

## Case Study:

# Old School No More

### How Gibson Teldata Modernized A School's Outdated Phone And Security System



### Barren County Schools: Who They Are

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.

### An Outdated Phone System: What Barren County Schools Needed

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.

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 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. 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."*

### 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."

# What Gibson Teldata Provided

The team at Gibson Teldata worked closely with Barren County Schools to implement a new Mitel Phone System that leveraged the district's investment to set up a campus-wide paging system that enhanced not just communications, but the security of the district's students and personnel.



**Mitel-based  
phone system**



**Campus-wide  
security system**



**A much  
better UX**

"This is just another example of the solution having the ability to do more than we even knew we wanted," mentions Gumm. In addition, each facility now has its own gateway failover in the event that the fiber infrastructure loses connectivity due to unforeseen circumstances.

## The Results

Instead of being held back by their phone system, Barren County Schools now enjoy



**A customized  
communications solution**



**New safety & security  
features**

The district's existing network infrastructure of VMware, POE network switches, and dedicated fiber to each facility was incorporated into the Mitel Solution.

*"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. 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."*