



# Case Study

## Background

Located on 320 acres in the heart of New York State's Finger Lakes Region, Hobart and William Smith (HWS) are independent liberal arts colleges distinctive for providing highly individualized educations. Guided by a curriculum grounded in exploration and rigor, the Colleges prepare students to think critically. In partnership with the Geneva and global communities and through robust programs in career development, study-abroad, service, leadership and athletics, the Colleges foster an environment that values global citizenship, teamwork, ethics, inclusive excellence and cultural competence.

Approximately 2,262 undergraduate students are enrolled in 45 majors and 68 minors. Under the mentorship of faculty, Hobart and William Smith students gain the necessary clarity to be competitive when seeking employment. They win prestigious fellowships like the Rhodes, Gates Cambridge, Udall, Fulbright, and Goldwater. They gain admittance to the best graduate programs in the country. They go on to lead lives of consequence.

## The Challenge

With a continued increase in network-connected devices on campus, and to meet the growing expectations of its community members, Hobart and William Smith delivers a robust Internet service to support its academic programs, residential life experience, and business operations in an economical way. To meet all of these goals, HWS has chosen the NetEqualizer solution during the past decade.

## Why NetEqualizer?

HWS implemented the NetEqualizer solution based on its stellar reputation in the education space as well as its value, which is difficult to match in competing products.

HWS has been a long-time NetEqualizer customer. They initially deployed our NE2000 series with 100Mbps license in April 2007. In 2010, they upgraded to a 350Mbps license, to handle their growing network. Later that year, they bumped up to our NE3000 series to handle growth to a 1Gbps network. In 2012 they added redundancy in their shaping configuration, by adding a NE4000 1Gbps to their network.

In 2013, they upgraded their license on their NE4000 to 5Gbps and also traded in their NE3000 for a NE4000 5Gbps. As of 2017, they are currently on two NE4000 5Gbps units, one deployed as a primary, and the other implemented as a spare, to support full redundancy in their network shaping.

Over the years, HWS has both upgraded their licenses on existing hardware, and also leveraged the NetEqualizer trade-in program, to move to new hardware as needed. They have maintained their original investment by applying our generous trade-in credits towards their new unit purchases.

## Executive Summary

**Customer:** Hobart and William Smith Colleges ([hws.edu](http://hws.edu))

**Industry:** Higher Education

**Location:** Geneva, New York

**# Students:** 2,262

**Challenge:** Provide robust, consistent Internet experience across all constituents.

**Solution:** NetEqualizer 4000 series (NE4000-5Gbps)

### Results:

- Large downloads do not impact normal users
- High bandwidth users unaware of being throttled
- Network running smoothly even during peak

### Benefits:

- Easy to configure
- Easy to maintain
- Highly reliable
- Lower cost than competitors





## The Results

The NetEqualizer has been a great solution because it is extremely easy to maintain, and – when needed – it just works, says Derek Lustig of HWS. Out of the box, the configuration is very straightforward, and our staff only really ever “manages” the system when there are periodic firmware upgrades. Support has always been swift and eager to assist in whatever ways possible. “If only all the systems we managed were so easy!”

HWS has had scenarios where several users were running high-speed (>50Mbps) downloads. It didn’t take long before 4 or 5 such downloads overwhelmed what was at the time a 400Mbps Internet connection. The NetEqualizer proved its mettle by correctly identifying high-bandwidth users and throttling them without causing disconnects. As a result, “normal” users were able to continue without issue and – as a bonus – high-bandwidth users didn’t even notice their traffic was throttled.

## In Summary

The NetEqualizer is easy to configure, easy to maintain, highly-reliable – and does what it is designed to do with minimal interaction by HWS’ technology staff. The NetEqualizer provides a solid bandwidth management solution, which competitors, charging much more, have a hard time duplicating.

*The NetEqualizer has been a great solution because it is extremely easy to maintain, and – when needed – it just works.*

*If only all the systems we managed were so easy!*

Derek Lustig  
Director, Network &  
Systems Infrastructure

## About APconnections, Inc.

APconnections is an innovation-driven technology company that delivers best-in-class network traffic management solutions to give our customers better networks, with zero maintenance, at the best prices. We specialize in turnkey bandwidth shaping and intrusion prevention system (IPS) appliances.

APconnections is based in Lafayette, Colorado, USA. We released our first commercial offering in July 2003, and since then thousands of customers all over the world have put our products into service. Today, our flexible and scalable solutions can be found in many types of public and private organizations of all sizes across the globe, including Fortune 500 companies, major universities, K-12 schools, and Internet Providers on six (6) continents.