



AIRESPRING PARTNER SUCCESS SPOTLIGHT

100% Channel AireSpring is Excited to Announce a Strategic Partner Win with a Multi-location California Public School District

Customer:

A multi-location California public school district providing primary and middle years programs.

Challenges:

- Insufficient bandwidth to meet increasing consumption requirements for onsite and remote learning.
- Protecting confidential student information.
- Aging firewall technology unable to keep up with additional students, compliance requirements and increasing attack vectors.
- Ensuring the long-term IT interests of the school district are met with limited funds.
- Managing the volume of IT equipment inventory, logistics and maintenance.

Solution:

AireSpring solutions engineers designed a more robust, cost-effective connectivity and security solution, replacing incumbent suppliers, reducing vendor sprawl and overall costs:

- AireSpring managed connectivity at all locations, and Fortinet Next-Generation Firewall with Secure SD-WAN configured by AireSpring's Fortinet Engage Certified engineers.

- Partner worked with client to secure E-rate government funding to reduce overall cost.
- AireSpring's Tier 3 engineering AirePOD support during the entire process, from design and deployment to installation and management and 24/7 NOC support.
- Single-pane-of-glass network visibility through AireCONTROL, AireSpring's automated IT service management platform.

Benefits:

- An integrated, future-ready managed connectivity and next-generation firewall solution that will serve the school district for several years with minimal maintenance and work required by internal IT team.
- Substantially reduced man hours required to maintain and secure school district network.
- A secure, high-capacity network that enables the school district to provide a safe and connected learning space for students and teachers.
- Single-source solution: One Invoice. One point of Contact. One Company.

Ready to Experience the AireSpring Advantage? Contact an authorized AireSpring sales partner.

Email: sales@airespring.com, call [888-389-2899](tel:888-389-2899), or visit www.airespring.com.