

Ingenious Champion and Partner Adaptive Communications Help VSAC Move to Juniper Switches

Summary

Company:

Vermont Student Association Corporation (VSAC)

Partner:

Adaptive Communications

End Customer Vertical:

Nonprofit

Business Challenge(s):

Existing technology prevented business expansion, constrained operational efficiency, and kept maintenance costs high.

Technology Solution:

- EX4300 Ethernet Switch
- EX4600 Ethernet Switch

Business Results:

- Gains in operational efficiency
- Lower CapEx

Ingenious Champion Matt Morse of Adaptive Communications teamed up with John Tiso, Juniper senior systems engineer, to unseat a long-standing end-to-end Cisco customer. Vermont Student Association Corp. (VSAC) is a public, nonprofit agency that helps Vermonters who want to go to college or complete other training after high school.

Business Challenge

VSAC's aging infrastructure combined with steadily increasing operational costs was hindering its mission of offering services to the residents of Vermont. Matt Morse, systems engineer for Adaptive, worked with John Tiso from Juniper to build a business case and network design demonstrating how Juniper technology solutions would increase VSAC's operational efficiency and decrease its operating costs.

Selection Criteria

To strengthen his position, Matt worked closely with John Tiso and also leveraged his trusted advisor status with other Vermont area customers as references. All combined, they were able to build a strong, trusted advisor relationship with Frank McNamara, the Assistant Director of Information Technology and PMO at VSAC.

Technology Solution

The new solution includes a collapsed edge and distributed switching network of mixed mode Virtual Chassis, which are comprised of Juniper Networks® EX4300 Ethernet Switch, designed to support branch, campus, and data center access and aggregation deployments, and the EX4600 Ethernet Switch, which delivers a scalable 10GbE solution for high-density campus and data center top-of-rack deployments.

Business Results

With its new switching in place, VSAC will be able to deliver on its mission statement, providing grants, loans, scholarships, and career counseling more efficiently and with less cost. Technology will now be an enabler rather than an inhibitor of innovation and growth.

"Out of all our vendor partners, John Tiso is one of the most collaborative and helpful partners we have."

Steve Nolte, Director of Engineering, Adaptive Communications



Next Steps

As a result of this highly successful project, Matt and Adaptive will also be unseating Cisco as the incumbent wireless vendor and will be proposing an upgraded 802.11ac wireless network. They also will be looking into extending Juniper into the core data center as well as for future Internet edge opportunities with the Juniper Networks MX Series 3D Universal Edge Routers.

For More Information

To find out more about Juniper Networks products and solutions, please visit www.juniper.net.

To find out more about Adaptive Communications, please visit www.adaptcom.com/.

"Adaptive Communications is truly an extended team for me. The staff, especially Ingenious Champion Matt Morse, acts as a 'force multiplier' by giving me a larger reach across my territory."

John Tiso, Senior Engineer, Juniper Networks

About Adaptive Communications

Since 1998, Adaptive Communications has dedicated itself to becoming the premier value-added reseller, designer, and installer of enterprise networking, information security, and data storage solutions on the East coast.

About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at www.juniper.net.

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