

## E-Rate Network Refresh

### Why North Conejos School District Chose Pine Cove Consulting for a Complete Network Overhaul Using E-Rate Funding.

- Pine Cove Consulting assisted the district
- with replacement of core switches and
- access points throughout the district's five
- schools.

### The Client

Located in southern Colorado, North Conejos School District encompasses five different schools which support 1100 students and 100 staff members. The district's IT director, Brad Huffaker, has served in his role for 23 years. Along with being a one-man IT department for the district, Brad also serves as CTE coordinator, assessment coordinator, and a school bus driver.

North Conejos put out an RFP to replace its entire network infrastructure that supports all five schools in the district. After evaluating several vendors, the district and Brad chose to work with Pine Cove Consulting. They felt Pine Cove Consulting's proposal was personalized to address the district's problems and bottlenecks. Brad used Pine Cove Consulting to assist in installation process as well.

**"I appreciated the way the sales team approached the RFP and first sought to understand our problems, then built a solution to address those problems."**

### Overview

#### Challenges

"It was definitely time for an upgrade," said Brad Huffaker the district's IT director. North Conejos was looking to utilize the e-rate government funding for schools to upgrade the core switches and the access points throughout the district.

The district wanted to increase the number of wireless devices distributed throughout the district and needed a wireless infrastructure that could support this increase, as well as future device rollouts.

#### Process

North Conejos put out an RFP seeking pricing and network designs from vendors. After meeting with the Pine Cove team, Brad felt Pine Cove was the best company suited to address the district's needs.

Once chosen for the work, Pine Cove Consulting created a heatmap to ensure that the district would have connectivity where they wanted it. Pine Cove also worked with Brad to create a plan for installation of the technology.

#### Solution

Pine Cove Consulting installed approximately 20 Ruckus switches and more than 50 Ruckus wireless access points for the district in a matter of a few days. Pine Cove Consulting worked hand-in-hand with Brad to ensure that the installation was successful and then worked with Brad after the install to make sure the solution continued to work for the district.

## The Story

North Conejos School District was ready to implement a new network and sought a vendor that would personalize the solution the district needed to address specific problems and growth goals. Pine Cove Consulting was selected because of the combination of its product and service. The solutions implemented by Pine Cove Consulting included:



Network Infrastructure



Installation Services



“The install would definitely be ranked right up there with the very best, cleanest, quickest, and neatest installs that I’ve done.”

Brad Huffaker, IT Director North Conejos School District

## Q&A with Brad

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Q: How does your experience with Pine Cove compare to other projects you’ve worked with?

It was definitely as good as any install I’ve done in my 23 years at North Conejos School District. It would be ranked right up there with the very best, cleanest, quickest, and neatest installs that we’ve done. The Pine Cove team did a great job. I can’t fault the way Pine Cove came in and took care of things and did their business. I thought it was a great job.

2

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

I would encourage them to give Pine Cove a strong look. Give them a fair chance. I appreciated the way the sales team approached the RFP and first sought to understand our problems, then built a solution to address those problems. Scheduling was quick and painless. Pine Cove always kept me involved with the project and the pricing was fair.



# 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

- Analyze Current Technology
- Design Personalized Services
- Deploy Products and Services
- Support/Help Desk
- Sustain with Long-Term Planning

## Technical Background

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



### Contact

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

## Our Products

- Cybersecurity
- Network Infrastructure
- Communications
- Physical Security
- Student Safety

## Our Services

- Budgeting Planning
- Support Desk
- Managed Services
- Installation Services

## 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

