

CaseStudy

City of Napa chooses
ADTRAN's NetVanta routers.

GOVERNMENT

City of Napa



The City of Napa provides a full array of local government services to a resident population of approximately 75,000. With an operating budget of nearly \$44 million, the city employs approximately 450 full-time and 50 part-time staff. With the Old World charm of the historic California wine country, the city of Napa is quite progressive. The city boasts state-of-the-art telecommunications and networking infrastructure, allowing the city to operate more efficiently and better serve its citizenry.

"We were able to implement an architecture based on ADTRAN's NetVanta routers, while staying within our original operating budget. This eliminated the need for additional funding requests to the city council and as a result, significantly sped up our upgrade of the city's network."

Scott Nielsen
IT Manager
City of Napa, California

COST-EFFECTIVE INTERNETWORKING

As the need for information and interconnectivity continues to grow, so do the IT needs of local governments. Today, more than ever, local municipalities are faced with a growing demand to serve a wide range of government facilities and personnel, while remaining on a tight IT budget. This is creating a need for cost-effective alternative solutions that challenge the status quo.

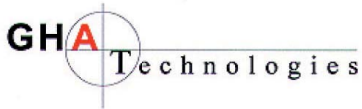
The city of Napa is enjoying marked success with its new IT infrastructure. The city not only expanded its network and upgraded functionality, but did so at a fraction of the normal cost. The key to success was a network architecture using industry-leading alternative hardware solutions and cost-effective bandwidth.

ADTRAN ALTERNATIVE

The project began with the need to extend voice services such as four-digit dialing and common voicemail as well as data services such as central database access and high-speed Internet to remote locations such as police stations, fire stations, recreation centers, water treatment plants. While this seemed like a simple project, its original design concept came with a steep price tag. Cost alone almost killed the project, but city of Napa IT Manager Scott Nielsen along with Network Administrator Jay Palompo and MIS Technician Warren Craig set out to prove that a cost-effective solution could be developed.

Nielsen and his team went back to the drawing board, re-evaluating and brainstorming possible solutions. About that time, he was approached by Brian Ford of GHA Technologies and started discussing ADTRAN's new internetworking equipment. Ford noted the functionality and cost effectiveness of the NetVanta routers. Nielsen soon discovered that he could purchase new NetVanta routers that could be installed for less than the cost of a single year of maintenance costs on the legacy equipment.

"Several vendors told me we couldn't do it, that what we wanted to do nobody did," Nielsen noted. "That's when we began looking at alternatives, like ADTRAN. What we needed was an economical solution, without short cuts on features and service. We wanted a device with firewall, bridging and routing capability — the NetVanta 3205 was a perfect fit."



ABOUT GHA TECHNOLOGIES

GHA is a nationally expanding network, computer reseller and systems integrator with offices nationwide. GHA was named the fastest growing reseller in Arizona in 2000 and 2001. For 2003 GHA was named to the top 100 private firms in Arizona and as a Rising Star by Computer Reseller News (top 25 integrators in the country). They also specialize in mission critical product procurement and integration services for some of the largest corporate, government, and educational clients in America.

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VOICE AND DATA SERVICES

Nielsen and his team designed an easy-to-operate and cost-effective network. The city-wide architecture uses two dedicated T1s at each remote site, one allocated for voice and the other for data. The city of Napa, like most local municipalities has the ability to receive T1 connections from a local carrier economically, making T1 solutions very affordable from a bandwidth perspective. This provides more than adequate bandwidth for the traffic they have, with only minimal circuit expense.

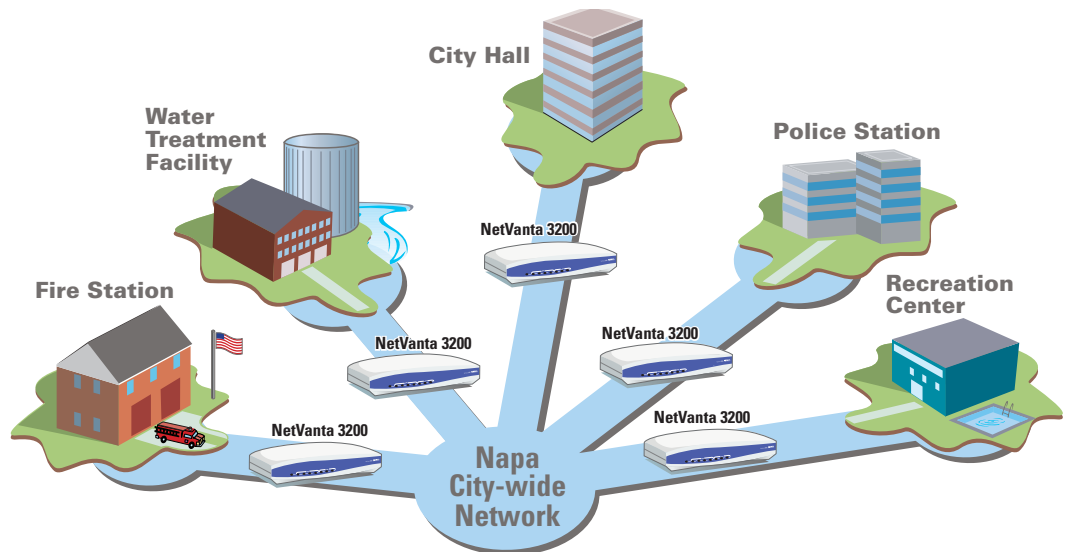
ADTRAN'S NETVANTA IP ROUTER

A NetVanta 3205 router is placed on each end of the T1 circuit, enabling routing and bridging for data connections between LANs and the city's WAN. Firewall capability and reliability are crucial for this project and NetVanta meets those needs. In fact, the NetVanta's stateful inspection firewall protects the network from unwanted attacks, especially at non-secure locations such as recreation centers.

The NetVanta-based solution is working so well that Nielsen and his team has expedited the upgrade of additional locations. "The NetVanta products are so cost effective that it makes sense for us to replace the existing legacy equipment before the end of its lifecycle," he noted.

ECONOMICAL MAINTENANCE

"The ADTRAN equipment is so economical, we decided to self-maintain our network. We keep spares on hand so that in the event of a failure, we simply disconnect the problem unit and plug a new unit, basically eliminating downtime," Nielsen said. ADTRAN's NetVanta routers are typically one-half the cost of competing equipment and the cost of ownership can't be beat. ADTRAN offers exceptional value by providing customers with free 24x7 technical support both before and after the sale, as well as free firmware updates and a five-year warranty.



ADTRAN's NetVanta 3000 Series IP Routers enable cost-effective LAN-to-WAN connectivity across the city.