



ALE

Where
Everything
Connects



Invest in lives by investing in learning

Students and learning are a
smart investment in our future.

Working better together

Alcatel-Lucent Enterprise is dedicated to working with The Historically Black Colleges and Universities (HBCU's) to digitally transform campuses and change students' lives through improved learning experiences.

By delivering purpose built communication platforms and digital infrastructures, the transformative power of technology can empower students to reach further and achieve more.

Working together we can create turnkey technology solutions that connect campuses, students and faculties within a collaborative, secure learning environment. At the same time, we help finance that change and ensure the ongoing operational costs of digital transformation are more affordable.

Our innovative approach of combining state-of-the-art, future-proof solutions with affordable education institution specific finance solutions is already reaping benefits for colleges such as Morgan State University.



Helping HBCUs meet the challenges of the future

HBCU's are competing in a competitive market for digitally literate students who have more access to choice and financial aid than ever before.



Delivering the future

A new generation of selective students have high expectations for digital learning and see it as an essential tool for improving grades and gaining skills to further their careers. To survive and thrive, the onus on these colleges is to deliver:

- Wi-Fi and broadband networks that are always on and always accessible.
- Secure, safe and collaborative learning environments.
- Seamlessly connected, future proof platforms ready to deliver innovative, agile educational experiences.

Transforming education

We're also aware that the demands on finance and funding are increasing. Each college has its own unique needs and circumstances - whether it's to preserve historical campuses or update facilities and IT infrastructure.

We're here to help. Because we believe that digital transformation has to be an essential part of not just your future, but your students' futures. And we believe we can help plan, implement and finance effective and affordable transformation.

| Financing the Future

In an environment where resources are scarce and every dollar counts, the cost of financing digital transformation can be a real barrier to progress. That's why we work with leading financing companies to help institutions access finance at competitive long-term rates spread over 5, 7 or 10 years.

With scalable, outcome focused models shifting the burden of capital investment and managing complexity to vendors, we can also help you manage the ongoing costs of your digital transformation.

Technological support and implementation contracts can be tailored to your budgets so you can concentrate on your students' futures without worrying about IT costs.

This approach has already proven successful in a ground-breaking IT Infrastructure for Morgan State University.



For the 6th consecutive year Alcatel-Lucent Enterprise was positioned by Gartner, Inc. in the Visionaries quadrant of the "Magic Quadrant for the Wired and Wireless LAN Access Infrastructure and was recognized as a Visionary in the report

November 2017

Tim Zimmerman, Christian Canales and Bill Menezes.

Technology that takes your students further

Our turnkey education solutions deliver communications such as cross campus Wi-Fi, integrated educational resources and cloud solutions. Together they connect students with resources, educators and faculties seamlessly, securely and cost-effectively. We create not just better learning environments but safer, more responsive and aware ones. Together they empower and enable students to achieve more and enjoy better outcomes, not just academically but in their careers and in society.

These future proof solutions also give you the platform on which to build bespoke educational programs which will suit each and every students' needs. The possibilities are endless for real-time collaboration and immersive, personalized learning experiences delivered via remote, flipped, experiential and hybrid learning.



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Customer Success and their inputs drives us at ALE to continue to build and deliver innovative enterprise networking solutions. We believe our positioning as a Visionary for the past six years in this report validates our efforts to deliver on simplifying life for IT departments. We feel that our wired and wireless solutions provide customers a single platform to securely manage the growing demand for mobility, bandwidth and expansion to the Internet of Things.

– Stephan Robineau, EVP Networking Business, ALE

Morgan State – The Case for Progress

Morgan's State's challenge was not unique, but it was vitally important to the institution's future success. Their existing network was obsolete. It was failing users across the campus, both students and faculty. And it was becoming increasingly difficult and expensive to manage.



What was needed:

- A new robust network backbone that increased bandwidth and accessibility across campus .
- A highly available and reliable Wi-Fi network that enabled students and staff to connect personal devices throughout campus.

But it had to be effective, affordable, scalable and future proof.

Working together with leading finance company Grant Capital Management we put together an innovative financing package that enabled the University to undertake this much need digital transformation.

We delivered a new and state-of-the-art network. And we did it for the same amount that their support renewal would have cost if they have remained with their previous outdated vendor network.



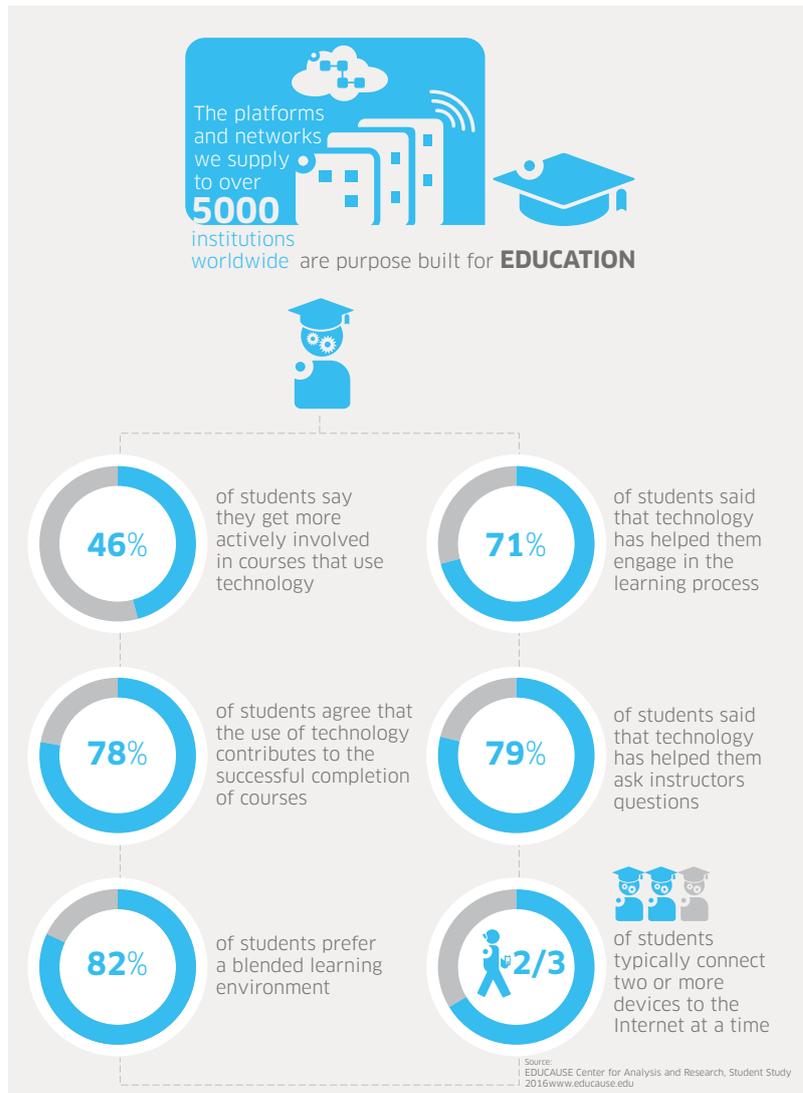
Products and Services used

- Alcatel-Lucent OmniSwitch® 10K Modular LAN Chassis
- Alcatel-Lucent OmniSwitch® 6450 Stackable Gigabit Ethernet LAN Switch
- Alcatel-Lucent OmniSwitch® 6900 Stackable LAN Switch
- Alcatel-Lucent OmniAccess® WLAN Access Points
- Alcatel-Lucent OmniVista® 2500 Network Management System
- Alcatel-Lucent OmniVista® 3600 Air Manager
- Alcatel-Lucent OmniAccess® WLAN Controllers
- Alcatel-Lucent Premium DeskPhones

Alcatel-Lucent Enterprise – Leading the way in digitally driven learning environments

Alcatel-Lucent Enterprise takes pride in our role as a leading provider of innovative educational solutions to schools, colleges and Universities across the USA. The platforms and networks we supply to over 5000 institutions are purpose built for education – and our extensive experience ensures we deliver solutions that work on time and within budget.

At Morgan State University in Baltimore Maryland, we have worked closely with innovative finance company, Grant Capital Management. Together we have financed and created a robust new network backbone which provides students with secure, highly available and pervasive Wi-Fi throughout the campus.



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Alcatel-Lucent equipment provides a simple yet flexible and eco-friendly design using a small number of platforms in diverse roles to maximize best practices across our campuses.

– Michel Davidoff, Director
Cyberinfrastructure CSU, Chancellor's Office

US Education Customers





Working across the nation to improve learning experiences

The future starts here

Find out more about future proof digital learning at
<https://www.al-enterprise.com/en/industries/education/intelligent-campus>



Connected Education

Where education connects with technology that works. For your school, college or university. With global reach and local focus, we deliver purpose built networking and communications for the education environment that enable secure, reliable collaboration between your faculty and students.

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