



*Eastern DataComm, Mitel's 2021 Education Partner of the Year, Assists Fort Lee, NJ, School District with Comprehensive Communications Upgrade*

# Fort Lee, NJ School District

Fort Lee School District serves over 4,000 students in a suburban community situated on the Hudson River. The district was struggling with voice communications connectivity due to a phone system that was nearly 25 years old and at risk for failure.

Eastern DataComm dove deeply into the safety and communication needs of Fort Lee Public Schools to gain a strong understanding of where there were opportunities for improvement. This collaborative approach allowed for the team to design and implement a right-fit state-of-the-art Mitel unified communications system as well as an emergency notification solution that integrated with their paging system to enhance school safety.

## The Challenge

The Fort Lee School District's superintendent and other stakeholders identified issues related to their aging phone system. Then, they reached out to Eastern DataComm for assistance and opportunities to enhance district-wide communications and emergency response capabilities.

### Aging Communications Infrastructure

Fort Lee School District's aging phone system was unreliable and needed a major upgrade.

### Constant Drain on Technology Budget

The district's aging communications infrastructure meant that when something needed maintenance or replacement, parts were often hard to find and quite expensive.

### Potential Safety and Security Issues

The district's communications challenges created potential physical security and safety issues for the district in the event of an emergency.



An Eastern DataComm Success Story:

## Fort Lee School District

Bergen County, NJ

Schools: 6

Students: 4,124

Teachers: 319

## Challenges



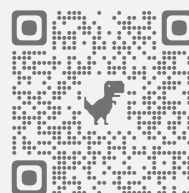
Aging phone and telecommunications infrastructure that was in danger of failing



Potential safety and security issues due to an out-of-date system



Growing expenses to repair old, inefficient systems that lacked district-wide integration



To read the additional details of this case study, scan this QR Code.



*"Eastern DataComm came in and met with all the key administrators, met with the technical staff, and made sure that they were familiar with our environment and operating requirements. Eastern DataComm upgraded our network infrastructure as needed and performed a telecommunications analysis, which saved us a significant amount of money. It has been a very beneficial relationship."*

- Paul Saxton, Former Superintendent, Fort Lee School District

## The Eastern DataComm Solution

Eastern DataComm's diagnostic and consultative approach uncovered the district's strengths and vulnerabilities. The team used that assessment to collaboratively plan and implement a district-wide solution to address the challenges Fort Lee Public Schools faced.

### A Mitel VoIP Phone System and Communications Upgrades

Eastern DataComm implemented a Mitel mobility solution that was easy to use, simple to administer and maintain, and highly reliable. It was also a lot more flexible than older phone system technology, allowing for teachers and other staff to use their cell phones as desk phones. The new system also integrated with other technology solutions throughout the district including the new district-wide intercom and voicemail system.

### Cost-Effective Communication and Security Solutions

In addition to addressing the aging phone system, a thorough review of the district's overall communications technology infrastructure found prospective cost savings including opportunities to:

- Eliminate unneeded phone lines at a savings of \$4,000 per month over 60 months
- Switch telecommunications carriers, and receive approximately \$350,000 toward the purchase of new phone system equipment
- Enable the district to centralize its auto-attendant, further reducing costs and increasing productivity
- Save additional financial resources by upgrading the system rather than spending on expensive, hard-to-source parts for the current aging phone system

## Solution at-a-Glance



Comprehensive assessment of the district's technology budget led to the discovery of notable cost savings



District-wide telecommunications upgrade and intercom system for more efficient communication



Upgraded phone system that enabled centralization of the auto-attendant, leading to further reductions in costs and increases in productivity



## Resolve Your Telecommunication Challenges with Eastern DataComm

If your district is encountering challenges like the ones that Fort Lee School District faced, contact Eastern DataComm for a complimentary School Safety Consultation.