

Solution Overview: As educational institutions become increasingly dependent on networked communications, and as security risks intensify, transparent and trustworthy network protection becomes more and more critical. Security capabilities integrated into 3Com® wired and wireless networks can ensure the safety of students, staff and information without compromising network speed or clogging valuable bandwidth.

Also, convergence applications let school personnel, students and their families come together in ways that only a few short years ago were unimaginable. Convergence technologies are now readily available to help schools cost-effectively advance collaborative learning environments. Phones can be deployed without special service technicians by just unplugging them from one location and plugging them into another network port—without impacting customized settings or functionality. Calls can be made over the Internet without the expense of traditional long-distance service. Video and audio conferencing can be initiated with the click of a mouse. PCs can act as desktop phones. Voice-mail messages can be retrieved from email attachments. System administrators and users can implement configurations from any location on the network via a web-based management tool.

3Com delivers all of these advanced capabilities in the 3Com Convergence Applications Suite, an integrated set of software modules with a range of hardware platforms and IP phones to match individual needs. 3Com convergence solutions let educators leverage their data network infrastructure to cost-effectively gain the benefits of advanced, secure communications. They enable exceptionally easy-to-use, real-time audio and video exchanges. They simplify school delivery of emergency notifications, replacing expensive and labor intensive manual dialing procedures. They even let administrators record malicious calls and activate automatic notification to authorities at the touch of a button.

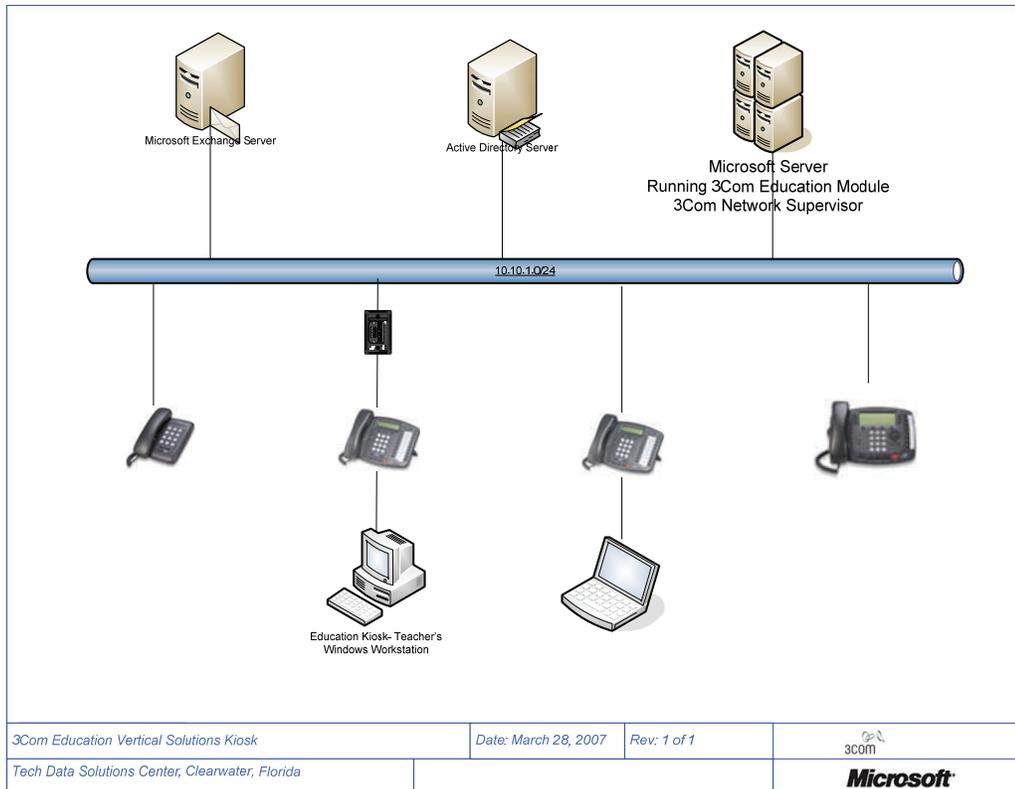
3Com Products Involved: V3000 NBX Analog Platform, Education Module, Unified Gigabit Wireless POE Switch 24, Wireless 7760 802.11A/B/G Access Point, 3103 Manager Phone, 3102 Business Phone, 3100 Basic Phone, and PCXSet Software phone.

Government:

3Com is most effective when we leverage our partners' initiatives and successes. We can support them with programs that give them key contacts, specialized training, engagement opportunities, and purchasing support that is unique to the education market. Specifically in education these programs include sales training programs that help reps learn how to do business with institutions, special discounts or promotions as well as our SPQ process that help their competitive edge in bidding situations. In addition, we can help resellers work with end users on training, regulatory compliance, and methods for finding funding.

In the United States, 3Com offers its resellers a 5% GovEd discount for all products sold to educational accounts, regardless of whether they are privately or publicly funded.

3Com offers segment-specific programs and promotions to create demand. These can include industry-sponsored awards to encourage innovation and drive 3Com solution awareness. They can include special end-user training for school IT staff that helps them function more effectively with 3Com gear—relieving school management from the burden of costs and training time.



Contact Information: To learn more about this solution call the following System Engineers:

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