



"With a robust Aerohive solution in place at Fayetteville State University, the campus now enjoys comprehensive coverage and high availability. Regardless of what is thrown at the network, from high density in residence halls to large campus-sponsored events, the IT team does not worry about the Wi-Fi. On top of that, the Aerohive solution has delivered immediate ROI, saving FSU more than \$600K and ensuring a rock-solid solution that will easily scale in the years to come."

— Nate Gantt
Network Specialist,
Fayetteville State University

Fayetteville State University

State University Selects Aerohive for Comprehensive Wi-Fi and Measurable ROI

About Fayetteville State University

As a constituent institution of the University of North Carolina, Fayetteville State University (FSU) carries on a rich educational history as the second-oldest public institution in the state of North Carolina. With more than 6,300 students and 1,000 faculty, enrollment has grown rapidly in the last several years, with a \$46M campus construction and renovation campaign underway to accommodate additional students across the 92-acre campus. The university houses more than 1,500 students and supports 10,000 commuter students as well.

The Challenge

Several years ago, FSU came to a crossroads with advancing wireless technology at the university. At the time, students were no longer just bringing a laptop to campus, but expected continuous connection for multiple devices across the entire campus. Technology was also integrated more frequently in classroom environments which put additional strain and density requirements on the existing wireless network.

FSU was receiving repeated complaints from students about the Wi-Fi, especially in the residence halls and dorms. Due to budget constraints, FSU would likely need to roll out a comprehensive enterprise solution in phases to achieve the level of required density and to expand coverage. The IT team was overwhelmed with issues with interference, connectivity and the existing solution provider did not have adequate reporting tools. With heightening expectations for BYOD, repeated hardware failures and poor performance, and the emergence of 802.11ac wireless technology, the IT team was compelled to rapidly make decisions about upgrading and expanding the Wi-Fi.

The Solution

After an evaluation of leading solutions, FSU chose Aerohive, working with local technology integrators Onepath and Integrated Communications Services for the deployment. Aerohive was able to provide comprehensive coverage with fewer access points, which enabled FSU to meet budget requirements and save cost. Aerohive also provided robust monitoring and reporting capabilities which were a key selling point for the IT team.

FSU deployed more than 560 Aerohive AP230 and AP1130 access points to accommodate more than 6,000 devices on average connecting to the network each day.

Aerohive's HiveManager network management on-premises enabled the IT team to have a window into network use, with higher uptime rates and significant time savings without needing to troubleshoot on the ground. FSU has also integrated Impulse SafeConnect to extend security functionality to network access control. SafeConnect for Aerohive integrates directly with access points to dynamically assign Layer 2-7 firewall policies and QoS privileges. One of the best features for the Aerohive solution is the ability to automatically clear out interference and transition users to different access points as necessary for optimal performance.

FSU has set up separate guest network access and an SSID for faculty and administration. Going forward, FSU plans to continue the campus-wide Aerohive rollout, with the possibility of considering more outdoor coverage to ensure continuous coverage between campus buildings.

Why Aerohive

- Superior technology to provide comprehensive coverage, even in tough physical spaces and high density environments
- Cost-effective solution exceeded expectations and came in under budget
- Integrated security functionality at network access control level

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