Success Story

End-to-End Zyxel Network Infrastructure Delivers Performance, Reliability, Affordability to New High School Campus

INDUSTRY	Managed Service Provider	CUSTOMER	Savage Consulting	REGION	United States	SOLUTIONS	Zyxel wireless Solution

Overview

Challenges

Finding an affordable, high-performance solution for a new high school

Solutions

- Next-Gen Unified Security Gateway
- 802.11ac Dual Radio Smart Antenna 2x2 Access Point
- 24-port 10 Gigabit L2+ Switch
- 24- and 48-Port Gigabit Ethernet L2 Switch
- Wireless LAN Controller

Benefits

- Fast and simple deployment
- High-performance, reliable network
- First-rate sales and US-based technical support
- Superb wireless experience in classrooms and offices
- Enterprise security

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Bob Savage
CEO of Savage Consulting

ZYXEL

Background

Based in Brandon, Florida, United States, Savage Consulting is a leading managed services provider (MSP), specializing in comprehensive IT support and cloud software solutions for small to mid-sized business. Their mission is to provide the best quality computer repair, products and service at a competitive rate.

According to the company's CEO, Bob Savage, Savage Consulting primarily focuses on companies in the dental and medical industries. "We take care of all their IT needs," he explained. "We do everything ranging from the installation, maintenance and management of our clients' IT infrastructures."

The Need

An Affordable, High-Performance Network Infrastructure for a New High School

According to Savage, the company was contacted to deploy a complete wired and wireless network infrastructure for Cristo Rey Tampa High School, a new private high school in Tampa. The new school consisted of three buildings that had been remodeled to provide classrooms and administrative offices to support an initial student body of 150 students.

Savage explained that in order to provide a redundant infrastructure to ensure reliable connectivity and provide a secure network for faculty and administrative use, the company would deploy two separate networks. "We even decided to bring in two different Internet providers,

putting the students on one network and the faculty on the other so there would be no chance of the students getting into the faculty's computers," he said. "Also, if one of the Internet connections were to go down, we could use the other as a fail-over, so they would never be without Internet."

When it came time to decide on which networking hardware to deploy across the school, Savage said the choice was easy to deploy a complete Zyxel infrastructure. "We've been using Zyxel since 2003 and we've always had a great experience with the product," he explained. According to Savage, the affordability, reliability and performance of the Zyxel products have established Zyxel as their networking vendor of choice.

Solutions and Benefits

The Solution: Zyxel's Comprehensive Portfolio of Enterprise-Class Networking Solutions

With a complete portfolio of products to build a high performance wired and wireless network infrastructure, Savage Consulting deployed the WAC6502D-S 802.11ac Dual Radio Smart Antenna access points, XS3700-24 10-gigabit and GS2210 Series gigabit L2 switches, NXC2500 Wireless LAN Controller, and Zyxel USG Extreme Series gateways.

The ability to standardize the entire network infrastructure on a Zyxel platform ensured that the entire network could be maintained and managed from a single, intuitive platform to simplify management and improve productivity.

Savage explained that his company trusts the Zyxel

solution to provide the high level of performance and reliability that is demanded by the unique applications used in the K-12 environment. "Compared to our clients in the medical and dental industries, schools definitely need more bandwidth," he said. "The school uses Google Classroom and the students are using their Chromebooks in class which means the students are always on the Internet so network reliability and performance in high-density environments is critical."

A High-Performance, Reliable Network that Optimizes the Learning Environment

The deployment of the Zyxel infrastructure was flawless

and the performance of the network exceeded the school's expectations. "The teachers at the school are just ecstatic because everything works!" said Savage.

When asked what other vendors' networking products they use for their projects, Savage explained that the last time they used another vendor's product was 14 years ago. "We were using products from another company and we decided to take a look at some other options," Savage said. "I was looking for a product that not everybody had. I stumbled onto Zyxel and started using it and have just had very good luck with it. Tech support was always there

for me which was critical because when I started the business, it was just me."
Savage said that what sets Zyxel apart is that, "tech support has always been there when I needed it, the products always worked, and I have never had any problems."

"I believe in relationships and I've always had a good relationship with Zyxel," Savage said. "I'm not looking or even thinking about selling anything in our networking deployments other than Zyxel."

Products Used

USG1100/1900 • Next-Gen Unified Security Gateway Extreme Series

- High-performance, high-value Next Generation Firewall (NGFW) for medium and large-sized businesses and campuses
- Anti-malware protection with firewall, anti-virus, anti-spam, content filtering, IDP, next-generation application intelligence and SSL inspection
- Robust SSL, IPSec and L2TP over IPSec VPN connectivity and VPN High Availability (HA)
- Unified security policy
- Cloud helper provides friendly firmware upgrade.
- Device HA Pro ensures smart handover
- Hotspot management is supported

WAC6502D-S • 802.11ac Dual Radio Smart Antenna 2x2 Access Point

- Zyxel smart antenna with more than 700 optimized antenna patterns provides breakthrough performance anywhere
- Ideal for high-density and interference-laden indoor environments
- Advanced IEEE 802.11ac offers up to 1.1Gbps combined data rates Industry-leading Rx sensitivity as low as -102 dBm
- AP Flex™, DCS and tool-less bracket design streamline deployment
- Zyxel One Network is supported

ZYXEL

XS3700-24 • 24-port 10 Gigabit L2+ Switch

- Flexible 10G connectivity with 12 SFP+ ports, 8 10G BASE-T ports and 4 SFP+ combo ports
- Layer-2 plus (L2+) feature set equipped with static , policy route and VRRP
- Hot-swappable power supply and fan modules
- No single-point of failure hardware and software design
- Future-proofed with IPv6 support
- Comprehensive security features to ensure network availability

GS2210 Series • 24- and 48-Port Gigabit Ethernet L2 Switch

- L2 multicast, IGMP snooping, MVR and voice VLAN for convergence
- Enhanced network protection with IP source guard, DHCP snooping, ARP inspection, CPU protection
- L2, L3 and L4 filtering, MAC freeze, port isolation, guest VLAN for improved isolation and access control

About Zyxel Communications

Focused on innovation and customer-centricity, Zyxel Communications has been connecting people to the Internet for nearly 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for telcos and service providers, business and home users. Zyxel is building the networks of tomorrow, unlocking potential, and meeting the needs of the modern workplace — powering people at work, life, and play. Zyxel, Your Networking Ally.