



CASE STUDY

Northwest Area Education Agency

CASE STUDY INTRODUCTION: BRADEY MALLOY

Bradey Malloy is a Network Systems Administrator who works at the Northwest Area Education Agency (NW AEA). The Sioux City, Iowa-based company provides scholastic improvement offerings for students, administrators, teachers and early childhood services alike. It is currently partnered with 34 public school districts and 33 accredited private schools, covering a 10-county area. Cumulatively, the NW AEA serves nearly 45,000 students.

Bradey found it a challenge to update the hardware needed to manage the servers and network operations of an organization the size of the NW AEA.



QUICK FACTS

- Name:** Northwest Area Education Agency
- Focus:** Providing scholastic improvement offerings
- Location:** Sioux City, IA
- Number of Facilities:** 34 public school districts
- SERVES:** 10 counties – 45,000 students
- Integration:** IP Pathways AdaptiveCloud™ Services

BRADEY'S PROBLEM

Bradey was tasked with updating aging infrastructure to support the AEA. The time and cost to deploy new infrastructure made it difficult to justify purchasing new hardware. Bradey also wanted to become more proactive in supporting the AEA business needs.

As new technology is released at an ever-increasing rate, many companies find themselves having to buy new server hardware more frequently than ever. Additionally, upgrading server hardware can be a long and arduous process, which can drastically cut into an employee's effective work time.

These factors can push even mid-sized organizations to seek alternatives for traditional dedicated servers, and the alternative that many have turned to is a cloud infrastructure platform. Unlike dedicated servers, the cost of maintaining a cloud server is highly modular, meaning that companies won't pay for more security, performance, control or storage space than they need.

When Bradey was researching the cost of migrating NW AEA's server infrastructure to large-scale cloud storage systems such as Google Cloud or Amazon Web Services (AWS), he learned that as the popularity of cloud servers had gone up, so had their prices, and the costs of dedicated servers had decreased to compensate. Additionally, there was no feasible way to budget for future costs.

Bradey also learned that Google Cloud and AWS offered little support to customers for the migration and ongoing support of server infrastructure. This made planning for deployment daunting, as well as time-consuming.

Bradey's goals were to reduce cost and gain more time to support business goals. With costs being higher than expected, future budgets difficult to establish and deployment time being longer than expected, he was unable to find solutions with major cloud providers. That's when Bradey turned to IP Pathways; a regional cloud provider.



“Using IP Pathways allows me to focus on the IT department, and to assist educators in their roles. I now have more time to meet with the people I work with and more time to find ways to address their pain points.”

WHY BRADEY CHOSE IP PATHWAYS

After comparing our prices with another local data center, Bradey found that IP Pathways was superior at cost-effectiveness. Other companies such as Google Cloud or AWS can often make migrating server infrastructure a confusing process with nebulous cost projections.

Compared to major cloud storage providers, IP Pathways is determined to provide a storage-as-a-service pricing model that's fair for our customers, making IP Pathways AdaptiveCloud Services a much more cost-effective alternative to the aforementioned cloud services. Even when evaluating the total cost of ownership of using IP Pathways versus buying hardware over a four-year term, Bradey realized that using IP Pathways would ultimately be more cost-effective in the long run.

Bradey and the NW AEA got to experience firsthand how customer-focused IP Pathways' approach to IT services is when it came time to migrate NW AEA's server infrastructure to our patented AdaptiveCloud Services, which provides our customers with Enterprise-Class Quality in a scalable, flexible and cost-effective framework.

Architect | Implement | Monitor | Support | Manage



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