



Invest in lives by investing in learning

Students and learning are a smart investment in our future.



Working better together

Alcatel-Lucent Enterprise is dedicated to working with Historically Black Colleges and Universities (HBCUs) to digitally transform campuses and change students' lives through improved learning experiences.

By delivering purpose-built communication platforms and digital infrastructure, the transformative power of technology can empower students to reach further and achieve more.

Working together, we can create turnkey technology solutions that connect campuses, students and faculties within a collaborative, secure learning environment. At the same time, we help finance that change and ensure the ongoing operational costs of digital transformation are more affordable.

Our innovative approach of combining state-of-the-art, future-proof solutions with affordable, education-specific financing solutions is already reaping benefits for colleges such as Morgan State University.

Helping HBCUs meet the challenges of the future

HBCUs operate in a competitive market for digitally literate students who have more access to choice and financial aid than ever before.

Delivering the future

A new generation of selective students have high expectations for digital learning and see it as an essential tool for improving grades and developing skills to further their careers. To survive and thrive, the onus on these colleges is to deliver:

- Wi-Fi and broadband networks that are always on and always accessible
- Secure, safe and collaborative learning environments
- Seamlessly connected, future-proof platforms ready to deliver innovative, agile educational experiences

Transforming education

We're also aware that the demands on finance and funding are increasing.

Each college has its own unique needs and circumstances – whether it's to preserve historic campuses, or update facilities and IT infrastructure.

We're here to help. Because we believe that digital transformation has to be an essential part of not just your future, but your students' futures.

We can help plan, implement and finance effective and affordable digital transformation at your institution.

Brochure

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Financing the Future

In an environment where resources are scarce and every dollar counts, the cost of financing digital transformation can be a real barrier to progress. That's why we work with leading financing companies to help institutions access capital at competitive long-term rates.

With scalable, outcome-focused models shifting the burden of capital investment and managing complexity to vendors, we can help you manage the ongoing costs of your digital transformation.

Technological support and implementation contracts can be tailored to your budgets so you can concentrate on your students' futures without worrying about IT costs.

This approach has already proven successful in a groundbreaking IT infrastructure project for Morgan State University.

“Overall, 16 of the country’s 19 historically Black land-grant universities have been underfunded by their states by a total of \$13 billion, according to the federal analysis of per-student state spending data from 1987 to 2020.”

- Katherine Knott, Inside Higher Ed, 2023

Brochure

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Technology that takes your students further

Our turnkey education solutions deliver cutting-edge communications such as cross-campus Wi-Fi, integrated educational resources and cloud solutions. Together they connect students with resources, educators and faculties seamlessly, securely and cost-effectively.

We create not just better learning environments but safer, more responsive and aware communities. Through technology, we'll help you empower and enable students to achieve more and enjoy better outcomes, not just academically but in their careers and in society.

These future-proof solutions also provide a platform on which to build phone services, video conferencing, file sharing, online classroom and workflow automation to integrate students, educators and faculty on devices of your choice. The possibilities are endless for real-time collaboration and immersive, personalized learning experiences delivered via remote, flipped, experiential and hybrid learning.

"This was a really good deployment from start to finish. A lot of it has to do with the product itself, and I think the other half is the support we got from the engineers to fine-tune how we wanted to do things. It was nice to have the ability to customize how people would be connecting. That has been a big plus."

- Joe Spina, Sr. Director for Enterprise Systems, Wagner College

Brochure

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Morgan State – The Case for Progress

Morgan's State's challenge was not unique, but was vitally important to the institution's future success. Their existing network was obsolete. It was failing users — both students and faculty — across the campus. And it was becoming increasingly difficult and expensive to manage

What was needed:

- A new, robust network backbone that increased bandwidth and accessibility across campus
- A highly available and reliable Wi-Fi network that enables students and staff to connect personal devices throughout campus

But it had to be effective, affordable, scalable and future-proof.

Working with leading finance company Grant Capital Management, we assembled an innovative financing package that enabled the university to undertake this much-needed digital transformation.

As a result, we delivered a new and state-of-the-art network for Morgan State. And we did it for the same amount their support renewal would have cost if they had remained with their previous outdated vendor network.



Products and Services used

- Alcatel-Lucent OmniSwitch® 10K Modular LAN Chassis
- Alcatel-Lucent OmniSwitch® 6450 Stackable Gigabit Ethernet LAN Switch
- Alcatel-Lucent OmniSwitch® 6900 Stackable LAN Switch
- Alcatel-Lucent OmniAccess® WLAN Access Points
- Alcatel-Lucent OmniVista® 2500 Network Management System
- Alcatel-Lucent OmniVista® 3600 Air Manager
- Alcatel-Lucent OmniAccess® WLAN Controllers
- Alcatel-Lucent Premium DeskPhones

Alcatel-Lucent Enterprise – Leading the way in digitally driven learning environments

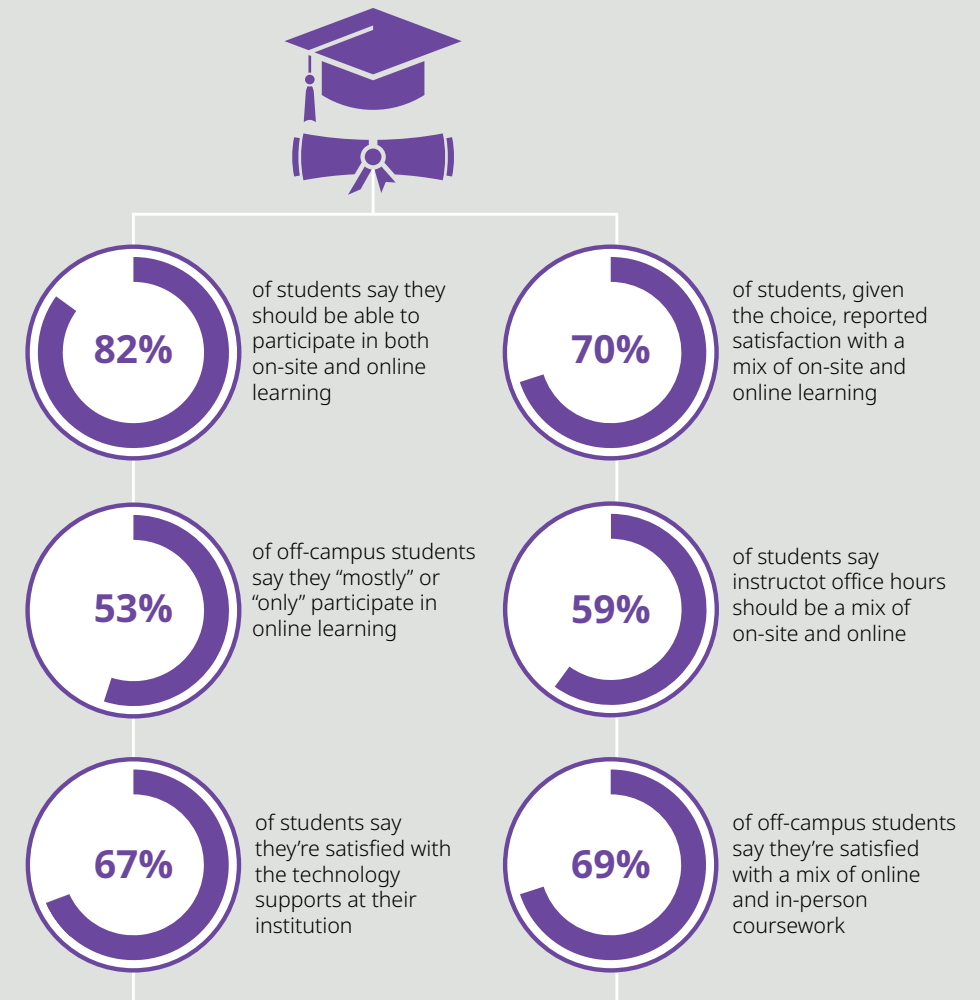
Alcatel-Lucent Enterprise takes pride in our role as a leading provider of innovative educational solutions to schools, colleges and universities across the U.S. The platforms and networks we supply to over 5,000 institutions are purpose-built for education – and our extensive experience ensures we deliver solutions that work on time and within budget.

At Morgan State University in Baltimore, Maryland, we worked closely with innovative finance company Grant Capital Management. Together we financed and deployed a robust new network backbone which provides students with secure, highly available and high-speed Wi-Fi throughout the campus

Alcatel-Lucent equipment provides a simple yet flexible and eco-friendly design using a small number of platforms in diverse roles to maximize best practices across our campuses.

– Michel Davidoff, Chief Infrastructure Officer at
California State University (CSU), Office of the Chancellor

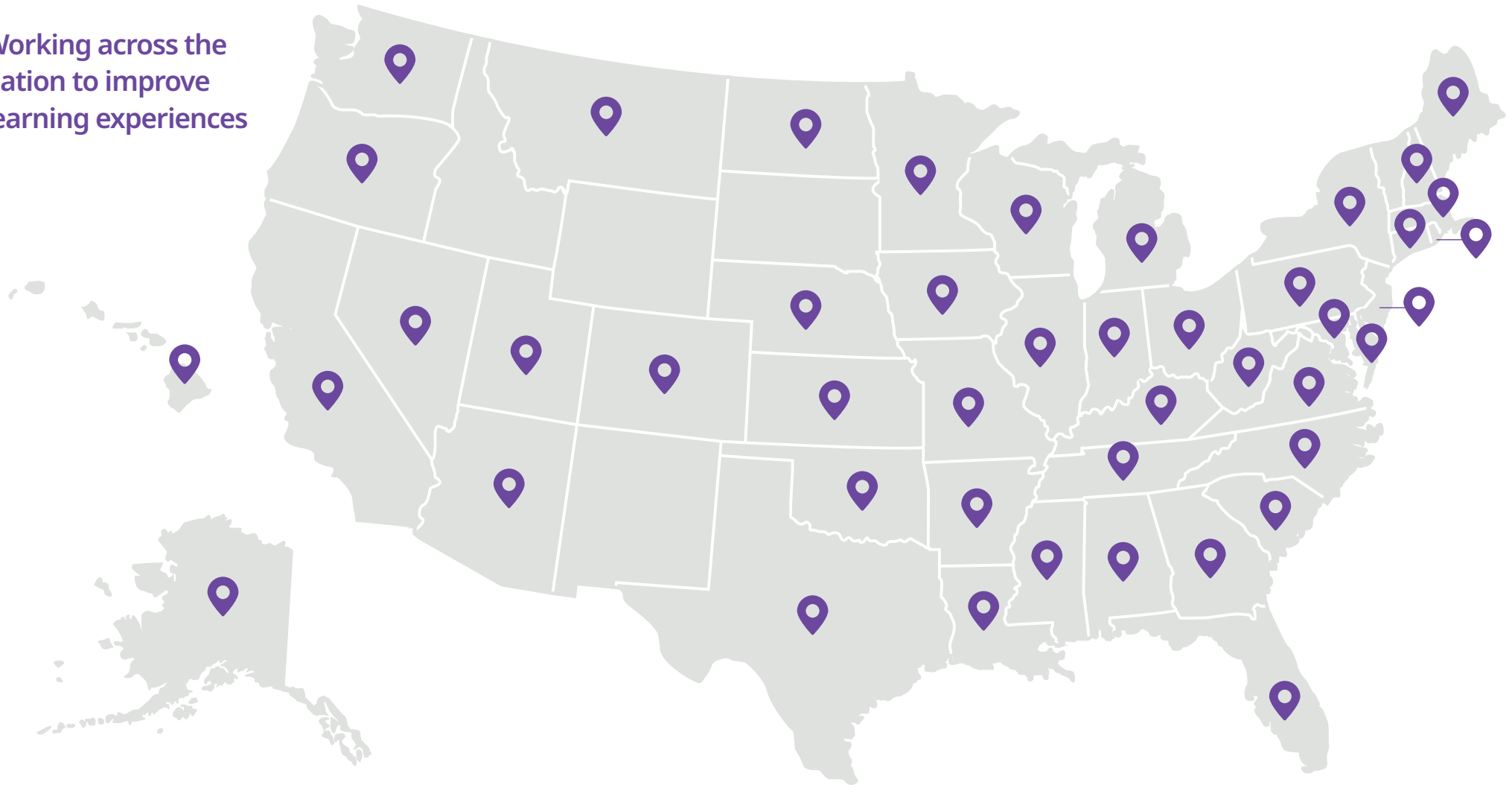
The platform and networks we supply
to over **5,000 institutions** worldwide
are purpose-built for **EDUCATION**.



Source: Educause Center For Analysis and Research, "2023 Student and Technology Report: Flexibility, Choice, and Equity in the Student Experience", 2023.

US Education Customers

Working across the nation to improve learning experiences





Connected Education

Where education connects with technology that works for your school, college or university. With global reach and local focus, we deliver purpose-built networking and communications for education environments that enable secure, reliable collaboration between your faculty and students.

Find out more about future-proof digital learning at
[al-enterprise.com/en/industries/education](https://www.al-enterprise.com/en/industries/education).

