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Joseph Flockerzi,  
IT Director, Dover School District

**COMPANY NAME:**  
Dover School District

**COMPANY SIZE:**  
Seven campuses

**INDUSTRY:** K-12 Education

**COMPANY WEBSITE:**  
[www.dover.k12.nh.us/education/district/district.php](http://www.dover.k12.nh.us/education/district/district.php)

**GEOGRAPHIC REGION:**  
Southeastern New Hampshire



## CASE STUDY: K-12 EDUCATION

### SCHOOL DISTRICT GETS MAJOR WIRELESS SYSTEM UPGRADE WITH NETGEAR® PROSAFE®

#### BACKGROUND

The Dover School District operates seven elementary, middle, and high school campuses throughout the city of Dover, New Hampshire. Over the past several years, each of its schools has experienced a sharp rise in mobile device usage from faculty and student populations, increasing the need for wireless connectivity significantly. The district's aging wireless network had been built piecemeal over the years, and was no longer capable of keeping up with demand. Joseph Flockerzi, IT Director at Dover School District, knew that he needed to replace the Wi-Fi infrastructure, including all access points and switches at seven locations. He also knew that his budget would be limited.

#### PROBLEM/OBJECTIVE

##### EXISTING WIRELESS SYSTEM IS OUTDATED AND PROVIDES INADEQUATE COVERAGE

Dover School District's wireless network consisted of old Proxim access points that had been donated several years earlier by a local hospital, and obsolete Cisco switches with 1 gigabit links. The access points lacked centralized management capabilities, meaning that updates had to be performed individually on each device. Without centralized management capabilities, problems were also difficult to detect and often went unnoticed for days. "If an access point went down in a classroom, oftentimes nobody would know, because they'd be connected to another one on another floor," says Joseph. "Detecting a problem was like looking for needle in a haystack."

Additionally, the access points did not provide adequate coverage to each campus, and the switches could not keep up with the increase in wireless traffic or support the new devices that required updated standards. "Our existing system was no longer capable of supporting our wireless needs," says Joseph. "We required a modern wireless infrastructure that could support the increase in traffic and scale to meet the growing traffic demands, device variety, and security requirements. But as a public school system, cost was a huge factor."

In addition to limited budget, the entire system for seven locations would have to be built during summer vacation and be fully operational prior to the first day of classes. Further complicating the project was the fact that many of the schools required coverage in areas that had limited options for running power outlets. Therefore, Power over Ethernet (POE) capabilities would be an essential feature to provide the deployment flexibility the school district required to deliver complete coverage while also employing the fewest number of wireless access points."

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## SOLUTION

### BUDGET CONSTRAINTS AND TIMING REQUIREMENTS

#### ADD LAYERS OF COMPLEXITY

Once Joseph received approval to purchase a new wireless system, he acted quickly to bid out the equipment as well as the installation. He used a local reseller to bid out the switches and the wireless systems. After a thorough investigation, NETGEAR® ProSAFE® provided the lowest cost while meeting all of the district's requirements. "Cost was a huge consideration for us, but we also didn't want to take any shortcuts," says Joseph. "We looked at several providers, but only NETGEAR was able to meet every one of our needs at a price that worked within our budget. We were also impressed with the support and level of contact we received from NETGEAR during the evaluation process."

Joseph contracted with Green Mountain Communications for the installation. In addition to the company's more than 20 years of experience delivering end-to-end wired and wireless solutions throughout the northeast, Green Mountain is also capable of operating on very short schedules to meet strict timing requirements. With extensive experience in the network router world, Green Mountain's team of knowledgeable and certified engineers was up for the challenge. The installation was complex, due to the number of locations, VLANs, necessary routing updates, and a requirement that the system be patched into the city-managed WAN. Further compounding matters, the new school year was fast approaching, leaving little time for the NETGEAR solution to be implemented. As a result, Green Mountain was given only the end of July and the month of August to complete the installation.

## RESULTS

### NETGEAR AND GREEN MOUNTAIN DELIVER ON TIME AND WITHIN BUDGET

Despite the complexities and the challenges of the project, Green Mountain had the school's system up and running prior to the start of school. Both Green Mountain and Dover School District are pleased with the capabilities of the system. "Each vendor has its own way of implementing features. The NETGEAR interface allowed us to make configuration changes easily, and the equipment functioned quite reliably," says Green Mountain. "When issues did arise, the NETGEAR support teams were quick to respond, helping the project run smoothly."

NETGEAR and Green Mountain provided a cost-sensitive solution to meet budgetary requirements while providing a Wi-Fi network and an Ethernet switched network under one manufacturer's umbrella. They provided design assistance to meet performance guarantees that were integral to the success of the project. NETGEAR and Green Mountain fulfilled all of the service levels and technical expectations of Dover Schools.



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