



"The beauty with Aerohive is the solution is literally plug-n-play. Supplying network access across five different campuses can be difficult to manage when capacity dramatically fluctuates at different times of the day, or year across our facilities. Due to limited budget, we needed a solution that we could start out with as little as one access point and that would cost effectively scale. The Aerohive solution provided us with this option and through our pilot, we were able to justify cost to City Council and move forward with the entire project area that covered our Aquatics, Recreation and Cultural Centers. With Aerohive, we now have the ability to literally relocate an access point from one place to another and provide more coverage where we need it within a matter of minutes. This kind of flexibility is one of the biggest reasons we went with Aerohive, and we are continuing to expand this solution with our Police Department and Public Works Corporation Yards in the next year."

— **Jeff Rosenberger**
Information Services Manager
City of Morgan Hill

City of Morgan Hill

Aerohive Keeps City of Morgan Hill Residents Wirelessly Connected Across Six Campuses

Customer Overview

The City of Morgan Hill is located in southern Santa Clara Valley, just south of San Jose in California. The Valley is approximately four miles wide and is surrounded by the Santa Cruz mountain range to the west, and the Diablo mountain range to the east. Departments spanning across five major campuses service the city. These campuses include Information Services, Civic Center, Aquatics Center, Centennial Recreation Center and the Community & Cultural Center. Due to the City's progressive and forward thinking planning, Morgan Hill is considered a natural setting for business, providing a balanced environment that inspires innovation and productivity.

Challenges

The City of Morgan Hill has an extremely active Recreational program and provides many community services to its residents including sports, aquatics, a fitness center and more. As a result of the mobile device explosion, the city has seen a large uptick in the amount of devices users bring into environments across campuses. Prior to Aerohive, the city relied on a home office network solution to provide Internet access. This product posed several management issues for the IT department working to keep city wireless connectivity separate from public access to minimize security threats. In addition, this home office solution made it difficult to manage capacity due to extreme fluctuation in use across departments and time of day. Above all, the largest challenge was the city's restricted IT budget and limited staff. Faced with these challenges, the City of Morgan Hill began their search for a commercial-grade, high performance and easily managed networking solution.

Aerohive Solution

Jeff Rosenberger, Information Services Manager with the City of Morgan Hill, worked closely with Armando Garcia at Dicar in Morgan Hill to evaluate three traditional wireless providers including Meraki, Aruba Networks and Aerohive. In an effort to really get a feel for each product, the city tested solution sets from all three vendors. Specifically, engineers were tasked to deploy each product out of the box with little, to no help from the vendor. Aerohive was ultimately chosen for its controller-less architecture, ease of install and configuration and reliable customer service. The City of Morgan Hill is currently utilizing Aerohive's AP330's, AP350's, AP170's and HiveManager Online.

Why Was Aerohive Selected

- Aerohive's 'smart' access points are manufactured with built-in intelligence to operate without a controller and reduce the cost and complexity of deployment.
- Aerohive's controller-less architecture provides the City of Morgan Hill with the flexibility to actually move access points to support different capacity in higher dense areas.
- Aerohive's HiveManager Online is a centralized network management interface that provides customers with real-time topology, performance and client information to simplify troubleshooting and capacity planning. HiveManager Online is ideal for the City of Morgan Hill because it enables IT to manage their distributed environment with ease.
- HiveManager Online is an enterprise-class management system delivered as a cloud-enabled service. As a result, it easily scales and is extremely cost effective.