**mojo** Networks



## INNOVATE | COLLABORATE | INSPIRE

Marysville, Ohio - Where the grass is greener. Home to Scotts/MiracleGro company, the grass is truly greener here. Families flock to the suburb to take advantage of the community that values and invests in delivering 21st-century learning via technology and curriculum to a population of 6,000 students and school staff. Marysville Exempted Village School District has a strong record of academic achievement and a reputation for being trailblazers in 21st- century learning initiatives. With a mission to Innovate, Collaborate, and Inspire, Marysville has created a learning environment designed for achievement.

## Cutting-edge Learning Technology Requires Bullet-Proof WiFi

Marysville is an early adopter of K-12 technologies. They have 1:1 Chromebooks for 5th through 12th grade and computer labs that enhance digital learning initiatives and support advanced engineering and IT programs, and they have incorporated a Learning Management System (LMS) into their daily routine. Their LMS and SIS tools allow teaching staff to easily create personalized learning customized for each child based on their learning profile. With a dedicated staff to oversee these programs for Marysville schools, the administrators can see who is in the class and how they learn, and learning programs are then customized to students. In addition to this, Marysville utilizes other learning improvement tools that pull student analytics from multiple resources including classroom and state testing. Large pools of data are used to see how individual children or how grade levels are performing so that inefficiencies or areas for improvement can be quickly identified and necessary resources can be dedicated. Big data and predictive analytics for K-12 are helping to drive instruction.

Needless to say, a sophisticated digital learning environment such as this requires a robust WiFi infrastructure to support it and Marysville's WiFi was failing.

Marysville's access points (APs) were suffering from interference and routine failures, particularly during high usage periods such as state-mandated testing. With over 6,000 devices on the network daily, the APs couldn't keep up with the number of client devices and the traffic demands on the network. WiFi complaints from students and faculty were routine and the Marysville IT staff were constantly fixing WiFi problems and traveling to their schools for onsite troubleshooting. Standardized testing periods became anxiety-filled times, not just for students, but the IT department who recognized the fragility of their network. APs would routinely crash during crucial testing periods and the remaining functioning APs were forced to deal with a sudden onslaught of new devices, bringing throughput to a crawl. In order to maintain their commitment to excellence, support the 1:1 learning initiative and be forward thinking, Marysville recognized they needed to upgrade their WLAN.

> " It is very rare in the networking world where something just works... plug and play simplicity with little to no effort. We are very pleased with the initial roll out of our Mojo Wireless Network."
>
> -Christian Blevins, Network Engineer, Marysville Schools

## WANTED: Scalable, Secure, Cloud Managed WiFi

The lean Marysville IT team led, by Tom Powers, Director of IT, recognized they needed a new WiFi solution to keep pace with school and student needs. An RFP was issued and all of the usual WLAN vendors were included. The key criteria that Marysville considered in their review were security, a cloud-managed platform, and cost to name a few. Marysville sought to invest in a WLAN infrastructure that would future-proof their schools and provide the most secure environment for their students and staff. Ideally, the solution would combine all of these features at the lowest possible cost.

Case Study

## Retiring Controller-based WLAN and Moving to the Cloud

Marysville rolled out Mojo APs in the schools with the greatest need, which included the middle to high schools. Within one week, the integrator had installed approximately 250 APs at these locations. Tom Powers was pleased with the quick installation and thrilled at the plug-and-play nature of Mojo's APs. In Tom's words, "It just worked." Despite their concern about the small number of APs scoped for the project, Tom and Christian were happy to see that the C-130s provided more than adequate coverage for their schools. Few APs, better coverage, lowest cost.

> "Mojo cloud WiFi allows us to scale and easily update our network. Mojo's cloud solution has dramatically reduced the time we spend troubleshooting our network. In fact, since installation four weeks ago, we haven't received a single support ticket regarding WiFi where Mojo is installed. We had immediate relief from WiFi complaints."
>
> -Tom Powers, Director of IT, Marysville Schools

## Open APIs

Marysville has also taken advantage of Mojo's open APIs, allowing for Layer 7 implementation, which enables the IT department to block social media apps in the learning areas of schools' red zones (classrooms, auditoriums, labs, etc.), while enabling social media access in green zones (less academic areas such as cafeterias). "Rather than block social media apps entirely from the network, Mojo's open API solution allows us to give students the freedom to access social apps within defined zones of the school. This creates more focused classrooms, but also keeps network throughput as high as possible where it is needed most," said Tom Powers.

Mojo's full-featured cloud WiFi solution has become the backbone on which all of Maryville's digital learning tools and applications now function. Enjoying the lowest cost, most feature-rich K-12 solution, Marysville has elected to progress into to phase two of the project immediately and will begin installing Mojo APs in their remaining schools this year.

> "It was so awesome to sit back and have a WiFi network that required little to no oversight. The WiFi just works. This allowed us to focus on other initiatives rather than constantly dealing with support tickets"
>
> -Tom Powers, Director of IT, Marysville Schools

Learn more about Marysville Schools.



## Too Good to Be True?

While reviewing RFP responses, the IT team immediately took notice of Mojo Networks. In addition to delivering on all feature requests, Mojo also came in with the lowest cost. Given Marysville's high-density environment, the Mojo team recommended the C-130 tri-radio Wave 2 APs, built specifically for high-density environments. This would enable the Marysville IT team to take advantage of Mojo's Cognitive WiFi™ solution, allowing the network to solve WiFi problems before they are noticed by users. In addition to providing pristine WiFi, the 3rd radio can act as a client so the IT team could test the network from any location prior to important events to ensure there were no problems with the WiFi. The 3rd radio can also provide full-time Wireless Intrusion Prevention (WIPS) to keep rogue APs and other threats off the network.

The cost of the solution proposed by Mojo Networks and the technology integration partner was so low that Tom and Christian didn't believe Mojo could deliver what was being asked at that price given that the overall number of APs and cost per AP were significantly lower than the competition. Using E-Rate funding made the project even more affordable for Marysville.

After a thorough review, Marysville elected to move forward with Mojo for the full suite of features and its "all-included" pricing model:

- ✓ **Cloud-managed architecture allowing for robust and scalable network**
- ✓ **Simplified all-inclusive pricing including award-winning WIPS security with Mojo AirTight**
- ✓ **Cognitive WiFi™ capabilities with 3rd radio AP automated network troubleshooting**
- ✓ **Lowest cost WiFi solution**
- ✓ **Simple device authentication with Mojo Enforce**
- ✓ **Guest management features**

Case Study

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## Want to learn more about Mojo?
Request a personalized demo here or call us at +1 (877) 930-6394

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