

WI-FI ENABLED CAMPUS

Teachers at a Paris school gain portable solution for new WiFi-enabled campus



Computers form the backbone of today's best schools. With multimedia, internet and video now at the heart of mainstream courses, reliable equipment is crucial in delivering engaging learning environments.

SOLUTION
• MOBILITY



CUSTOMER PROFILE

COMPANY: The American School of Paris

INDUSTRY: Education

COUNTRY: France

FOUNDED: 1945

NUMBER OF EMPLOYEES: 90 teachers;
30 people in administration; 750 students

WEBSITE: www.asparis.org

CHALLENGE

The American School of Paris (ASP) needed a robust notebook solution for teachers to access a new WiFi-enabled campus. Furthermore, the school wanted a technology provider that could deliver a reliable IT infrastructure and services that ensure a successful deployment and maximise its investment.

SOLUTION

By choosing Dell™, ASP gained a supplier with vast experience in wireless networks and a product portfolio to meet all its needs. The school deployed Dell™ Latitude notebooks and video projectors and ensured the machines could access the network across the entire campus.

BENEFITS

- Robust notebooks deliver wireless network access while meeting the demands of a busy working environment
- WiFi expertise ensures successful deployment and network access across the whole campus
- Dell's efficient delivery model provides rapid turnaround on orders and cost-effective procurement



At the American School of Paris (ASP), computing and IT have long been an integral part of the academic life of its 750 pupils. From the nursery to the upper school, there are 420 fixed stations spread across classrooms, multimedia laboratories and video rooms. The machines support both pupils and teachers, delivering connections to an internal network and access to course applications and messaging.

The school wanted to equip teachers with WiFi-enabled notebooks to improve workplace flexibility. With a portable solution supporting wireless connections, accessing the school network from anywhere across campus would be easier. "The size of the campus made the idea of a wire network unrealistic," says Michel Lami, ICT Manager at ASP. "But wireless technology was perfect for our needs, allowing easy connection-free access to the network or internet whatever the location."

For ASP, it was vital to find the right IT provider to support the entire project. Lami understood the importance of finding a supplier with proven WiFi expertise in connecting portables to a wireless network. Experience told him that companies able to deliver effective installations are few and far between. But after reviewing bids from a number of suppliers, ASP chose to work with Dell™.



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Michel Lami, ICT Manager at American School of Paris

DELL EXPERTISE BRINGS PEACE OF MIND

Lami was impressed with the on-site research that Dell carried out prior to its business proposal. Not all of the IT providers proposing notebook solutions visited the school to assess the needs of a wireless network. Lami says: "I knew immediately that, with Dell, I had WiFi experts in front of me. Its adviser spent the time required on site to list all the pitfalls obstructing the transmission of the radio waves."

EFFICIENT PROCUREMENT DELIVERS WINNING NOTEBOOK

To connect to the new network, ASP chose to roll out Dell Latitude™ notebooks among staff. The portables combine great performance with flexibility. Wireless ready, the notebooks provide multiple features in a thin, light casing that is tough enough for demanding work environments.

By choosing solutions from Dell, the school took full advantage of the vendor's Dell direct model, which eliminates costly intermediaries and makes procurement processes more efficient. "When I order notebooks, they arrive personalised, ready to use, with keyboards and software in English or French according to our requirements. When the equipment is being standardised, this service-oriented approach provides invaluable help and stamps Dell's personality."

MULTIPLE TECHNOLOGY SOLUTIONS DELIVER AIMS

Dell also highlighted its credentials as a one-stop shop for notebooks and peripherals such as Dell Projectors. As Lami explains having a single supplier to meet all the school's needs was a decisive factor in favour of Dell. "As a result, we decrease the amount of energy and time used to search through different suppliers," he says. "With Dell, I have a streamlined service, which facilitates my daily life."

HOW IT WORKS

HARDWARE

- Dell™ Latitude™ notebooks
- Dell Projector

SERVICES:

- Deployment
- Training services

EXPERIENCE ENSURES COST-EFFECTIVE DEPLOYMENT TO MEET BUDGET

Apart from a real commitment to understanding the customer's needs, Dell™ had the edge on competitors' offerings through its vast experience. The company delivered a price for the project that reflected its knowledge around WiFi deployments, making an accurate assessment of ASP's hardware needs. Lami comments: "Those who did not know where to install the terminals put them all over the place. Others underestimated our requirements and the budgets proposed varied immensely from one proposal to another, turning out to be three times as high in some cases."

For more information on this case study or to read additional case studies, go to www.dell.com/casestudies and www.dell.fr



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