



SYNOPSIS

Sarasota County, one of the fastest growing areas in Florida, is served by an extensive system of agencies and departments. With the goal of rebuilding its telecommunications infrastructure to improve efficiency and plan for the future, the County turned to NextiraOne to design, engineer, install and manage a high-capacity, state-of-the-art converged optical network. Teams of NextiraOne experts built a powerful, united and cost-effective solution, and helped bring a leading-edge solution to the County government.

SARASOTA COUNTY DEPENDS ON NEXTIRAONE FOR NEW CONVERGED OPTICAL NETWORK

Sarasota County is one of the fastest growing areas in Florida. Encompassing more than 600 square miles on Florida's west coast, including the incorporated cities of Sarasota, Venice, North Port and Longboat Key, Sarasota County has been recognized by Money Magazine as one of the top 20 places to retire.¹

THE CHALLENGE

Providing key services to more than 277,000 residents, Sarasota County government is comprised of eight administrative departments, ranging from Public Works to Emergency Services. With more than 4,400 employees operating from as many as 32 locations, the County's telecommunications needs are vast, and its ability to provide consistent, fast and reliable services to residents depends upon a powerful voice and data system.

In April 2000, Sarasota County began the process of completely rebuilding its communications infrastructure. Operating with out-of-date technology and disparate systems that could not integrate, the County was searching for network integration expertise on its new network project.

In January 2001, the County selected NextiraOne to provide a total telecommunications solution, from design and engineering, to installation and on-site management. Teams of NextiraOne experts created and implemented a high capacity, state-of-the-art converged optical network solution for Sarasota County, bringing a leading edge solution to the County and its residents.

THE SOLUTION

After careful analysis of the County's existing telecommunications infrastructure and the defined objectives, the NextiraOne design team quickly began to plan the creation of a converged voice and data network that would unite the County's operations, streamline internal administrative functions, and improve communications with County residents by phone and on-line. A NextiraOne voice specialty team, data specialty team and optical specialty team worked together on the project.

NextiraOne experts helped to define the following key objectives and resulting solutions for the new voice and data system:

Uniting a disparate voice and data network: The County had multiple systems from various manufacturers, making the network difficult to manage, integrate and maintain. NextiraOne planned and installed a unified network that allows for ease of use, maintenance and upgrades.

Establishing a simple dialing plan: A complex dialing plan with 13 different telephone prefixes made it difficult for residents to locate employees and departments. NextiraOne resolved the problem by creating a simplified plan consisting of one prefix for the entire County.

Enabling the County's fiber to become a multimedia internal network: The County sought a core optical ring that is bit-rate and protocol independent in order to accommodate any future voice, data or video applications. NextiraOne delivered this solution.

¹ Money Magazine Online, May 10, 2002



“NextiraOne has provided a complete and powerful network solution to bring Sarasota County to the leading edge of 21st century technology, and that means better services and lower costs for our 277,000 residents. NextiraOne’s innovative plan allows us to use the County’s existing fiber to unite our voice and data network, reducing our ongoing telecommunications charges, saving the County hundreds of thousands of dollars a year in leased line costs, and creating a network with unlimited growth capacity.”

— Robert D. Hanson, CIO
Sarasota County

Staffing a high level of technological expertise: Technical support was a key priority for the County; NextiraOne is providing an optical engineer on-site for one year after completion of the project. The on-site engineer manages the network and provides technology transfer to the County’s employees so that they can effectively manage the network on their own. NextiraOne also is providing class time for County employees to become Nortel Networks™ certified and in order to administer their own system.

Reducing communications expenditures and using taxpayers’ money more efficiently and effectively: The County placed great importance on savings. The NextiraOne solution allowed the County to use their own fiber to network all of their sites for voice, data and video, reducing their ongoing telco charges. In addition, the NextiraOne solution includes standardized equipment that allows economies of maintenance, as well as a centralized network management system to empower the County to employ cost-control measures.

Establishing a platform for the future: Adaptability for growth was a critical objective. The NextiraOne solution will enable the County’s network to continue to grow in size, applications, bandwidth and technology. Future enhancements and upgrades will allow the County to stay current with software and technology while avoiding any major capital outlay.

NextiraOne installed the new network between January 2001 and August 2002. After installation, the NextiraOne mission continues with on-site management and ongoing consulting services.

Sarasota County’s new converged network employs some of the best products available, including: OpteraMetro™ Optical gear, Nortel Networks routers and switches, Meridian 1™ PBXs with Call Pilot™ and Symposium™ Call Center Servers for VoIP between the sites and Remote Office 9150s at remote sites.

THE RESULTS

The benefits of the converged network and the thorough implementation and management by NextiraOne are clear.

Savings: The NextiraOne solution is expected to save the County hundreds of thousands of dollars a year in leased line costs.

Service: With a simplified dialing plan and fast network, the County is now in a prime position to offer residents better service.

Growth: The NextiraOne solution will allow the County’s network to grow at minimal cost, while maintaining the integrity and power of the network.

NextiraOne is a leading global provider of integrated enterprise network solutions and services that enable effective, reliable business communications. We cover everything from planning and design to the implementation, support and management of voice, data and converged communications networks. We provide best-in-class technologies from industry-leading providers. And we offer consultation and solutions development ranging from contact center applications to network infrastructure outsourcing.

Discover more at www.NextiraOne.com



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