



EXECUTIVE SUMMARY

Customer Name
ROC van Twente

Industry
Education

Business Challenge
ROC van Twente community college wanted a robust and scalable network for reliable high-speed Internet connectivity for all users and to facilitate the introduction of new services. However, it wanted to avoid large upfront payments.

Solution
ROC Twente chose a Cisco LAN infrastructure. Financing through a Cisco Capital lease has enabled the college to free capital for educational innovation and new real estate projects.

Business Value
ROC van Twente now has an always-on IT infrastructure that is accessible to students, college staff and management. The network provides the technical base for e-learning and new collaborative working models.

Cisco Capital leasing agreement allows Dutch college to acquire new technology and free cash for educational innovation

ROC van Twente is a community college with 28,000 students and 1,600 employees. Based at campuses in Hengelo, Almelo and Deventer in The Netherlands, the college's range of learning programmes is continually expanding.

Business Challenge
With an annual turnover of €171.3 million, the college wants to become the most innovative community college in the country within the next two years. It aims to enable all users in all its campuses to access the Internet and multimedia educational software packages and e-learning programmes via fast connections to a reliable network infrastructure.

In common with experience throughout Europe, the Dutch education sector is dealing with the problem of greater demand for its services against a background of shrinking budgets.

Faced with this reality, ROC van Twente chose Cisco Systems Capital® to finance its network, enabling the college to set aside much needed cash for educational innovation and improvements to its estate.

Solution
The decision to use Cisco Capital to finance the network was based on the convenience of a one-stop-shop and the fact that Cisco Capital rates were the best deal overall. In fact they were lower than Bank Nederlands Gemeentes, the national bank normally used for financing public sector projects. Furthermore, the college has the option to upgrade to new technology during the life of the lease.

Okko Huising, Head of IT at ROC van Twente, says: "The leasing agreement from Cisco has enabled us to move out of the 20th Century in terms of technology and allowed us to introduce innovative educational tools and expand our real estate."

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—Okko Huising, Head of IT,
ROC van Twente

Business Value

The LAN infrastructure required an investment of \$320,000. Financed by Cisco Capital, implementation by a Cisco partner company – Dimension Data – took just five months, completing in March 2004. The network is not only helping the college provide professional standard IT facilities for students, employees and managers but also is enabling it to integrate more readily into the community. For example the college is providing local shops with kiosk-based branches on campus, and an extranet will facilitate the hiring of its rooms to local organisations and clubs.

Cisco Capital has allowed a budget-constrained business such as a community college to progress in technical and business terms so that it can continue to meet the educational challenges of the 21st century. Roc Twente will also invest \$300,000 in Cisco IP Telephony in 2005, sparking more innovation as well as lowering costs still further. Okko Huising concludes: “Our network is doing exactly what we want, which means our people only have to worry about educational services and not Internet connections or e-services.”

Technology Blueprint

The college chose a Cisco LAN infrastructure consisting of Catalyst 6500 core switches, Catalyst 3750 distribution switches (including centralised firewalls) and Catalyst 2950 edge switches. Cisco 1760 voice routers provide connectivity for site-to-site VPN. A Cisco VPN3000 concentrator enables remote access, and Cisco Secure Access Control Server (ACS) provides user authentication. Cisco Routed WAN (RWAN) and CiscoWorks LAN Management Solution are also included. The infrastructure provides a one Gigabit backbone connecting 250 servers and 6,000 desktops and laptops.



Americas Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-4000
800 553-NETS (6387)
Fax: 408 527-0883

Asia Pacific Headquarters
Cisco Systems, Inc.
168 Robinson Road
#28-01 Capital Tower
Singapore 068912
www.cisco.com
Tel: +65 6317 7777
Fax: +65 6317 7799

Europe Headquarters
Cisco Systems International BV
Haarlerbergpark
Haarlerbergweg 13-19
1101 CH Amsterdam
The Netherlands
www-europe.cisco.com
Tel: +31 0 800 020 0791
Fax: +31 0 20 357 1100

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