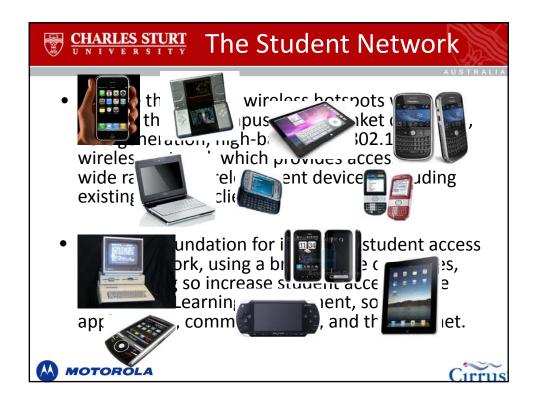


# **Ubiquitous Wireless ...CSU Case Study**

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#### **About CSU**



- Multi Campus Regional University
- Pocket Stats:
  - 34,000 students;
  - 9,200 on campus students;
  - 4,100 mixed mode (on campus & distance)
  - 7,450 course completions in 2009
  - 670 Academics staff/ 1090 Admin staff
  - \$333m total revenue 2009
  - CSU courses delivered through 26 entities & campuses
- 9 Campus Locations: Dubbo, Orange, Bathurst, North Parramatta, Manly, Goulburn, Canberra, Wagga, Albury/Th urgoona.
- Approx 120 wireless Hotspots in select locations







### Requirements

- 100% Coverage: Access to 11n wireless services across all areas of each campus
- Fast wireless services: High capacity performance based on a minimum throughput per connection under heavy load conditions
- **High Density:** Ability to accommodate in defined areas a large number of simultaneous connections
- Roaming: Seamless mobile coverage across campus
- Quality of Service: Ability to manage and monitor traffic to enforce QoS policy
- **Ease of Access:** Ability to provide efficient and secure access to a broad range of client devices and user groups
- Monitoring & Management: Ability to efficiently and effectively monitor and manage the proposed wireless network



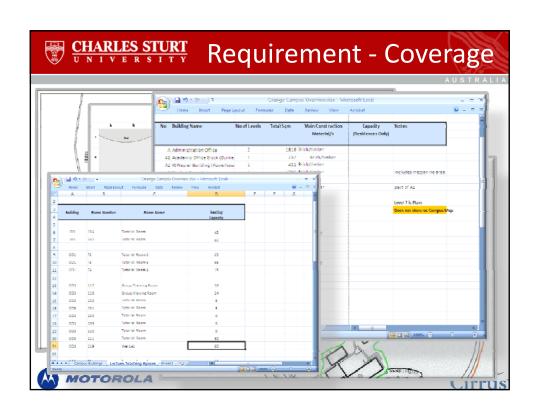


# CHARLES STURT Requirement - Coverage

- High areas where significant numbers of students congregate. Seating capacity used to determine the number of concurrent wireless connections expected in these areas with guaranteed throughput of 3 to 5Mbps per active connection.
- **Standard** building and external coverage is 20 concurrent wireless connections at 3 to 5 Mbps.
- Low –areas of low traffic, transit areas such as car parks, thoroughfares and walkways. A stable, usable connection to the wireless network is always possible.









### **Out of Scope**

AUSTRALI/

- 802.11a,b
- Integration with existing Cisco access points
- Supply of network cabling
- Installation of network data points
- Supply and Installation of power points
- Tier 1 and 2 support







## **Funding**



- \$1M from Federal Government's Better Universities Renewal Fund (BURF).
  - Department of Education, Employment and Workplace Relations
- \$1M from CSU communications infrastructure fund.
- Back of the envelope:
  - 1000 AP's @\$800 = \$800,000
  - Switching, Management and software = \$200,000
  - 3 years maintenance \$450,000 (15%)
  - Cabling \$250,000
  - Prof Services = \$150,000
  - Total \$1,850,000







#### **Procurement**



- We wanted a network that we didn't have the capacity to build. Looking for partners.
- Homework investigating the market and vendors: Caudit surveys, Gartner, Questnet, other industry information, etc.
- Used Gartner: provide an overview of the market, magic quadrants, advise on procurement, review the RFP.
- RFP: included a margin of error. No pre tender site surveys.
- Shortlisted to two: Presentations from each shortlist, and deeper evaluation of their proposals.
- Pilot study of preferred solution. To validate the proposal.







#### **Partners**







- High commitment and engagement with the tender process visited every
- Excellent O/S references. Confirmed perceived willingness to engage and listen to our requirements
- A clear understanding of the focus being the student network
- · Experienced with regional engagement
- Vendor/Integrator/CSU partnership
- · Had strong consistent technology across all solution areas
- In particular
  - Management & Security (AirDefence)
  - Outdoor solution





