

## ALCATEL-LUCENT TRANSFORMS IT NETWORK OF LARGEST U.S. UNIVERSITY SYSTEM

### CALIFORNIA STATE UNIVERSITY (CSU)

#### CUSTOMER CHALLENGES

- California State budget crisis, impacts funding to California State University system.
- CSU had strict technical compliance requirements. CSU and ALU conducted a three month proof of concept testing and validation of the OmniSwitch platform.
- Cisco had been the incumbent vendor for the past 10 years.

#### PRODUCTS & SOLUTIONS

- The entire OmniSwitch Portfolio with emphasis on the OmniSwitch 6900 and OmniSwitch 6450 (standard campus configuration for network convergence).

#### BUSINESS & TECHNICAL BENEFITS

- Many backbone, server and border router connections will be upgraded to 10Gbps which will result in faster downloads, less latency, less time to do backups, less congestion but most important the benefit to be able to introduce more services like video, unified communications, CCTV (security IP cameras), high definition TV in the network and BYODs devices.
- Many edge switch ports will be upgraded to POE/POE+ thus eliminating the need for extra power supplies and cabling to WLAN access points and VOIP handsets.

#### DEAL FACTS & FIGURES

- Date deal won: May 2012
- Implementation date: August 2012. Eight year contract valued at \$22 Million.



“CSU’s IT network project is a long-term investment strategy, not just a reaction to current budget issues. Alcatel-Lucent equipment provides a simple yet flexible and eco-friendly design using a small number of platforms in diverse roles to maximize best practices across our campuses.”

Michel Davidoff, Director Cyberinfrastructure CSU,  
Chancellor’s Office

#### CUSTOMER DETAILS

- Location: Long Beach, California, U.S
- Vertical: Education