

Local Government Successfully Increases its Communication Capabilities

CASE STUDY

Dinwiddie County saves over \$25K in recabling costs with the NVT Phybridge switch innovation.

Executive Summary

Dinwiddie County
Industry: Government
Location: Dinwiddie, Virginia
Number of Employees: 160+

CHALLENGE

- Multi-building deployment.
- Infrastructure overall could be costly and time-consuming given their need to be open 24/7.
- Security risk of layering voice on the data network.

SOLUTION

Avaya solution powered by NVT Phybridge Long Reach Ethernet switches.

RESULTS

- Leveraging existing infrastructure eliminated all disruptions and risks.
- Secure network with a separate physical path for voice.
- Overall improvement in the ability to manage call control.
- An optimized LAN foundation with one central point of convergence.
- A quick, easy and economical migration to IP Telephony.

PRODUCT LIST

NVT Phybridge Switch Series

Employees of Dinwiddie County's municipal government serve nearly 25,000 constituents in this community located just 25 miles south of Richmond, Virginia. Housing everything from the county Sheriff's department, to the Board of Education, to Parks and Recreation, and the local Health Department, information and telecommunications flows into, and out of, the County's facilities at a rapid pace.

Challenge

County administrators wanted to move approximately 160 users in multiple locations to a unified communications network to increase voice and data communications capabilities. However layering voice applications and IP phones onto the County's local area network (LAN) created significant physical and financial barriers, not to mention operational concerns. Dinwiddie officials weren't prepared to take on the ongoing management requirements of a layered, unified network in multiple locations, some of which required significant infrastructure changes in order to accommodate a new Voice over IP (VoIP) system. The recabling costs alone were estimated at \$26,000 - a large price tag for any county government striving to deliver optimal service at minimal cost. And when your customer is the voting public, seeking a high return on investment isn't only optimal: it's mandatory.

The county was looking for a LAN topology that would support the migration to IP Telephony while reducing management complexities and costs. In addition, they desired a methodology that would allow for a graceful non-disruptive migration in all locations.

Solution

Seeking the advice of their telecommunications partner, Dinwiddie County discovered the advantages of the NVT Phybridge network switch. NVT Phybridge offers the ideal solution for customers who face significant LAN readiness challenges as a result of layering voice on their data network.

NVT Phybridge developed the only data network switch in the world to deliver Ethernet and Power over Ethernet over a single pair of telephony grade wire with 4 times the reach of traditional data switches. Customers are leveraging their existing, proven reliable voice infrastructure to create a separate network path for voice communications, complimenting an existing data network, while optimizing an organization's IT infrastructure for voice and data convergence. It was designed specifically to handle any organization's existing or future real-time voice requirements delivering a robust platform ensuring voice quality of service today and into the future.

Results

Installing the NVT Phybridge switch allowed Dinwiddie County to deploy across all locations with a similar experience. Given the voice infrastructure leveraged by

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“We simply disconnected the old phones and installed the new IP phones ... simplicity is key.”

Norman Cohen Jr.
Director of Information Technology
Dinwiddie County

the NVT Phybridge switch is standard across every location, Dinwiddie County eliminated all risks with a repeatable, predictable and scalable deployment experience across all locations. In addition, the ongoing management of the network is simpler and the risk of issues compared to a layered network solution is significantly diminished.

Another key to the NVT Phybridge solution is the compatibility it provides for any future network expansions. For example, when Dinwiddie County wants to provide users gigabit to the desktop, the IP phones installed with the NVT Phybridge switch can easily support this upgrade, again reducing additional costs and eliminating management complexities.

A simpler, cost-effective solution that is easily maintained and provides future network growth capabilities, the NVT Phybridge solution proves to be a risk-free, sound investment for any government administration.