



The Power of We™

Save your School Money with Lower Networking Costs from Avaya

Avaya Delivers Real Costs Savings

For a large suburban school district, savings can be as high as \$4.12 million in one year and \$6.73 million in five years.

With the increased adoption of online learning, hybrid learning and collaborative learning models, the K-12 education paradigm is shifting. These models use a modernized curriculum containing digital content and cloud-based applications accessed through one-to-one computing and Bring Your Own Device (BYOD) initiatives. Underpinning these advances is the essential need for an “Always-On Learning” network, a modern infrastructure that delivers performance, reliability and operational simplicity, 24 x 7.

In the new norm, school administrators are looking for advantages to offset tight budgets. In the process, school districts have discovered that Avaya Networking solutions for schools offer significantly lower total cost of ownership (TCO), which can translate to huge savings at the district level. Independent tests commissioned by Avaya have also confirmed that Avaya products consume 36% less energy, provide 40% lower total cost of ownership and support 233% greater traffic capacity¹.

switches², Avaya analyzed a large suburban school district model (Figure 1). In the comparison, Avaya networking products significantly outperformed Cisco equipment in cost per port, energy consumption and ongoing maintenance costs. The result shows, when using these Avaya switches, a school district of this size can expect to see TCO savings as high as \$4.12 million in one year and \$6.73 million over five years.

These advantages are not limited to a large suburban school district. Whether the district is located in a city, suburb, town or rural locale, school districts of all sizes can gain similar advantages from Avaya.

Using the Avaya LAN CAT tool to illustrate the TCO advantages of Avaya Ethernet Routing Switches over comparable Cisco

Figure 1: Large suburban school district – Avaya TCO advantages over Cisco



¹ Miercom Report: Plug and Play Switches, August 2011, Report 110829

² NOTE: The Avaya TCO tool is an interactive tool that uses information input by the user, applies a number of assumptions and generates an estimate of the total cost of ownership. The results provided are offered for informational purposes only since customers' actual savings can vary. Avaya makes no representations as to the accuracy of the estimates generated by the Tool.

Analysis Details

This analysis is built from one year and five year cost calculations for three school models. The number of Ethernet routing switches deployed, and specified switch model, drives costs. Product, maintenance and energy cost for each school model were derived using the Avaya LAN CAT tool, www.demoavaya.com/LANCAT/, which was developed using independent public data. The chart details the resulting TCO figure for each school model.

Elementary School Model: Deploying 8 switches/192 ports					
	Product Cost	Maintenance Cost	Energy Cost	1 Year TCO	5 Year TCO
Avaya 3524GT-PWR+	\$12,454	\$490	\$327	\$13,270	\$16,535
Cisco 2960S-24PD-L	\$28,574	\$2,210	\$367	\$31,151	\$41,461

Middle School Model: Deploying 18 switches/432 ports					
	Product Cost	Maintenance Cost	Energy Cost	1 Year TCO	5 Year TCO
Avaya 4826GTS-PWR+	\$70,142	\$1,193	\$1,301	\$72,636	\$82,616
Cisco 3560X-24P-S NM-10G	\$88,920	\$7,191	\$1,516	\$97,627	\$132,454
Cisco 3750X-24P-S NM-10G	\$114,660	\$10,710	\$1,516	\$126,886	\$175,789

High School Model: Deploying 40 switches/960 ports					
	Product Cost	Maintenance Cost	Energy Cost	1 Year TCO	5 Year TCO
Avaya 4826GTS-PWR+	\$155,870	\$2,652	\$2,892	\$161,414	\$183,590
Cisco 3560X-24P-S NM-10G	\$197,600	\$15,980	\$3,368	\$216,948	\$294,342
Cisco 3750X-24P-S NM-10G	\$254,800	\$23,800	\$3,368	\$281,968	\$390,642

Assumptions Used: <ul style="list-style-type: none"> • Location: United States (USD) • Product discount: 35% • Maintenance discount: 15% 	Energy usage based on: <ul style="list-style-type: none"> • Rate vertical: Commercial • Cost per kWh: 9.69 • Average usage power numbers
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About Avaya

Avaya is a global provider of business collaboration and communications solutions, providing unified communications, contact centers, networking and related services to companies of all sizes around the world. For more information please visit www.avaya.com.

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