



EXECUTIVE SUMMARY

Customer Name
St. Peter's College

Industry
Education

Location
Oxford, England

Number of Employees
147

Business Challenge

- Need to install flexible wireless network throughout College
- Desire to obtain best possible price/performance
- Need to stretch existing IT budget

Cisco Solution

- Cisco Capital EasyLease financing
- Scalable and secure Cisco wireless and wired network

Business Results

- Better management of infrastructure costs via 36 monthly payments rather than one upfront payment
- Improved learning and working environment due to better network performance and functionality
- Reduced IT management costs

Affordable Financing for an Oxford College

St. Peter's College, Oxford University, used a Cisco Capital financing solution to create a scalable and secure fixed and wireless network environment for students, staff and visitors.

Business Challenge

St. Peter's College, Oxford University, currently has 50 academic Fellows and Lecturers, about 470 students and 97 members of staff. The College has been investing in a programme of building construction and modernisation for the past 10 years, as part of its commitment to providing students with a high-quality environment for living and learning. During the holidays, the College's facilities are used for conferences and summer schools.

Until recently, most areas within St. Peter's had wired connections to the Internet and to resources such as university library services and departmental networks. However, the infrastructure was no longer powerful or reliable enough to support the College's 24/7 operation, including applications such as door access control and CCTV surveillance systems.

St. Peter's wanted to install wireless network connectivity throughout the main site and in students' halls of residence on five separate annexes.

Because of its flexibility, wireless would enable students with their own laptops to work anywhere on the College grounds. Visitors would also be able to access the service, and wireless connectivity would make it easier to re-locate administrative offices when necessary.

Network security was an important consideration. St. Peter's needed a solution that was secure enough to protect the College and its users, without being too complex. Another IT priority was to reduce the amount of time spent on locating and diagnosing problems.

It soon became clear to Martin Hoare, IT Officer at St. Peter's, that the College's existing budget would not be enough to cover all its requirements. "Most of our existing IT systems had been created on a piecemeal basis," he explains. "This time we wanted to avoid a quick fix by creating an infrastructure that we could continue to build on as part of a long-term strategy."

Network Solution

The College discussed its requirements with Cisco partner CAE and then with Cisco Capital, who proposed a financing solution utilising the interest free finance offer as part of the Cisco EasyLease programme. This enabled St. Peter's to make 36 monthly

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- Martin Hoare, IT Officer, St Peter's College, Oxford University

payments at zero per cent interest to cover its investment in a new wireless network, as well as an upgrade to the wired infrastructure, integrated security, centralised management tools and a three-year warranty.

The Cisco Capital EasyLease proposal made it possible for the College to consider its longer-term needs, rather than what it could currently afford.

“We don't charge our students for Internet access, but we did some calculations using hypothetical costs based on the number of users per year,” says Martin Hoare. “With the Cisco Capital EasyLease proposal, the numbers really started making sense and we could fully justify the overall price of the equipment.”

The new network core is based on Cisco Catalyst 3750 Series high-performance switches designed for medium-sized organisations. At the network edge, providing high-speed connectivity to the College's users, are Cisco Catalyst 2960 Series Intelligent Ethernet Switches.

A campus-wide wireless infrastructure is overlaid on the fixed LAN via Cisco Aironet wireless access points. An Integrated Wireless LAN Controller,

deployed on the Cisco Catalyst 3750 switch, simplifies management of the WLAN and includes the ability to implement centralised security policies. The College has also implemented Cisco NAC Appliance, an easy-to-use network admission control product that enforces compliance with its security policies on all devices seeking access to the network.

Business Results

The Cisco Capital solution enabled St. Peter's College to purchase a complete future proof networking and security solution. Thanks to the EasyLease programme, the College was able to obtain all its technology requirements in the same financial year and spread the payments evenly over 36 months, thereby managing its costs more effectively.

The new infrastructure has given the College a resilient and high-performance environment for studying and working. Secure wireless Internet access is now available to all bona fide users anywhere on the campus, while staff and students can also use the connections to access the university's online resources. The Cisco security solution, including a firewall and VPN



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- Martin Hoare, IT Officer, St Peter's College, Oxford University

services, helps to ensure that the network as a whole remains safe and operational at all times, even if one College workstation or one visitor's device is compromised.

The improved security of the Cisco solution is a significant benefit for St. Peter's College. Many of its summer school students are aged 16 and under, and previously it was difficult to control these students' Internet access. Today, it is easy for the IT organisation to restrict the sites that students may access, thereby protecting minors from viewing inappropriate content and minimising the College's risk. Adult network users are equally well served by the secure system.

“In addition to protecting our users' privacy, we are also better placed to protect them against loss of data,” Martin Hoare explains. “The IT workload is also much lighter because there are fewer problems to fix.”

Since the Cisco infrastructure is largely self-managed and self-defending, Martin Hoare now has more time to spend on strategic planning and other activities, instead of resolving day-to-day operational problems such as virus or denial of service attacks. Better network performance has removed the bottlenecks previously experienced at the College – for example, the IP-based CCTV security cameras and door-locking systems now function perfectly well, without any issues of insufficient bandwidth. The high degree of integration between all the elements of the end-to-end Cisco solution has further helped to reduce problems and enhance performance.

The scalability of the infrastructure means that St. Peter's will be able to continue adding new capabilities such as voice over IP and an IP-based fire alarm system, both of which it is currently considering. Meanwhile, Martin Hoare is satisfied that he has achieved his original objectives. “The network is reliable and efficient, and we can keep adding new applications at marginal cost,” he says. “Cisco Capital financing was crucially important in helping us attain our goals because it made a higher-end solution affordable.”

For More Information

To find out more about Cisco Capital financing solutions, please visit www.cisco.com/go/capital_europe



Americas Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-4000
800 553-NETS (6387)
Fax: 408 527-0883

Asia Pacific Headquarters
Cisco Systems, Inc.
168 Robinson Road
#28-01 Capital Tower
Singapore 068912
www.cisco.com
Tel: +65 6317 7777
Fax: +65 6317 7799

Europe Headquarters
Cisco Systems International BV
Haarlerbergpark
Haarlerbergweg 13-19
1101 CH Amsterdam
The Netherlands
www-europe.cisco.com
Tel: +31 0 800 020 0791
Fax: +31 0 20 357 1100

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