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Elizabeth Janowiak
Director of Technology
Geneva School District

To: Donna Oberg
From: Elizabeth Janowiak
Date: August 17, 2012
Re: Wireless Upgrade

Please submit this purchase information to the BOE for the August 27, 2012 meeting.

Recently the Board of Education approved Phase 2 of the Technology Capital Outlay Plan as presented at the August 13th BOE mtg. One of the infrastructure improvements included in this phase is an upgrade to the district's wireless network. In preparation for this upgrade, the technology department performed an evaluation of current wireless vendors and their products. Using information from the Gartner group and Info tech research group, we created a short list of vendors that we evaluated. Aruba, Meru, and Aerohive were wireless products that we considered finalists. Product evaluations were focused on features, affordability, usability, and architecture. Vendor evaluations were based on viability, strategy, reach, and channel partners.

All three vendors presented their wireless solutions to the technology department. Local educational references, provided by each vendor, were contacted to discuss the customer satisfaction experienced by our peers. We received a test access point from Aruba and Aerohive to perform our own in-house testing and evaluation. These two vendor evaluation units were selected because their recommended access points had dual Ethernet ports in each access point. The recommended Meru access point only contained a single Ethernet port.

All vendors were asked to provide estimated pricing and any other hardware and software necessary to manage and monitor these access points. In addition to pricing, which were all very competitive, one of the features we were interested with (in access points having 2 Ethernet ports) was the ability to pass traffic from one port to the second port for the connection of a second device. This was important to us because the district has a networked projector in almost every classroom in the district. Our goal was to find a solution that would allow us to connect the new access point to the existing projector network connection and then use the second port to connect to the projector without causing degradation in signal transmission. Sharing of the Ethernet cabling that already exists in the classroom represents a huge savings for the district as we move to broaden our wireless network coverage. While the Aruba access point could provide that function, we were not able to test it because it required a type of Power over Ethernet (PoE) switch we currently do not have in the district. The Aerohive access point worked perfectly on our existing PoE switches and we were able to connect a projector to the second port and use both.

The Aerohive solution was cost effective not only in their product pricing, but also because it eliminated the need for additional cabling and the need to purchase additional PoE switches. Therefore, Aerohive was selected as the product to best meet the district's needs for our wireless upgrade project.

With your approval, the items below will be purchased through Opt2mized Networks, Inc an Aerohive partner and authorized vendor. The quantity to be purchased at this time will be used to replace and expand the wireless access points at Geneva High School. Additional purchases will be made throughout the year when we are able to promptly and effectively make similar upgrades at the remaining buildings.

Equipment	Qty	Total Amount
Wireless Access Point Aerohive 300 series, indoor plenum rated, 2 radio 3x3:3 802.11a/b/g/n, 2 10/100/1000, USB, FCC regulatory domain, without power supply	90	51,295.50
Support and Maintenance 3 years 8x5 phone, software & email support, Hardware Advanced Replacement, covers AP and HiveManager software	90	6,750.00
Licensing AP license for HiveManager for each Aerohive AP	90	7,200.00
Total		\$65,245.50