


# PRIVATE UNIVERSITY UTILIZED TRIFECTA TO BRING WIFI TO 2,000 STUDENTS

## Situation Overview

- **Private university** with more than **2,000 undergraduate students** spread throughout a **25-acre campus in New Jersey**
- University had delays in their new dorm construction and they needed to **create a temporary dorm solution for the fall 2022 semester**
- Temporary dorms needed to be equipped with **WiFi for all students** living on campus
- Their IT budget was already spent on technology for the new dorms and **needed a cost-effective solution, that could be delivered quickly**
- Customer had previously only purchased new hardware through a Cisco partner

**2,000**  
**STUDENTS**  
IN NEED OF WIFI  
ON CAMPUS



## TRIFECTA DELIVERED



**36**  
**CPO CISCO AP'S**  
ALL COVERED THROUGH  
OUR LIFETIME WARRANTY


## Trifecta Solution

- Trifecta recommended CPO Cisco AP's – which would provide the customer with both value and money savings
- All AP's are covered through our **lifetime warranty** – the customer found this to be a differentiator between Trifecta and other vendors
- Trifecta was able to deliver **36 CPO Cisco AP's**

## Client Outcome

- Completed project in **under 30 days** – all AP's were delivered in two separate orders, meeting the university's deadline of move-in day for students
- Impressed by the **high quality of products and quick delivery time**
- **Excellent customer service** received based on our responsiveness, creativity and willingness to go the extra mile
- Saved money on future AP purchases, once students have moved into their new dorm, the IT team has plans to **redeploy and put these AP in production** in other areas of the campus
- Recognized **the value of purchasing CPO hardware** for other IT projects in the future

**PROJECT**  
COMPLETED  
**IN UNDER**  
**30 DAYS**  
IN TIME FOR MOVE-IN DAY



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