

# Case Study

## Network as a Service (NaaS)

### Client: School System

School districts increasingly rely on technology to serve students, teachers, and administrators spread across multiple locations. A typical metropolitan school district can educate more than 30,000 students from K-12; include 1,500 teachers; and consist of 50-plus schools spread across a 100-mile radius. CBTS, an OnX sister company, delivered a Network as a Service solution to provide high-performance network access and simple management at reduced cost and complexity.

Challenge	CBTS Solution	Results
<ul style="list-style-type: none"> <li>School districts require connectivity among multiple school buildings</li> <li>Depend on reliable access to digital resources in and out of the classroom</li> <li>In need of IT support and protection for confidential information in a cost-effective manner to allow them to focus on their mission as educators</li> <li>Need to leverage E-rate funding compliant solutions</li> </ul>	<ul style="list-style-type: none"> <li>Delivers the network access students need and supports the instructional learning in the classrooms</li> <li>Empowers IT staff to manage their entire network from an easy-to-use, cloud-based dashboard</li> <li>Provides performance and manageability at a fraction of the cost and complexity of traditional solutions</li> </ul>	<ul style="list-style-type: none"> <li>NaaS dashboard provides complete visibility and control, with valuable insight into network usage and simple remote troubleshooting tools</li> <li>Delivers a streamlined solution that grows with districts, maintains security, and offers IT support through CBTS Resources</li> <li>Reliability of predictable expenses via a monthly utility pricing model</li> </ul>

### Business Challenge

School districts face multiple pain points:

- Need for connectivity among multiple school buildings with access to HQ.
- Demands on internal IT staff members that focus more on maintaining disparate networks than innovation.



## Case Study

### Network as a Service (NaaS)

#### Business Challenge (continued)

- Limited funding for IT equipment despite E-Rate programs that subsidize districts.
- Complex security requirements that are necessary to protect confidential student information.

CBTS has a long history of working with school districts and understands their unique needs. NaaS is the latest in a long line of CBTS products and services that allow school districts to offload IT needs and focus on their core mission of educating students.

#### CBTS Solution

NaaS addresses the unique pain points facing school districts in a cost-efficient and future-proof manner, as hardware refreshes are part of the solution, which eliminates uncertainty around future equipment-related capital expenditures. In addition:

- Auto VPN allows for all LANs to be connected and secure with rinse and repeat model.
- NaaS offloads management requirements to CBTS as partner for 24x7x365 expert engineering support.
- Service includes a fixed-rate for a constant, predictable monthly fee.
- Service offers the ability to set rules and integrate security measures respective of unique needs among segmented groups.
- CBTS proactive monitoring has early detection to halt network infractions and threats.

#### Implementation and Results

NaaS is positioned to deliver the following results for school districts:

- Streamlined network solution that is turnkey across all locations and scales as school system grows.
- Opportunity to co-manage IT environment with CBTS resources.
- Empowered to transform budget stress into predictable year-over-year expenses.
- Improve user experience and maintain student safety via customized policies.
- Visibility into network activity.