case study

Michigan's Regional Educational Media Center 1 Deploys RADVISION's Videoconferencing Solution to K-12 Schools

Highlights:

Client:	Regional Educational Media Center 1 (REMC #1), Michigan
Product:	RADVISION's special educational product bundle for pure IP communications. The bundle included: RADVISION *via*IP 60-port Multipoint Conferencing Unit (MCU) Enhanced Communication Server (ECS) 100 Data Collaboration Server (DCS) Reservations and Scheduling Server (RSS).
Number of sites:	REMC #1 provides support to 22 school districts in five western counties of the Upper Peninsula of Michigan.
Application:	The RADVISION solution was a move from the legacy analog videoconferencing network to a digital one, eliminating the need for a separate network. The Internet bandwidth and consolidated infrastructure now enables REMC #1 to schedule classes, virtual field trips, professional development and other collaborative programs for students and teachers to any wired classroom in the district. In addition, it gives these districts access to Internet 2. These programs increase and enhance educational opportunities while saving the districts both time and money. The eliminated travel will also be a safety measure in the harsh winter environments.

Why REMC#1 Chose RADVISION:

RADVISION's products out-performed other products on the market, demonstrating higher call quality with less delays and more reliable and consistent product performance. In addition, the RADVISION product required less rack space while providing greater capacity. RADVISION also offered a bundled solution specifically to address the needs of the educational market that made the network configuration and service selection easier and more efficient.

By providing REMC #1 with a bundled solution, there was no integration work to combine disparate technologies, multi-vendor products, or scenario testing necessary to ensure compatibility of the videoconferencing network components. RADVISION's expertise and product design for distributed architectures of videoconferencing networks was also a key decision factor.

case study

Introduction:

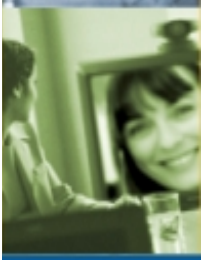
The State of Michigan's Department of Education created 22 Regional Educational Media Centers. The charter of the Media Centers is to promote the use and management of various media to enhance education for K-12 learners, and to develop and implement cooperative projects to promote cost-effective services, and create opportunities for professional development. REMC #1 serves more than 12,000 students and 700 educators. Additionally, the agency manages the data communications network for its districts and coordinates its distance learning.

REMC#1 was a pioneer in distance learning in Michigan. More than seven years ago, it was one of the first organizations to share courses through its analog fiber network. However, as the demand for more educational courses and advanced technology increased, REMC#1 was forced to upgrade its network and technology.

To address this demand, the agency selected RADVISION, a leading provider of products and technology for real-time voice, video, and data communications over packet networks and an expert in the videoconferencing space. REMC #1 installed RADVISION's 60-port Multipoint Conferencing Unit (MCU), Enhanced Communication Server (ECS) 100, the Data Collaboration Server (DCS) and the Reservations and Scheduling System (RSS). These products enable REMC #1 to schedule and deliver classes, virtual field trips, professional development and other collaboration.

By choosing to more to an IP network connection for distance learning and videoconferencing, REMC#1 both saved in access costs, decreased system complexity, and can now also participate in video sessions using Internet 2.

Internet 2 is a consortium of over 180 universities working in partnership with industry and government to develop and deploy advanced network applications and technologies, accelerating the creation of tomorrow's Internet. Internet 2 is recreating the partnership among academia, industry and government that fostered today's Internet when it was in its infancy. The primary goals of Internet 2 are to create leading edge network capability for the national research community that enable revolutionary Internet applications and to ensure the rapid transfer of new network services and applications to the broader Internet community. (See associated RADVISION on ViDeNet, an Internet 2 videoconferencing network powered by RADVISION technology)



Challenge:

REMC #1 faced the challenge of providing enhanced and increased educational opportunities to a geographically dispersed area with limited resources. Their 22 districts cover 4,871 square miles and have a varied student population.

"We are talking about the largest district in this area having 1,600 students and the smallest district having only eight," says Greta Erm, director of REMC #1.

During the evaluation period, REMC #1 was highly impressed by RADVISION's product performance. Its products demonstrated higher call quality with less delay than other products on the market. The RADVISION products also required much less rack space and provided greater capacity to handle more of its endpoints and simultaneous calls.

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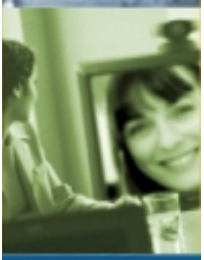
- ***via*IP Multipoint Conferencing Unit (MCU)** has a high density and proven performance and gives REMC #1 the ability to conduct conferences for voice, video and data between three or more endpoints.
- **Data Collaboration Server (DCS)** is a dynamic and scalable solution for data collaboration. The DCS allows real-time sharing of files and applications like Microsoft® PowerPoint and Excel.
- **The Reservation and Scheduling System (RSS)** -With an intuitive web-based scheduling interface, the RSS allows users to schedule conferences directly from Microsoft Outlook. The system centrally manages an organization's conferencing, collaboration and meeting resources, including multiple time zone scheduling, attendee invitations, recurring events, reporting capabilities and network resources.
- **Enhanced Communication Server (ECS)** -This advanced call management application with advanced H.323 gatekeeper technology can set policies and control network resources, such as bandwidth usage and traffic direction, to ensure optimal network performance.

Results:

The deployment of the RADVISION solution has opened the window of opportunity for the small, rural districts in the Upper Peninsula of Michigan. A student within these districts now can take a virtual field trip to the Cincinnati Zoo, or receive a music lesson from an expert from the University of Michigan. In addition, each district has the opportunity to select its own courses independently of the other.

"One district is offering Finnish, one is offering College Writing and yet another is offering Accounting. There is even a plan to connect students in another district to students in Norway and Finland. This would not have happened last year," REMC #1's Erm says. "The RADVISION solution has made it possible and this is just the beginning."



About RADVISION:

RADVISION (Nasdaq: RVSN) is the industry's leading provider of high quality, scalable and easy-to-use products and technologies for videoconferencing, video telephony, and the development of converged voice, video and data over IP and 3G networks. RADVISION has two distinct business units. RADVISION's Networking Business Unit (NBU) offers one of the broadest and most complete set of videoconferencing network solutions for IP- and ISDN-based networks, supporting all end points in the industry. The company also provide businesses and service providers with integrated solutions that deliver converged IP-based video telephony applications to employee computer desktops and residential broadband homes worldwide. The Company's Technology Business Unit (TBU) provides protocol development tools and platforms, enabling equipment vendors and service providers to develop and deploy new converged networks, services, and technologies. For more information please visit our website at www.radvision.com.

For more information about the Regional Educational Media Centers in Michigan, please visit www.remc.org or visit REMC#1 at www.remc1.k12.mi.us.