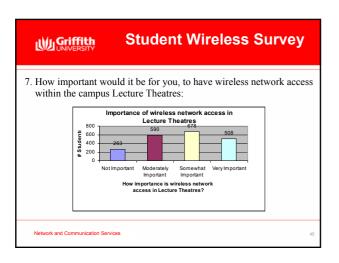


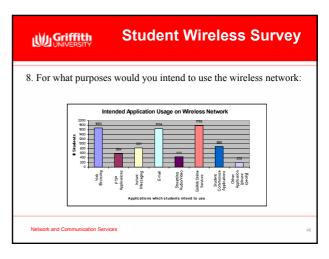


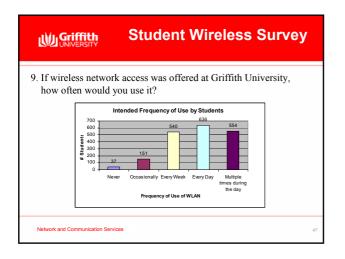


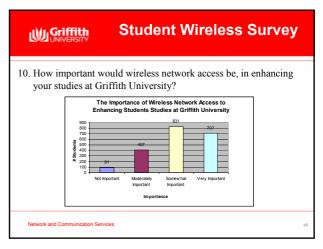
5. If you answered NO to Question 3, would you consider purchasing a laptop, if Grifflith University were to offer a price competitive laptop purchasing scheme for students? Orifflith University Student Laptop Purchasing Scheme - Low End (\$2000 - \$2200) Scheme - Low End (\$2000 - \$2200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200) Would Student Purchase a Laptop through Grifflith University Student Laptop Purchasing Scheme - High End (\$2000 - \$3200)

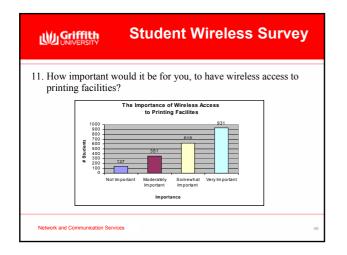


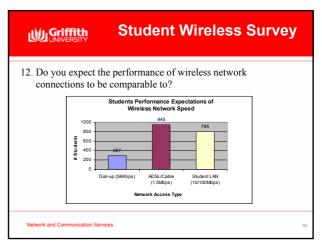


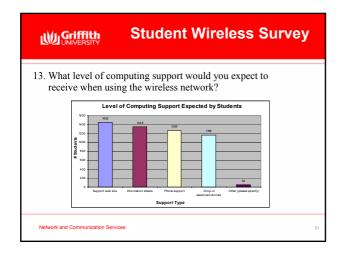


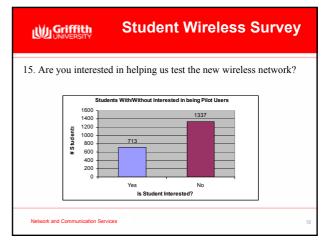


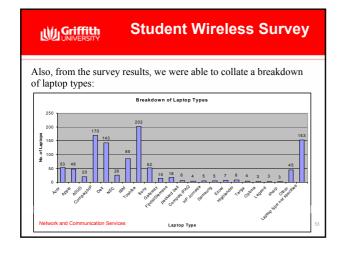


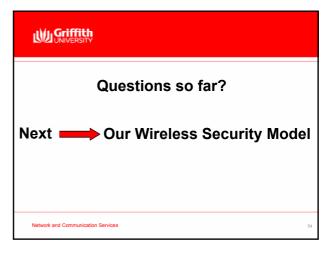


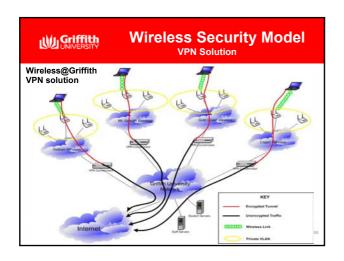


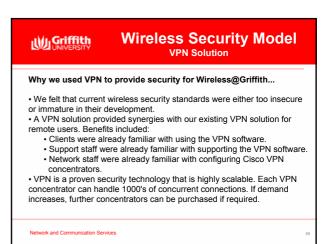


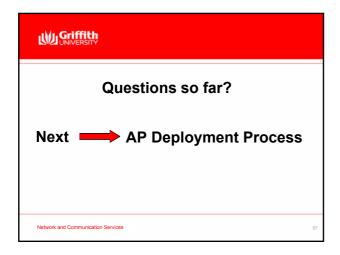


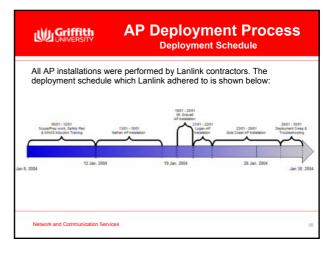


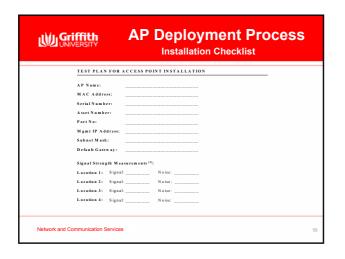


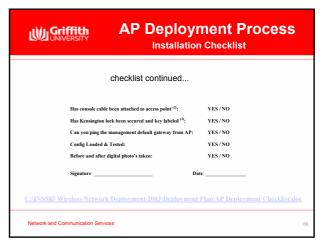












Griffith Site Surveys

AP Deployment Process

For all 50 Smart Zones, comprehensive site surveys were performed by Lanlink to ensure that more than 50% signal strength was available in all Smart Zones

This was achieved by having 4 signal strength measurements being recorded at the coverage map

Where coverage problems occurred, external antennas were used. But in these locations, an antenna was already provisioned for.

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AP Deployment Process

AP Location Photos

Comprehensive photos of all AP installations/locations were taken by Lanlink contractors as part of the installation checklist. This served not only as a quality check, but also as a good reference, as it would be difficult to remember where a particular AP is located after 50 installations.





Photo of AP Installation

Photo of Roof Tile

AP Deployment Process Griffith Signage Installation Wireless signage was developed in consultation with our External Relations department, and once approved was sourced from a signage contractor via Griffith's Office of Facilities Management (OFM). Signage was installed just as **Smart Zone** the service was launched. The locations of all signage were also recorded on our floor maps, an example is shown below:



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Marketing Wireless@Griffith Marketing Strategy

Our marketing strategy included the following:

- · Creating a detailed marketing plan.
- Consultation with our External Relations department with regards to the creation of wireless signage for identifying wireless coverage areas.
- · Placement of an article in the Griffith Gazette informing the Griffith community to the availability of wireless network access at Griffith University.
- The wireless@Griffith website which includes detailed coverage maps, support documentation, FAQs etc.
- · All student emails were sent out 2 weeks after the launch/

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Marketing Wireless@Griffith **Griffith Gazette Article**

Go Wireless@Griffith



Marketing Wireless@Griffith Wireless@Griffith Signage



After consulting our External Relations department, it was decided that the chosen name for Griffith's wireless coverage areas would be "Smart Zone". This is in line with Griffith University's Get Smarter campaign.

Therefore, wherever students and staff see the Smart Zone sign displayed on campus, wireless network coverage is available in the surrounding area.

The inclusion of the Wireless@Griffith webpage URL on the sign was also crucial in marketing the wireless website.

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Marketing Wireless@Griffith Reselling of Linksys Cards



We consulted with the Nathan and Gold Coast campus computer shops to ensure they were able to obtain Linksys Wireless-G cards from suppliers, for reselling to students, before the launch of the service.

To provide an indication of the success of this strategic move...

In only 4 months, the Gold Coast campus computer shop has sold over 300 Linksys cards!

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Marketing Wireless@Griffith Word of Mouth

Our marketing was kept minimal, as we believed that word-of-mouth would be our biggest marketing tool, and over the course of 12 weeks, this has proven to be the case.

Important Tip:

The key to generating a high amount of word-of-mouth volume was building up the momentum for our wireless project over time. In our case, the wireless survey certainly helped to achieve this objective, because once it was released to students, the amount of excitement and queries generated about wireless dramatically increased.

In fact, before we even announced the official launch date, we had dozens of students connecting.

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Questions so far?

Next Support Provisioning

Network and Communication Services

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Support Provisioning

Wireless Support Sessions

O-Week wireless support sessions were held at each each campus every day, to perform laptop configurations and field wireless enquiries.

Further wireless support sessions (Mon-Fri) were provided by hired casual students during weeks 1 to 10. These proved to be extremely popular with students, with over 350 queries being made over the 10 weeks. Of these 350 students, at least 300 were laptops being configured for wireless access.

Beyond week 10, support sessions were dropped from daily to weekly, and performed by the Wireless Network Support Officer.

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Support Provisioning

Wireless Support Sessions

Important Tip:

We also ensured that our casual support staff documented each and every laptop configuration they performed, into their support log which we collected on a weekly basis. This captured information such as the students campus, student type, laptop type, WLAN card type, OS and detailed comments.

This information proved to be very useful in identifying common and not-so-common wireless problems, which were then added to the continually updated FAQs and support information on the website.

C:\INS583 Wireless Network Deployment 2003\Training\Wireless Support Stats.xls

As an example, it was identified on several occasions that laptops containing Realtek LAN cards, which when enabled, prevents the VPN client from connecting.

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Support Provisioning

Support Staff Involvement

Right from the beginning we involved the various support groups with the wireless deployment. To ensure that all computing support staff felt comfortable with supporting wireless, we installed access points in each support groups offices. This enabled Griffith's support staff to immediately begin using the wireless network before it went live.

We also provided wireless information sessions/training to our:

- Information Services Staff (i.e. front line support staff), and
- Computing Support Staff.

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Support Provisioning

Wireless@Griffith Website

The development of our Wireless@Griffith website was the most important component in providing high quality self-service support for students and staff:

Important Tip:

Before designing the structure/format of the Wireless@Griffith website, we performed "environmental scanning" by researching other Universities web sites from across the world. It was noticed that the quality of wireless sites was far higher in the U.S than in Australia, most certainly due to the maturity that wireless has achieved in U.S Universities.

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Support Provisioning

Wireless@Griffith Website

And now to demonstrate the features of our Wireless@Griffith website...

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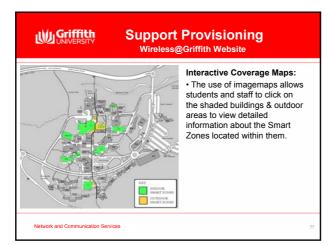
Support Provisioning

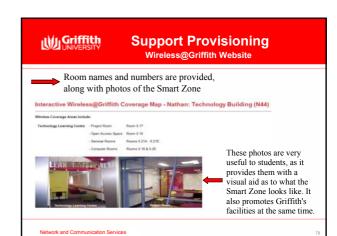
Wireless@Griffith Website

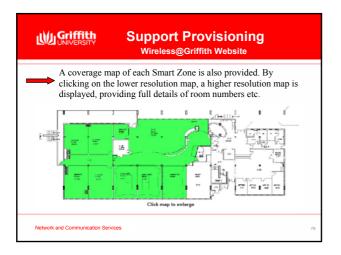
Key features of the website include the following...

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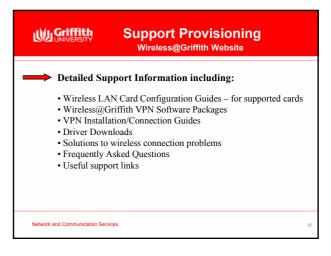




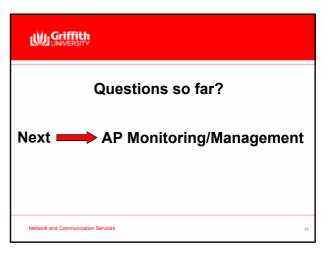














AP Monitoring/Management

Tools Used

We use a range of tools including:

- Cisco's Wireless LAN Solution Engine (WLSE) which provides extensive RF tools.
- MRTG Logging of VPN Concentrator Sessions.
- MRTG Logging of Associations for each AP.
- · Usage Statistics for the "private" cut-down version of the Wireless@Griffith website.
- InterMapper for monitoring AP "up/down" status.

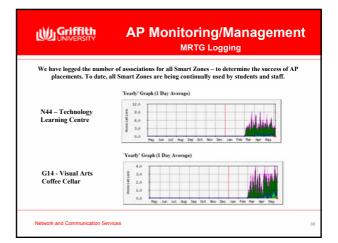
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I Griffith AP Monitoring/Management The WLSE



And now to demonstrate the configuration of our WLSE...

AP Monitoring/Management Griffith MRTG Logging MRTG Logging of VPN Concentrator Sessions: 30,4 Nathan/Mt. Gravatt Active Yearly' Graph (1 Day Average) 30,0 Gold Coast/Logan



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AP Monitoring/Management Website Usage Statistics

• These usage statistics refer to the cutdown Wireless@Griffith

- website hosted on the private network.
- This server allows a user to bring their laptop on campus, and after enabling their wireless card, they can open a web browser and access a restricted web site allowing them to download the VPN software and install it, along with instructions on how to connect to Wireless@Griffith.
- This technique has proven to be highly successful, with over 70% of students connecting up to Wireless@Griffith without needing any assistance from our wireless support staff.

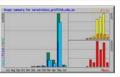
Network and Communication Services

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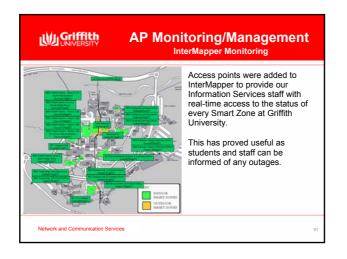
AP Monitoring/Management

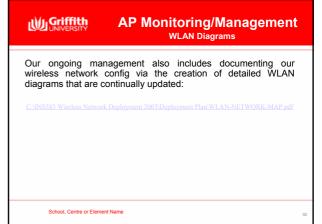
Website Usage Statistics

These stats allow us to gain further information about our wireless users, such as how many copies of the Windows vs. Mac VPN client are being downloaded etc.

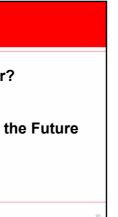


Summary by Month										
Month	Daily Ang				Monthly Totals					
		Die	Pages	Visin	Silve	Marie	Visite	Pages	Die	1100
Aug.2004	1902	123	963	- 86	200	367928	464	#141	5767	1346
May 2004	13404	6394	13123	56	435	2100132	2679	344823	195217	413530
Apr. 2004	1764	770	842	76	527	1479337	2264	25363	23012	3292
3.5ar 2004	3338	1629	1960	- 68	206	2261139	2073	51467	31439	129693
Leb.2004	592	243	227	22	141	357528	270	2733	2920	7114
Jan 2004	124	36	32	- 4	36	601439	125	1013	1759	3870
Der 2001	40	27	13		22	33304	- 69	328	401	879
Totals						7200890	7966	432376	283865	603573









• The Wireless@Griffith Expansion Project (Phase II) will increase the total number of access points to between 250-300 · An academic wireless survey has been created and published on our web site, to gain feedback from academic staff members in relation to the further deployment of Wireless@Griffith. • A virus/firewall solutions is currently being sought to protect Griffith University's Wireless@Griffith and remote access users; from the increased threat of viruses, as a result of the additional number of student laptops connecting to the network. This solution will be implemented concurrently with the Wireless@Griffith expansion.

• The installation of dedicated wireless data ports in ceilings has been integrated

into the standard University building design guidelines.

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Looking to the Future

