



# Buffalo Trails

A school district migrates to the cloud to maintain a decade-long distance education program in a time of cutbacks.

## Customer

- Public School authority in Alberta, Canada
- Responsible for providing classes and services to 28 schools located over 14,000km<sup>2</sup>

## Challenges

- Connecting students in smaller schools to classes taught elsewhere in region
- Dissatisfied with Zoom workflow
- Tight budget due to cutbacks
- Want a cloud service that maintains Polycom workflow

## Solution

- RP1Cloud Proof of Concept demonstrated quality, simplicity
- Price in line with budget thanks to Enterprise pricing model

## Result

- Support team worked to roll out to all schools over the summer months
- Successfully set up and tested within 3 weeks of purchase
- No addition training needed thanks to zero change to work-

Case Study:  
**EDUCATION**

## The Customer

Buffalo Trails Public Schools is committed to maximizing student learning, in a safe and caring environment, supported by a highly effective team. It is a Public School Authority in the Canadian province of Alberta, operated out of the city of Wainwright. They are responsible for operating and maintaining standards at 28 elementary, secondary and online schools, serving over 4000 students, and employ around 525 full and part time teachers and support staff.

Operating in a region that is spread out across several small towns and rural municipalities, it was important for the Buffalo



Trails team to find a simple bridging solution to connect sites and create a sense of broader community.

## The Challenge

Buffalo Trails manages a largely rural school district spread out over 14,000 square kilometers. Several schools have around 100 students across all grades. These smaller schools can't afford to teach every subject that students may be interested in, and between busses and insurance, it's far too costly to drive students around to attend classes at larger schools.

Since 2004, the district has been using Polycom endpoints and bridging to connect students to classes in other towns, but that

too has become too costly due to cutbacks. Bridge maintenance and on-site hosting has proven prohibitively expensive.

Buffalo Trails needed a way to cut costs, but maintain the distance-education programs that have been in place for well over a decade.

The Buffalo Trails Team trialed another cloud conferencing service, but adoption proved challenging; the look and workflow were very different from the Polycom processes that educators were used to. With the goal of maintaining tried-and-true workflows, their Polycom representative told them to reach out to RP1Cloud.

### **The Solution**

The Proof of Concept set up by the RP1Cloud team demonstrated how the look and feel of Polycom workflow could be maintained - even made simpler - and how it could be implemented with minimal disruption. While initially hesitant to hand control of infrastructure to a managed service, the established

trust in Polycom, and the lightning quick response of the support team at RP1Cloud, Buffalo Trails was confident that they placed their faith in the right solution.

### **The Result**

Buffalo Trails implemented RP1Cloud over the summer of 2018. As with all customers, the RP1Cloud support team worked in close contact with their IT to ensure a smooth rollout.

With minimal training, teachers have experience no interruption to regular workflows. Content sharing and interactive virtual whiteboards give students an immersive, interactive experience rather than just watching a lecture. The Buffalo Trails mandate to put students first in all things has been upheld.

Their IT team continues to reach out for minor adjustments, including how best to optimize with their new virtual firewall. RP1Cloud recommends that customers regularly submit feature requests and report any bugs, and Buffalo Trails has been happy with response turnaround from RP1Cloud support.

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**Jeremy Julyan, Systems Analyst IV, Buffalo Trails:**

Partnering with RP1Cloud has allowed Buffalo Trail Public Schools to provide the same courses and opportunities to our smaller schools as to those in our larger ones. We want all our kids to have every opportunity to succeed.”

**RP1Cloud** provides the highest quality audio and visuals in video conferencing today. Its virtual bridge provides an optimized meeting place where users can join from any room system, device, or telephone, as well as Skype for Business. With more ways to manage and customize your experience, RP1Cloud is a simple and affordable way to meet face-to-face over distance.

## **SOLUTIONZ**

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