

About Middlesex Community College

Middlesex Community College is a top flight 2 year college where successful students go on to complete their Bachelor's degree at some of the top Universities in the country. Middlesex offers professional development opportunities as well as bachelor's degree completion programs through Salem and Framingham State Colleges. Many of Middlesex's programs include internships and service-learning components.



The Challenge

When Middlesex Community College was confronted with the need to modernize their voice and data infrastructure, they developed a list of goals they wanted to achieve.

- Improve student access to specific applications on campus
- Maximize network security
- Improve the faculty and staff local and remote access to desired business applications
- Increase bandwidth and network speed to support growing voice and video applications
- Reduce the cost of the network maintenance
- Improve network uptime and reduce headcount required to maintain the network

The Solution

Carousel Industries and Extreme Networks provided a complete solution that would provide the reliability and performance required to support 24/7 traffic, including the University's online student population, and scale to meet future growth and application demands. At the heart of the network lies a pair of redundant BlackDiamond switches for core switching surrounded by over 80 Summit X450e series switches for providing Gigabit edge connectivity with Power over Ethernet for IP Telephones. For security the University relies on a pair of Extreme Networks Sentriant AG200 Enforcement Servers for Network Admission Control (NAC) along with a pair of Sentriant NG300 appliances for intrusion detection and protection. Extreme Networks EPICenter Network Management Software integrated with HP Openview is used to manage the entire LAN infrastructure Meru wireless is overlaid on top of the Extreme Network LAN foundation to provide wireless mobility to the students.

The Differentiators

Why did the customer select Carousel Industries and Extreme Networks over the competition?

- Key Carousel Industries values and differentiators
 - Staging facility
 - Network Operations Center (NOC) and maintenance support (a.k.a. PartnerWorks)
 - Installation cost and effectiveness
 - Avaya relationship, Middlesex Community College is a Avaya voice shop
- Key Extreme Networks values and differentiators
 - Price/performance advantage over Cisco Systems
 - Extreme Networks EPICenter Network Management Software integration with HP Openview
 - Interoperability and a proven track record with Meru wireless solutions

The Extreme Networks account team brought Middlesex Community College into another customer account already using EPICenter integrated with HP Openview as a proof point that we could do the same for them. Instead of position Extreme Networks wireless, the team took a best of breed approach consisting of three vendors that included Avaya, Extreme and Meru. The sales teams leveraged the power of Carousel Industries ability manage and be a single point of support contact for a multivendor solution to counter Cisco's one vendor to call sales strategy.

The Results

Carousel Industries and Extreme Networks partnered to put together a winning comprehensive solution for Middlesex Community College. The proposal included a complete network refresh, providing integration into HP Openview and interoperability with Meru. The integration allowed Carousel Industries and Extreme Networks to offer the best total solution for the College. In all categories Carousel and Extreme exceeded the customer's goals. The customer was impressed that we had a very strong understanding of the higher education market and that University of Massachusetts was extremely happy with our joint solution at their campus.

Middlesex had a very smooth implementation of their new network. Carousel Industries did a wonderful job in staging, testing, and implementing the network. The customer immediately began realizing savings and experiencing much greater bandwidth access.