

Wireless Overhaul From Trusted Partner

How Lake County School District was able to overhaul its wireless infrastructure and find a trusted partner in the process.

- Pine Cove helped the district deploy new wireless hardware, a UPS, Chromebooks, laptops, and Securly solution to help the district meet its IT goals.

The Client

Located in the mountains of central Colorado, Lake County School District is the highest elevation school district in America at 10,500 ft. The district services 1200 users in total (1000 students and 200 faculty and staff). The district contains four different schools.

DJ Nephew took over as IT director for the district in February 2020. With part-time assistance from tech-savvy teachers, D.J. oversees "everything that plugs in, lights up, or beeps." When D.J. started working for the district, he was tasked almost immediately with upgrading the district's WiFi. Using E-Rate funding and a competitive bidding process, D.J. was introduced to Pine Cove Consulting and Ruckus Wireless. D.J. was not planning on using Ruckus for the upgrade but after meeting with Pine Cove and Ruckus, he was sold.

"The Pine Cove team is fantastic. The WiFi is fantastic. The Pine Cove team is on the ball and delivers on their promises. Pine Cove subtracts from my workload, unlike other vendors."

Overview

Challenges

Newly hired IT Director D.J. Nephew was only a week into his job before being tasked with overseeing a complete WiFi upgrade for the whole district. D.J. needed to develop a plan for the district's whole wireless infrastructure almost immediately. D.J. wanted a partner he could trust to help him build the wireless foundation that would power the school's connectivity for years to come.

Along with overhauling the wireless for the district, D.J. also needed a vendor he could trust to supply other key solutions at an affordable rate.

Process


After Lake County School District submitted the RFP for the E-Rate project, Pine Cove reached out and discussed what D.J.'s goals were for this project. Working with D.J., Pine Cove was able to devise a plan to improve connectivity throughout the buildings within the district.

D.J. was originally looking at purchasing a Ubiquiti solution, but was convinced that Ruckus Wireless was a better option to achieve his goals after meeting with Pine Cove.

Solution

Pine Cove sent its project team to work hand-in-hand with D.J. and his team to complete the installations. The team had to work quick on its feet amidst COVID-19 regulations and adapted to D.J.'s vision of providing connectivity in a way that was safe with social distancing requirements. Along with installing a completely new wireless infrastructure, Pine Cove also supplied Chromebooks, laptops, Securly, and a UPS to the district.

The Story

D.J. Nephew started working with Pine Cove Consulting when they replied to a RFP for an E-Rate project to overhaul the district's seven-year-old wireless infrastructure. Pine Cove worked with D.J. to identify and remedy wireless dead zones in the district. Pine Cove is now one of Lake County School District's most trusted IT partners. Solutions implemented by Pine Cove include: 



Wireless Infrastructure



Office 365 Migration



Endpoint Products



Securly-Student Safety



"I am really happy with Pine Cove. They do what they say they're going to do and subtract from my workload."

D.J. Nephew, IT Director
Lake County School District

products, Securly, and more. It's nice to have a partner you can trust to provide quality solutions and services that align with our goals. Ultimately, they subtract from my workload and provide a lot of value.

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Q: What would you say to someone thinking about working with Pine Cove?

A: I've been really happy with our relationship. Everybody that I've worked with at Pine Cove has been very good to work with and on the ball. Pine Cove does what they say they're going to do. When it comes to vendors, I need them to subtract from my workload, not add to it. That means that when I talk to vendors I need to be heard and understood. I always got that with Pine Cove. I have other relationships with vendors where I need to closely manage them and frankly, that adds to my workload and doesn't subtract from it. I don't have that problem with Pine Cove.

Q&A with DJ

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Q: How has the technology been working since the install?

A: The Wi Fi has been fantastic. I love how well that's been working. The zone controller is faster and makes a lot more sense. I like that I don't have to mess with it or do a lot of tuning like I used to do with the old system.

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Q: How did Pine Cove help elevate the district's technology?

A: We had a ruckus environment already when I started working at the district but it was a seven-year-old network that wasn't installed very well the first time. Because of that, we had some performance issues which included deadspots throughout the district. Pine Cove did an excellent job mapping out and installing the district's new wireless hardware. Especially in the age of COVID, the new system allows our students to have reliable connectivity while social distancing. Pine Cove is now a trusted partner of ours and has supplied us with several other solutions including email, endpoint



pine:cove

CONSULTING

We are dedicated to providing our clients the very best that technology has to offer. We personalize our services for each individual client by completing a comprehensive assessment.



Our Process

- Assess Current Technology
- Identify Improvements
- Review Technology Possibilities
- Implement Personalized Solution

Technical Background

- 30,056 Cyber-Attacks Stopped Daily
- 20,103 Users Currently Supported
- 2,527 WAPs Installed
- 2,008 Server Installs/Configs
- 35 Technical Certifications
- 26 Years of Experience



Contact

- Sales@pinecc.com
- pinecc.com/contact
- www.pinecc.com

Our Solutions



Cyber-Security



Communication



Infrastructure

Where We Work

We work with businesses, government agencies, and educational institutions across the rocky mountain region. We have employees stationed across the region ready to assess and address your technological needs.

- Client
- ★ Pine Cove Employees/Office locations

