

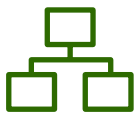
# Federal Systems Integrator Delivers Next-Generation State Education and Library Network



## Challenge

### Next-Generation State Education Network

With an aging state education network, this U.S. state needed to keep pace with schools' broadband needs and deliver faster internet services to its schools and libraries. They found that hundreds of public and charter schools needed higher capacity internet and campus networking to support digital learning, and fast, free Wi-Fi at public libraries was essential for digital equity. With very little time, the state needed to upgrade its education network quickly.



## Opportunity

### Broadband Internet and Fast Wi-Fi

The state's ISP, a publicly funded corporation that offers internet services to education and research institutions, contracted with a Fortune 100 federal systems integrator (FSI) to upgrade the network connecting hundreds of schools and libraries.

The FSI collaborated with Juniper to design a resilient, forward-looking network. Together, the partner and Juniper positioned the value of a modern, AI-driven, cloud-managed network to provide the best possible Wi-Fi experience at schools and libraries as well as a high-performance, reliable, and secure core network.

## At-a-Glance

### USE CASE:

Core Network  
Campus Network

### VERTICAL:

Education

### REGION:

Americas

### PARTNER TYPE:

Federal Systems Integrator

### KEY TAKEAWAY:

Future-oriented network  
beat out Cisco and Aruba



## Solution

### Managed Network Services

The FSI won a multi-year contract to provision, manage, and operate the network for the state's ISP.

Juniper MX Series routers were used for the backbone, delivering high-performance, scalable, and secure internet services to schools and libraries. SRX firewalls provide next-generation protection at every connection point. Distributed denial of service attacks were then detected and mitigated in real time by the Juniper and Corero joint DDoS protection solution.

Schools and libraries now have fast, reliable wired and wireless connectivity to support digital learning and community Wi-Fi with AI-driven networking from Juniper. Juniper access points and switches work in conjunction with the Juniper Mist cloud architecture, driven by Mist AI™, to deliver optimized network user experiences. And Mist AI-driven tools automate and streamline network operations with proactive and self-healing capabilities.



## How the Deal Transpired

### Effective Collaboration Between Juniper and a Trusted FSI Partner

The FSI, a large and well-established federal contractor, proposed a best-of-breed solution in response to the state ISP's RFP. Juniper rose to the top during the state's evaluation and was the chosen network provider, beating out Cisco and Aruba for superior performance and greater operational simplicity.

The Juniper account team quickly became trusted advisors to the FSI's decision makers, network engineers, and operators as they worked together to ensure a successful design, deployment, and knowledge transfer.

The FSI and Juniper met the state's tight timeline to deliver fast, reliable connectivity to hundreds of schools and libraries with a future-proofed network.

#### PRODUCTS:

- Juniper MX routers
- QFX switches
- EX switches,
- SRX firewalls
- Juniper and Corero joint DDoS protection solution, access points
- Mist Wi-Fi Assurance
- Mist Wired Assurance
- Marvis Virtual Network Assistant

#### TIMELINE:

The sales cycle was 12 months



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