Case Study: Barren County School District

Old school no more, Barren County School District updates their outdated phone system with a new communications and security solution with the help of Gibson Teldata and Mitel.

Barren County is a rural school district recognized by the state as a growth district. Located in South Central Kentucky near Barren River Lake State Resort Park and Mammoth Cave National Park, it encompasses seven elementary schools, one middle school, a 9th grade transitional academy and one high school. As its Iwatsu telephone systems reached end of life, the district began a search for a robust, cost-effective communications platform that would keep up with the area's projected growth and help cut monthly costs.

"We also wanted to secure a relationship with a vendor where they didn't nickel and dime us to death for every question or issue, we had," recalls Director of Technical Services, Steve Gumm, who was tasked with procuring a new communications platform for the district. "We were interested in providing a simple-to-use phone system that would provide every person in the district with voicemail and 5-digit dialing so users could contact each other without going through a receptionist."

Gumm found the solution and the partners they were looking for, with the Mitel communications platform recommended by the district's new communications vendor, Gibson Teldata.

> "We love the Mitel solution!" raves Gumm. "I can honestly say this is one of the few solutions where we bought way more than we were sold. The solution works just as advertised! That never happens in technology."

Customized Deployment with Greater Cost Savings

"One of the biggest cost savings is the consolidation of phone lines," notes Gibson Teldata Vice President, Scott Egan. "The new Mitel platform replaced what was basically a collection of standalone phone systems with no voice communications between them. Now with district-wide extension-to-extension dialing and centralized voicemail, they've created a much better user experience."

Also working as a cost advantage for the district was the fact that the district's existing network infrastructure of VMware, POE network switches and dedicated fiber to the numerous facilities was incorporated into the Mitel Solution. In addition, the Barren County team was very eager to participate in customizing the solution and actively participated in the rollout and training which allowed for an extremely efficient implementation.

New Safety & Security Features

With the new Mitel system, Gumm was able to leverage the district's investment to set up a campus-wide paging system to enhance not just communications, but the security of the district's students and personnel.

"We've been able to integrate the phone system with our intercom system to give us the ability from any of the five buildings on campus to go into lock down. This wasn't even on the table when we were specing the solution. It's just another example of the solution having the ability to do more than we even knew we wanted."

In addition, each facility now has its own gateway failover in the event that the fiber infrastructure loses connectivity due to any unforeseen circumstances.

Working with Gibson Teldata

"Gibson Teldata Vice President, Scott Egan and Technician Dan Hess are hands-down the best people to work with. They're knowledgeable, patient, and sincerely care about their customers and the success of the project," recommends Gumm. "There are many, many times in the 20-plus years that I've been on the purchasing side of education, and I'm more than happy to talk to anyone considering this solution to give them feedback on our experience."

About Gibson Teldata

Founded in March 1980, Gibson Teldata, Inc. provides a wide range of technology solutions, including Business Telephone Systems and IP Telephony, Voice Mail and Unified Communications, External Sound and Paging Systems, Video & Intrusion Protection, Card Access, Structured Cabling, Computer Networking, Servers, Voice Recording, Video and Audio Conferencing, Wireless and more. Gibson Teldata is an authorized reseller and partner of Mitel. For more information, go to www.bgibson.com and follow us on Twitter @GibsonTeldata.

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Terre Haute (812) 232-6287 | Indianapolis (317) 298-2945 | Fort Wayne (260) 490-5500 | Danville, IL (217)442-3800