

Allied Telesis for Higher Education



Industry Trends

- Schools face an “enrollment cliff” in many geographies, where demographic shifts mean that fewer students are enrolling.
- Schools must still compete for students, even in geographies not experiencing the enrollment cliff. Imagine the impact of a substandard network when potential students make a campus visit before deciding on a school.
- Many institutions of higher learning are pursuing “smart” initiatives with proliferating connected IoT devices (similar to smart cities).
- Esports—organized and competitive video gaming—have become very popular in higher education environments. Gaming platforms require networks with high performance and high reliability. They typically run over a wired connection.
- Institutions have increasingly adopted a hybrid learning model, where some learning sessions occur in person and some occur online. The network must be able to support this model.

Networking Challenges

- Legacy networks that cannot support smart campus initiatives and demanding applications like virtual reality.
- Poor support for high-density environments like lecture halls.
- Poor performing networks that fail to support esports competitions.
- Student, faculty, and staff dissatisfaction with the campus connectivity experience.
- Prospective students being discouraged from enrolling due to poor connectivity during campus visits.



Allied Telesis Solutions for Higher Education



Distributed Core:

Distributed and resilient core network with scalable stacking.

Classroom Networking:

High-performance wired and wireless connectivity to support students, faculty, and IoT.

Wireless Access:

High-speed, reliable Wi-Fi coverage indoors and outdoors.

Data Center:

Support for small to medium-sized data centers with high-speed connectivity.

Physical Security:

Connectivity and PoE to support security cameras, access controls, and more.

Cybersecurity:

Network access control, including the ability to quarantine devices detected by the firewall to be compromised.

Building Automation:

High reliability to support HVAC systems, lighting, and energy management.

Why Allied Telesis for Higher Education?

The success of Allied Telesis in higher education is based on three main attributes:



FLEXIBILITY

Our solution is designed for openness—we interoperate seamlessly with offerings from a variety of third parties, including our competitors in the wired and wireless networking space. Institutions are free to select the combination of hardware and software that works for them, with the confidence that Allied Telesis will interoperate with their selections. Customers also find that we are much more willing to work with them to design custom solutions than larger industry players.



RELIABILITY

We are vertically integrated and manufacture our own products, unlike our competitors. This allows us to deliver an extremely high level of quality backed by a limited lifetime warranty. Reliability also includes very high performance to support high densities and the most demanding applications—these include virtual reality and esports applications. Our solution supports the high device densities seen in higher education facilities like lecture halls.



SECURITY

Allied Telesis manufactures the products that comprise its networking solution, which means that higher education institutions are not exposed to the risks that may come with a supply chain characterized by outsourced manufacturing. We offer network access control, which includes the ability to isolate and quarantine any devices detected by the firewall to be infected with malware. This protects other devices and the network from compromise. We are known for supporting security cameras for video surveillance and integrate with popular video management systems (VMS). We also support emergency stations in the campus environment.





What Customers Are Saying About Allied Telesis

"The Allied Telesis switches have provided a very stable backbone for this critical service [CCTV cameras]. They have also given us a very flexible capacity. In the two years since the IP network was created, the physical area being monitored has grown and the number of cameras has increased by twenty percent annually. Despite these changes, the switches have continued to operate consistently and reliably without a hiccup."

Kostas Kyrifidis
Senior Consultant, Corporate Services
Resource Management Group
Kangan Institute, Melbourne, Australia



"Allied Telesis has been a good partner for us. Not only have they built a future-proof network infrastructure for our campus but they are also helping us teach our students the principles of computer networking. This fits perfectly with our specialized focus on computer science."

Romeo-Aurelian Popovici
Colonel dr. Military College "Stefan cel Mare"
Suceava, Romania



"We were very impressed by the work Allied Telesis did and the support they gave us. The upgrade was very quick, and their staff very cool-headed. If we face problems in the future, I expect that the company will calmly find solutions and take action."

Mr. Tsuyoshi Kawabe
Management and Administrative System Division
Bureau of Research Information
Kansai University, Osaka, Japan



関西大学
KANSAI UNIVERSITY



About Allied Telesis

Allied Telesis is a global provider of networking infrastructure for public and private organizations. Founded in Japan in 1987, the company brings together decades of engineering expertise with a long-term focus on quality, reliability, and operational stability. Headquartered in Tokyo and listed on the Tokyo Stock Exchange, Allied Telesis supports customers worldwide with networks designed for high-performance, dependable, secure operation over time.



25,000+
Enterprise
Customers



100+
Countries



2,000+
Channel
Partners



2,000+
Employees

CBHE20260528