



Partners In Education & Research



## COMPANY OVERVIEW

**PARENT COMPANY:** PIER Group

**ARUBA PLATINUM PARTNER:** 25+ years

**EXTENSIVE ARUBA EXPERIENCE (SALES AND SERVICES):** 25+ years

Extensive Aruba pre-sales consulting team

Extensive Aruba implementation team

Numerous large-scale Aruba projects, and references, in the R&E community

For more than 30 years PIER Group has been the trusted provider to Research & Education Communities across the nation. We have achieved this level of success because of our strong partnerships within the industry.

*PIER Group is a Certified Women Business Enterprise (WBE).*

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## OUR TEAM



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## TECHNOLOGY SOLUTIONS SERVICES PORTFOLIO

PIER Group has solely focused on North America's Research and Education (R&E) community for nearly 30 years.

PIER Group's target audience is R1/R2 universities in all 50 states, Regional Research and Education Networks (REN's), and the 18 National Research Laboratories.

PIER Group solely focuses on research-computing, research-networking, and campus infrastructure, specific to this Research and Education community.

PIER Group's extensive knowledge, in every aspect of this market, provides great value to our customers and vendors.

PIER Group's longevity and experience in this market has gained us great brand recognition across the R&E community.

PIER Group invests heavily in pre-sales network consultants to support this community's design and architecture needs.

PIER Group has a strong service and implementation team that allow turnkey implementation offerings.



### Technical Capabilities:

- High-Level skill set on ClearPass, Airwave, AOS, Central, and CX Switching platforms
- Life cycle engineering resources (initial design through implementation)
- Large public venue and outdoor installs
- Complete campus deployments (including rapid deployments for time critical needs)
- Custom mounting and fabrication
- Large Scale RF Assessments
- Post installation advanced RF tuning

## ARUBA CERTIFICATIONS

**Clearpass**  
Expert  
Professional  
Associate

**Mobility**  
Expert  
Professional  
Associate

**Switching**  
Professional  
Associate

PIER Group was honored to be named Aruba 2022 Central Partner of the Year during the Aruba Atmosphere conference



## TECHNOLOGY SOLUTIONS

**Campus Infrastructure**

**Research Computing**

**Research Networking**

**Campus Data Center**

**Procurement Contracts**

# ARUBA CUSTOMERS

University of South Carolina	Higher Education	University of Michigan	Higher Education
Indiana University	Higher Education	Michigan State University	Higher Education
Purdue University	Higher Education	Colorado State University	Higher Education
University of Minnesota	Higher Education	University of Iowa	Higher Education
University of Illinois	Higher Education	University of Wisconsin	Higher Education
Maryville University	Higher Education	Illinois State University	Higher Education
Northwestern University	Higher Education	DePaul University	Higher Education
University of Notre Dame	Higher Education	University of California, San Diego	Higher Education
University of Chicago	Higher Education	University of Kentucky	Higher Education
Johns Hopkins University	Higher Education	University of Louisville	Higher Education

## CUSTOMER WINS



University of Michigan is a big win with a Cisco take out consisting of a 17k AP 6e solution that is a CentralOnPrem solution. \$10M deal.



Notre Dame has been a long-time Cisco account. PIER implemented an Aruba LPV Wi-Fi solution in 2016. Recently, ND awarded PIER Group the project to convert their LAN & WLAN to Aruba.



University of South Carolina was a long-time Cisco Account. PIER Group converted them to Unified Edge (wired and wireless). \$10M+ deal.



University of Illinois was a Cisco LAN and Meru Wireless customer. PIER Group converted them to Aruba unified edge in 2016, displacing Cisco & Meru. A wireless transition to Edge Switching. \$10M deal.



The University of Chicago is a long-time Cisco account. PIER Group converted them to Aruba wireless in 2020 and is working to earn the LAN business as well.



University of Minnesota is a long-time Cisco account that PIER Group converted to Aruba wireless in 2016. Second Aruba wireless refresh in progress upgrading all APs and transitioning to Aruba AOS10/Central. \$10M deal.



NWU is top-to-bottom Aruba inclusive of Core, Disti, Edge, wireless, etc. Aruba 8400s, 6300s and migrating to WiFi 6e Central.



Indiana University is a long-standing partner of PIER Group. Currently implementing complete Edge solution including 2000 switches, 15k APs, and CentralOnPrem.

## TESTIMONIALS

*"I have chosen PIER Group for several reasons as I am a return customer from a previous university. PIER Group truly wants to be a valued partner building relationships. They don't push sales; they listen to the customer's business needs and recommend very competitive solutions. PIER Group has always gone above and beyond the scope of work defined to ensure success. Last year, when U of SC was seeking a wireless solution for the residence halls, Aruba and the incumbent went head-to-head for the business. Chad and his team worked tirelessly to prove the value of Aruba (backed by a Gartner Magic Quadrant report), conducted onsite assessments, and engaged my networking team to understand the requirements and existing network setup. The incumbent only provided quotes. Going the extra mile is what PIER Group will do to ensure the success of their customers and I will continue to build this relationship for the success of the University of South Carolina"*

**- Dan Schumacher, Executive Director of Infrastructure Services, University of South Carolina**

*PIER Group is a key player in a lot of the network infrastructure projects that we do. That includes the edge network upgrade that we did on all campuses, as well as all the switches and all of the access points. More recently we worked with PIER Group to upgrade the major links in our data center network. During COVID Campus Networks was quickly asked to install a permanent wireless network in the IU auditorium. It is a 3000 seat space with a balcony and unique architecture that had to be preserved. PIER Group designed, procured equipment for and expertly installed the system so that its rich technology environment is virtually invisible. They have been a key partner to us for many years.*

**- Mark Spencer, Director of Telecommunications at Indiana University**

## CERTIFICATIONS

PIER Group is a Certified Women Business Enterprise in the states of:

Indiana                      Kentucky                      Virginia  
 Illinois                      Wisconsin

\*WBE Certification is in process with additional states.

