

Networking Technologies Helps Gannon University Replace Aging Network and Stand up I-HACK Facility

The technology consultant has a unique relationship with Extreme Networks which gives the university peace of mind that any issue will be resolved with expertise and diligence.



Gannon University in Erie, PA had relied on Cisco technology to power its network for 20 years. From the beginning of its Cisco installation, the university used Networking Technologies as a partner to make recommendations and to design and set up their network. Over the years, Gannon and Networking Technologies have maintained a mutually beneficial relationship, but recently, the university needed help on a two-pronged problem.

The Challenge

The school had two issues arise at the same time:



Its core network was coming toward end of life.



It began construction on its Institute for Health and Cyber Knowledge (I-HACK), which required multiple networks.

Aside from grappling with potentially replacing its entire core network, Gannon's I-HACK center would include:

- ✓ Various cyber security programs.
- ✓ A hatchery for corporate-sponsored partnerships.
- ✓ Different levels of security for any cyber white hat projects.

“Our core network that sits in our data center was going end of life. We were looking for the best solution for the university from both a future-looking angle and also from a financial one. As we were having conversations with Networking Technologies, they started to explain how Extreme Networks could integrate with Cisco infrastructure, and we continued to pursue that.”

- Mark Jordano,
Associate Vice President, Information Technology Services, Gannon University



What sets Networking Technologies apart is their level of expertise. They really bring sharp, bright individuals to the table.

- Mark Jordano,
Associate Vice President, Information
Technology Services, Gannon University

The Action

Networking Technologies recommended that Gannon migrate its core network from Cisco to Extreme Networks. To help Gannon feel secure about such a transition – after all, the school had been running on Cisco for 20 years – Networking Technologies arranged a two-day visit with Extreme Networks and Gannon’s relevant decision-makers at Extreme’s headquarters.



This visit cemented Gannon’s decision to continue working with Networking Technologies and go with Extreme Networks because Networking Technologies demonstrated a surprisingly strong relationship with the network provider.

“The fact that Jim Bahm, President & CEO, Networking Technologies and his team have such a relationship with that large of a company increased our comfort level. Networking Technologies’ relationship with Extreme has brought us untold benefits. Extreme is even providing certifications for our students. They really share our vision for I-HACK.”

- Mark Jordano,
Associate Vice President, Information Technology Services, Gannon University



You would have thought we were bringing in \$400 million worth of business from the way Extreme Networks opened to us because of its relationship with Networking Technologies. It has resulted in a multi-faceted partnership.

- Mark Jordano,
Associate Vice President, Information Technology Services, Gannon University

The Result

Networking Technologies has helped Gannon University through the process of migrating its Cisco network over to Extreme Networks while supporting efforts to construct its I-HACK center. **Gannon saved well over six figures** and has been able to evaluate that they will save even more over the course of the next decade.

The university’s IT decision-makers experience a **high level of comfort** knowing that Networking Technologies is on the job and – if anything were to happen – they have direct access to experts at Extreme to address any need.

“When you’re talking about going from the same, single vendor you’ve used for two decades to a completely new one, that causes some anxiety. I can sleep easy at night knowing that if an issue does crop up, I’m sure Networking Technologies is going to get it resolved. If not, they have the entire Extreme Networks organization at their fingertips, so it WILL get resolved.”

- Mark Jordano,
Associate Vice President, Information Technology Services, Gannon University



Networking Technologies is a technology consultant headquartered in Erie, PA and serving the Northwestern PA; Buffalo, NY; and Cleveland, OH markets. Contact us today if you have any questions about your organization’s technology needs. **We’re here to help.**