



"I chose ProLabs because my supplier guaranteed the products would be 100 percent compatible, not to mention the lifetime warranty and the significant cost savings."

- Paru Thanki, ICT Network Manager, Oakgrove School

ProLabs Helps Oakgrove School Save Nearly £13,000 with Network Upgrade

Business Challenge

Oakgrove School is a growing secondary school in east Milton Keynes, U.K., built in phases between 2005 and 2009. The modern facility provides more than 1,200 students, ages 11 to 18, with state-of-the-art IT facilities, a recording studio, interactive whiteboards and digital signage. With future plans to expand, Oakgrove needed to upgrade its networking infrastructure. However, in keeping with the ongoing need to ensure value for money in public-sector procurement, Oakgrove School had a limited budget with no flexibility.

"We needed a more capable network to scale with demands," said Paru Thanki, ICT Network Manager at Oakgrove School. "When I joined the school in summer 2009 I was shocked to discover that our network infrastructure was not as I had expected for a brand new school.

I wanted us to be future-proofed with the school's upcoming growth, so I raised my concerns with my line manager and it was agreed that we needed to upgrade."

After receiving budget approval from the local council, Oakgrove School began upgrading the school's network to 10Gb connectivity by installing new OM3 fibre cables, one core switch and seven edge switches in 2009.

Project Snapshot

Challenge

As a growing secondary school in Milton Keynes, U.K., Oakgrove School needed to upgrade its network infrastructure to scale with increasing future demands as well as stay within a strict budget.

Solution

Although hesitant at first to use compatible products, Oakgrove School chose ProLabs 10Gb optical transceivers, which ultimately saved the state school £12,717.

Customer Advantages

Oakgrove School reports 100 percent compatibility between the OEM-branded switches and ProLabs transceivers, and the school is now in a better position to achieve its expansion projects.



To complete the upgrade, Paru needed fourteen (14) 10Gb optical transceivers to connect the core switch to the edge switches. The cost of the OEM-branded optical transceivers would have exceeded the fixed budget, so Paru turned to ProLabs, the leading provider of compatibles for data centres and IT networking.

Initially, Paru was hesitant in using compatible optical transceivers with brand new HP ProCurve switches, but the supplier assured him that the ProLabs optical transceivers were 100 percent compatible, had a lifetime warranty and were significantly cheaper than HP-branded transceivers. With those considerations, Paru decided to use ProLabs transceivers. Once everything was installed and configured, there was not a single glitch.

Results and Benefits

By purchasing 14 of ProLabs 10Gb optical transceivers (product #: J8436A-C) over the OEM version, Oakgrove School was able to save £12,717 and stay within the approved budget. Paru has not had a single issue and is now very comfortable using ProLabs products.

“Even if I had the budget to buy the OEM branded transceivers, in hindsight I would have wasted money when ProLabs’ products did exactly the same job,” said Paru.

A few years later, in 2011, Oakgrove School went back to ProLabs as its trusted source and purchased seven 1Gb optical transceiver modules (product #: J4858C-C) to connect the core switch to all seven edge PoE switches for a site-wide wireless project.

Additionally, Oakgrove will open a new primary school in September 2016, for infants through 11 year olds. Once both schools are fully populated, the Oakgrove School system they will boast more than 2,500 students. If both schools are connected via fibre, Paru, who is also managing the ICT aspect of this project, plans to use appropriate ProLabs products for the data transmissions between the secondary school and the primary school.

About Oakgrove School

Oakgrove School is a modern secondary school set in the east of Milton Keynes. Building began in 2005 and was completed in phases by the summer of 2009. The school accommodates more than 1200 students, including a self-contained sixth form. The school benefits from cutting edge technology both in its structure - with solar panels and the use of geothermal heating - and content, including state-of-the-art IT facilities, a fully featured recording studio and expansive sports facilities. In its short history, Oakgrove has developed a reputation for excellence with multiple outstanding grades from Ofsted and is one of the most popular schools in Milton Keynes in terms of applications.

The ProLabs Advantage

- ▶ **Compatibility**
100-percent compatible with more than 40 vendors and 20,000 systems
- ▶ **Quality**
At the forefront of technology development, coding, testing & customisation
- ▶ **Industry-leading Warranties**
Lifetime warranties on all ProLabs transceivers and cables. Extensive warranties will not invalidate any vendor warranty on the host device.
- ▶ **Expert Service**
Fast, responsive, knowledgeable service and support that exceeds that of OEMs
- ▶ **Fast, Global Delivery**
Large inventory and extensive supplier network in EMEA and US means fast shipping to more than 40 countries monthly
- ▶ **Trusted**
Used by some of the world’s largest Telcos and ISPs
- ▶ **Cost-effective**
Savings of up to 70 percent. By switching from overpriced OEM products to ProLabs compatibles, companies can afford critical upgrades

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