

## Case Study: International Leadership of Texas

# Samsung Business Empowers Young Leaders at Texas Charter Schools



## Overview

### Customer Need

International Leadership of Texas (ILTexas) stresses the importance of leadership and cultural awareness for future graduates. Since its establishment in 2013 in Dallas, ILTexas has become one of the fastest growing K-12 charter school districts in Texas, expanding to five campuses with more than 5,100 students with 6,000 more on a waiting list. To maintain this growth, the school needed an IT strategy and provider that could support networking, phone systems, surveillance, and mobile computing solutions.

### Samsung Solution

After a competitive review, ILTexas selected Samsung and c2mtech, a Texas-based telecommunication and IT consulting company ([www.c2mtech.com](http://www.c2mtech.com)). Samsung was the only technology provider that could meet their comprehensive network demands to support digital and IP phone services, wireless networking, surveillance cameras, and thousands of tablets and notebooks tied together across five campuses.

### Results

With Samsung and c2mtech, students and teachers enjoy robust wireless Internet connections anywhere on campus. Students use Samsung Galaxy tablets and Chromebooks to complete projects in the classroom and at home over a secure network and remote management program. Digital and IP phones are supported across all five campuses over a single phone management service. And Samsung surveillance cameras help maintain campus security.

**SAMSUNG**



The International Leadership of Texas charter school system has been breaking language barriers since it was founded in 2013, with students learning English, Spanish and Mandarin Chinese simultaneously. Now the school has broken ground on a new super-fast Wi-Fi as well as state-of the art electronics from Samsung.

On any given day, more than 5,100 students stream through the Dallas area campuses of ILTexas, making it one of the fastest growing K-12 charter schools in the state. Since 2013 when the first campuses opened, enrollment has nearly doubled. If the pace continues, ILTexas could serve nearly 6,000 more students on multiple campuses across the state in just a few years.

“When parents send their kids to ILTexas, they expect them to graduate and be more competitive in the global business world,” says ILTexas Superintendent Eddie Conger. “We prepare students to be international leaders whether they go into business, government, or any profession.”

## The Customer Need: A Comprehensive Connected Campus Solution from a Single Source

As part of its commitment to prepare students as world leaders, ILTexas relies heavily on technology, starting in kindergarten. Every K–3rd-grade student receives a tablet while every 4th–12th-grade student receives a notebook to use at school and home. The ILTexas’ technology program makes it easier for teachers to collaborate with students and make connections between cultural and economic differences.

“We strive to help all students be ahead of their peers in using technology to facilitate their learning,” says Joyce Wheeler, ILTexas director of technology.

ILTexas employs a small internal tech team that covers multiple campuses. They wanted infrastructure and integrated electronics from one source that was easy to manage. This included:

- A secure Wi-Fi network accessible from anywhere on multiple campuses
- Affordable and reliable tablets and notebooks that could be easily managed and supported

- Support for both IP and digital desk phones
- An integrated security system to provide campus surveillance

“We wanted to work with one source that understood our needs and could provide necessary support on-demand. We preferred that the technology come from one company, so we weren’t constantly dealing with multiple warranties and repair plans,” Wheeler says.

“The challenge of finding a single vendor for everything was daunting...Samsung was the only company that had a solution for the entire set of needs.”

– Ben Brinkman,  
VP Sales, c2mtech

# The Samsung Solution: High-density, Scalable Wi-Fi Plus Connected Devices

After considering multiple bids, ILTexas selected Samsung and c2mtech, a Texas-based IT consulting firm that specializes in telecommunications and IT management. Ben Brinkman, vice president of sales for c2mtech, says his company won the business based on their expertise and their ability to meet all of ILTexas' IT demands through Samsung.

"The challenge of finding a single vendor for everything was daunting," he says. "A lot of companies bid on different aspects of the contract – some with phones, others with network services or notebooks. But Samsung was the only company that had a solution for the entire set of needs."

"With Samsung, we had all the schools up and running by the time school started," Brinkman says. "This included a complete integrated package of cameras, phones, networks and mobile devices all configured and supported to work together with very little support. It's really something that only Samsung can do from a total solution perspective."

## High-Speed Wi-Fi Network

c2mtech deployed a Wi-Fi network consisting of Samsung WEC8050 controllers and more than 500 WEA302i access points to provide

20 GB access speed across multiple campuses. The Wi-Fi network was also integrated with more than a hundred dome cameras to monitor student safety and building security.

## Digital and VoIP Phones Managed from a Single System

c2mtech replaced the ILTexas phone system with the Samsung OfficeServ 7400 enabling secure and encrypted phone service, voice mail and caller ID for all users over a single multisite network. The system powers both traditional and VoIP services over more than 550 Samsung DS21 digital and SMT5210/SMT5230 VoIP phones.

## Tablets and Chromebooks for Every Student

More than 4,000 Samsung Chromebooks and 870 7-inch Galaxy tablets were preloaded with the ILTexas curriculum and anti-virus software, in addition to special firewall settings to restrict student access to approved sites and content. If a Chromebook or Galaxy tablet is damaged or lost, c2mtech can quickly disable it and deliver a new one.

The entire solution took just three months to deploy, which Brinkman says would have been difficult, if not impossible with any other technology company.

## Quick Profile:

As used by ILTexas

Samsung WEC8050  
WLAN Controller



**Number of Clients:** 1,500

**VLANS:** 128

**Max Number of APS:** 75

**Features:** Firewall and Encryption

Samsung OfficeServ 7400



**Supports:** Up to 480 phones (IP, Digital Wireless, and AOM Phones)

**Features:** Emergency 911  
Enhanced Functionality and VoIP  
Security/Encryption

Samsung WEA302 Access Point



**Standard:** 802.11a/b/g/n-2x2 MIMO

**PHY Rate:** 300 Mbps

**Features:** Built-in security, Internal  
antennas

Samsung Chromebook 2



**Weight:** 2.43 pounds

**Screen:** 11.6 inches (1366 X 768)

**Memory:** 2 GB



# The Results:

## An Affordable, Comprehensive Campus Solution with Room to Grow

Since c2mtech overhauled the ILTexas campuses with Samsung Wi-Fi networking equipment and phone systems, Wheeler and her team spend less time managing IT and more time innovating new ways to leverage the technology.

The Samsung wireless network provides Internet access from anywhere on campus. If an issue needs attention at any campus, c2mtech addresses it from the single Samsung controller. c2mtech can also provide central support for the Samsung phone platform over any digital or remote VoIP phone.

Samsung Chromebooks and Galaxy tablets provide teachers and students

new ways to collaborate on lessons and assignments. Mobile device management software and the ILTexas firewall prevent students from accessing unapproved websites in class or at home. Students also use the mobile devices to videoconference with students at other campuses or countries, including students in China.

Wheeler says other schools are looking at ILTexas as an example of how quickly and effectively a complete solution can be deployed and managed.

“Most of them are amazed at how quickly the school was up and running and how easily it will scale with our growth,” she says. “Partnering with

c2mtech and Samsung has led to a seamless technology implementation. And what’s nice about Samsung products is that we know how reliable the equipment is. There are no concerns about surprises around the corner or issues that we can’t address, which makes it much easier on our IT team.”

### Lower Total Cost of Ownership

While the new technology is certainly empowering, ILTexas was very mindful of the total costs. Unlike traditional public schools, public charter schools do not receive funding for facilities in Texas making the technology investments such as this one critical. The Samsung solution helped ILTexas save up to \$800,000 per school, compared to competing vendors.



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