



— CASE STUDY

# How ENA got one school district to 99.99% uptime while saving money

Zayo has recently **acquired Education Networks of America (ENA)**. ENA is a leader in providing transformative connectivity, communication, cloud, cybersecurity, and technology services to K-12 school districts and other community institutions. Zayo proudly welcomes ENA as a partner in its growing global network. Read on to learn how ENA has been providing its customers with high-quality managed services and exceptional customer care.



## The Challenge

K-12 IT directors and staff were under a tremendous amount of pressure before the COVID-19 pandemic, but the rapid shift to digital learning has exponentially increased their workload. With tech departments stretched to their limits, the critical day-to-day infrastructure management tasks are being relegated down the priority list.

The good news is that there are managed technology services that enable IT teams to cover their bases, better support their students' digital learning needs, and actually get some sleep at night.

## The Solution

Recently retired CIO/CTO W. Wesley Watts Jr. reflects on how Prince George's County Public Schools' partnership with ENA has helped the district ensure that its network and communication platform is always up and running:

"When PGCPSS partnered with ENA over ten years ago, our engineers were initially concerned about giving up some of the hands-on management, but the ENA team found a way to address their concerns. We ended up saving \$500,000 when we made the switch to ENA. A few years later, we partnered with ENA and a few other partners to convert our phone system to ENA's VoIP solution, which saved us even more money."



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## 99.99% Uptime

In 2017, ENA also became the Internet service provider for PGCPs. Switching to ENA not only saved them money; it also gave them the bandwidth needed to support the students and staff. In 2020, PGCPs signed an agreement with ENA that enables the district to increase its bandwidth up to 100Gbps as necessary, allowing PGCPs to truly future-proof the district.

The district's network has truly become a utility, maintaining 99.99% uptime. The managed services PGCPs receives from ENA are a critical component of this success as they help prevent strain on the network. With a partner like ENA in place, there were so many things the PGCPs tech team did not have to worry about. In fact, ENA was usually aware of issues first because they were constantly monitoring the network and circuits.

"During my 20-year tenure with Prince George's, I worked with a lot of partners," says Watts, "and ENA was one of the best." ENA delivered on their promises, knowing the many challenges school districts are facing these days. "It was very nice knowing that our infrastructure was one thing we did not have to worry about," concludes Watts. "ENA had it covered."

## Find out more about ENA's managed network connectivity services for K-12 school districts.

**Learn more:** [ena.com/solutions/connectivity/](https://ena.com/solutions/connectivity/)

### About Zayo

Zayo Group Holdings, Inc. provides mission-critical bandwidth to the world's most impactful companies, fueling the innovations that are transforming our society. Zayo's 126,000-mile network in North America and Europe includes extensive metro connectivity to thousands of buildings and datacenters. Zayo's communications infrastructure solutions include dark fiber, private data networks, wavelengths, Ethernet, dedicated internet access and datacenter connectivity solutions. Zayo owns and operates a Tier 1 IP backbone and through its CloudLink service, Zayo provides low-latency private connectivity that attaches enterprises to their public cloud environments. Zayo serves wireless and wireline carriers, media, tech, content, finance, healthcare and other large enterprises. For more information, visit [zayo.com](https://zayo.com).