



# More than Wi-Fi

How nuclias, its integrations and TaaS can provide you a flexible and scalable Wi-Fi solution.



# nuclias for education

# D-Link solutions

No matter the size of a school, college or university, there will always be a set of common IT problems.

These can range from a slow internet connection, patchy Wi-Fi or blackspots. Despite these issues, correcting the infrastructure behind these problems isn't seen as a high enough priority.

What schools are implementing and where are they going?

- AR/VR
- Remote Learning
- Cloud based resources
- Adaptive Learning

Poor network infrastructure could mean missing out on these data intensive technologies and result in dropping enrolments for your school, college or university.

## Without investing in infrastructure;

Increasing the number of devices will increase the demand on the network, causing disruption to key systems within the campus, hampering students' e-learning.

Devices will not be used to their full potential due to the lack of available bandwidth on the network. Slow or non responsive applications, high video buffering will cause frustration for both students and teaching staff.

Without investing, new technologies cannot be implemented, potentially disadvantaging the students e-learning and causing the school, college or university to look less attractive for enrolment.

Looking at the specifics, are your networks switches capable of handling these new connections, do they have the capacity to grow as your connected device numbers do?

Ad-hoc networks can grow out of control over time, only by centralising the management can you regain the control and manage the scalability.

At D-Link we can help you plan for future growth, by providing a resilient, flexible and scalable network solution.

nuclias Cloud solutions can be monitored and maintained from anywhere, giving your school a great platform to build your IT environment.

Robust and modern networking switches should form the core of any school, big or small, with powerful Wi-Fi access points delivering the connectivity required.

## Why use D-Link nuclias Cloud within your School, College or University?

Cloud solutions are enabling changes to the way that technology is deployed. No longer are teams of people required to manage individual products such as switches and wireless access points.

**We understand that the resources are limited in schools, to maintain and manage your networks. Our nuclias Cloud solutions provide centralised management for ever expanding networks, allowing you control every facet of your network from wherever you are.**

## Stampede for Education

nuclias offers full integration with Stampede, allowing you the chance to offer your students and staff an inspiring learning environment through a safe and secure WiFi network.

Stampede provides educational organisations with smart technology allowing students and staff to maximise the benefits from the web.

- **Safe and secure** Wifi connection
- **Whitelist and blacklist** users to avoid network misuse
- Send automated **email and SMS messages** to update staff, students and parents
- **Streamline processes and internal communication** through the WiFi network
- Use **WiFi Analytics** to track attendance

Your organisation will benefit from a frictionless, password-free and totally secure **WiFi experience** with an **easy to manage network**.



# nuclias Cloud for education



nuclias is designed to give schools, universities and other educational institutions the centralised management they need to provide seamless Wi-Fi connectivity to large numbers of students, across large campuses, without compromising their safety and privacy.



Easy to use, easy to configure



Secure encrypted communication between the device and the cloud



Social login for Wi-Fi access supported



Advanced traffic report and data analysis



Over-the-web firmware upgrades



Zero-touch deployments



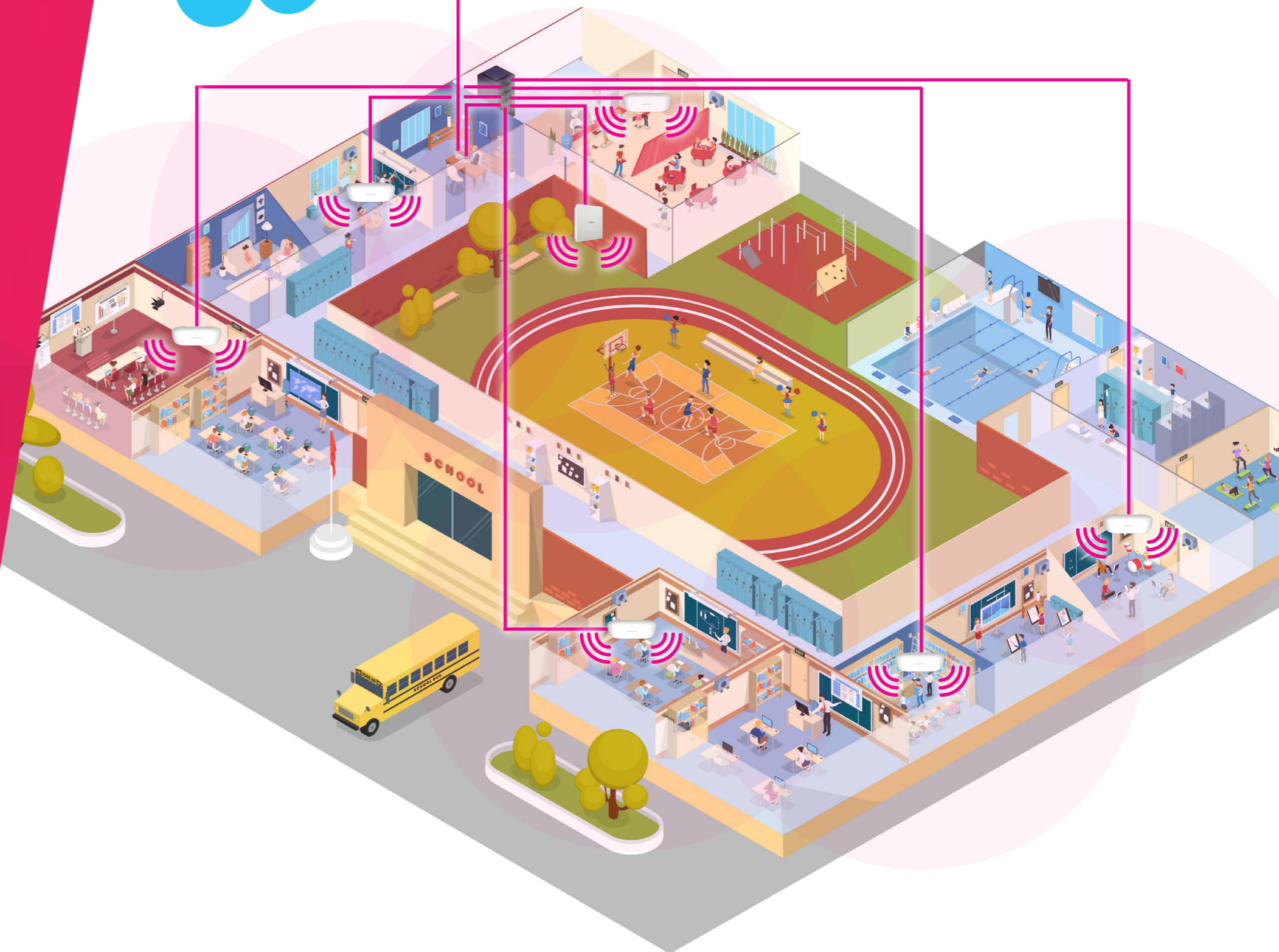
Automatic monitoring and alerts



Role-based administration



Intuitive web-based interface with multilingual support





# TAAAS Tech As A Service

nuclias offers educational organisations the chance to purchase via TaaS, or Tech-as-a-Service, so rather than paying for the installation in one lump sum, it can fit into your school budget, whether you choose to pay weekly, monthly, quarterly or on an annual basis under a subscription model.

TaaS can provide the perfect way to spread the cost of investing in your network and allow you access to the latest equipment without a large lump sum outlay - provide the very latest innovations in learning without bandwidth worries.

<p>25 x DBA-2820 Access Points</p> <p>28 x 3 year nuclias cloud license</p> <p>3 x DBS-2000-10MP Installation and carriage</p> <p><b>£16,344 total order value</b></p>	<p>With Tech-as-a-Service you only pay</p> <p><b>£400.83</b></p> <p>per Month for 4 years.</p>	<p><b>Options at the end of 4 years</b></p> <p>Extend your service agreement</p> <p>Choose a 3 - 12 month extension</p> <p>Return equipment and refresh</p>
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Subscription based purchases are growing in all sectors

Big brands such as Netflix, Adobe and Microsoft have embraced and adopted these models.

## What's in it for...

The installer	The end user
<p>A quick and easy way for your customers to acquire hardware, software and services with no upfront cost.</p> <p>Helps create customers for life via long term, sustainable relationships.</p> <p>Create new revenue streams</p>	<p>With TaaS you can sign a single agreement for all your IT Needs: hardware, software and support, plus a range of services such as deployment, training, and management of your network.</p> <p>Simplifies support and upgrade of your network with a single, long term relationship with your network provider.</p> <p>Ensure you are always providing your customers with the best Wi-Fi experience by refreshing your network at the end of the agreement.</p>
<p>Scale the network and agreements as you grow – add new hardware or software as and when needed with just 1 payment.</p>	



## What is Tech-as-a-Service?

- A quick and easy for your customers to acquire hardware, software and services with no need for large upfront meets your customer's needs.
- For the reseller, TaaS can improve margins and create new revenue streams.
- It helps create customers for life via long-term, sustainable relationships investment.
- Combine hardware, software and services into a solution that is cost effective.





# Wi-Fi Access in Every Classroom

Digital learning is becoming more important in the classroom, it allows teachers to better engage with students and enrich their learning. D-Link's nuclias wireless solutions are designed to give your campus strong, reliable and seamless Wi-Fi coverage.

With outdoor AP's, your Wi-Fi network can cover the school grounds, meaning that learning is not just confined to the classroom.

## Bring Your Own Device (BYOD)

With BYOD in place the School/College/University must have a strong, secure and flexible Wi-Fi network capable of supporting multiple client devices, as students will want to connect smartphones, tablets and laptops to the Wi-Fi.

There has never been a more important time to ensure a secure wireless solution for your school, which our nuclias platform can provide.

Implementing BYOD can bring with it its own concerns, however with nuclias cloud creating a segmented network to keep your important devices safe has never been simpler. Create wireless networks which allow internet access but not to school services and resources, ensuring peace of mind.



## We'll take care of the plans!

D-Link's team of technical experts can plan the best Wi-Fi solution for you, no plan is too big or small! Arrange a site survey for your public sector project and get a free nuclias AP\*

If you'd rather do it yourself, we have powerful free planning tools at your disposal, simply become a VIP+ partner to gain free access.

\*free dba-1210 on completion of site survey

## Case study

# Wood End Academy

Refreshed network - nuclias Cloud managed solution for an Academy school in West London.



**Customer:** Wood End Academy  
**Industry:** Education  
**Location:** UK  
**Challenge:** Full Campus Wireless coverage  
**Solution:** DBA-2820P and nuclias 3 Year Licences  
**Results:** Improved wireless coverage and security  
Feature rich wireless network

Wood End Academy a junior school at the heart of the Greenford community in the London Borough of Ealing, who are committed to achieving high standards and providing the very best opportunities for your children.

They are looking to improve and embrace a digital policy for their students, by migrating towards a cloud managed solution. The school were pursuing a solution to improve their network speed and capacity, that's also easy to maintain.

### Challenge

To deliver a robust and scalable Wi-Fi network to meet all current and future needs. Providing seamless roaming wireless across the campus and office teams while segmenting the network to ensure that security and data remains safe and secure. Having a scalable solution was paramount, so that adding additional devices to the network and increasing the demand, didn't cause disruption to key systems within the school, hampering students' e-learning.

### Solution

D-Link provided a cloud based solution via it's nuclias platform, setting up a full wireless network of high density access points to provide the highest speed and connectivity available.

nuclias access points DBA-2820P were deployed for a state of the art wireless cloud managed solution, enabling the school to create the fastest campus wide wireless network possible, with PoE incorporated as standard. D-Link along with Levett consultancy, worked together to plan the best deployment of access points across the campus in order to provide the required range of broadcast.

The Nuclias 3-Year licence enables cloud management on the DBA-2820P access points for an additional three (3) years.

This solution was installed by our MSP partner Levett Consultancy, who will manage and maintain this solution remotely on behalf of Wood End Academy. Levett provided a fully rounded service from consultancy, project management and on going support - see here: [levettconsultancy.co.uk/solutions/ict-support-services/](http://levettconsultancy.co.uk/solutions/ict-support-services/)

### Result

The D-Link solution nuclias platform has delivered a fast and robust solution for Wood End Academy's students and staff. It has enabled them to make the most of technological advances in e-learning and deliver this seamlessly. The remote network management has also taken a strain off of the on-site IT resource.

Wood End is following Levett Consultancies 'Your Cloud' strategy that enables a flexible learning environment built on the foundations of a scalable and robust D-Link infrastructure

### Products & Services



DBA-2820P



Three year nuclias Cloud licences



# Costs

## Nursery Package

4x nuclias Access Points (DBA-1210p)

Stampede Basic Package

**Cost - £970.12**

## Features

- Full wireless coverage
- Analytics
- Easy Sign In
- Custom data capture
- Email support

## Middle school Package

5x nuclias Access Points (DBA-1210p)

5x nuclias Access Points (DBA-2820p)

PoE power Switch DBS-2000-28P

1x DCS-4714E Camera's

Stampede Basic Package

**Cost - £4,137.17**

Residual Value - 36 months - **£122.06**

Finance - 36 months - **£130.20**

## Features

- Full wireless coverage
- PoE for Voip/cameras
- Analytics
- Easy Sign In
- Custom data capture
- Email support

Larger campus add an extra AP for apx **£4.50 (per month)** or upgrade to hi-density 2820P for an additional **£11 (per month)**

## University Package

60x nuclias Access Points (DBA-2820p)

1x PoE power Switch DBS-2000-52MP

2x DBS-2000-28P

12x DCS-4174e Camera's

Stampede Basic Package

**Cost - £25,057.33**

Residual Value - 36 months - **£723.39**

Finance - 36 months - **£788.57**

## Features

- Full wireless coverage
- PoE for Voip/cameras
- Analytics
- Easy Sign In
- Custom data capture
- Email support

**Need More Features?**  
Speak to the Stampede team about a building a bespoke package of features to suit your facilities and needs.



Residual Value means that the package can be extended or amended after the term, Finance package will end with ownership of equipment, quote is for information only



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