



eclipse networks

TECHNOLOGY FOR THE FUTURE

The importance of knowledge, skills and education can not be overlooked when it comes to being a HP Gold partner.

University, the seat of academic learning, a place where Matrics become bachelors, and maybe even go on to obtain doctorates. Amongst a group of such highly analytical individuals, it is important that the infrastructure works efficiently and quickly. This is even more important when the students are studying technology.

“Our users were frequently complaining about how slow the network was, so we called in Eclipse Networks (an Elite ProCurve Partner) to present us with possible solutions,” explains David Ramasodi, Executive Director, IT Services, Vaal University of Technology (VUT).

There were also a variety of requirements and functionalities that the network had to meet. Eclipse recommended the HP ProCurve infrastructure – a scalable network and convergence ready, capable of handling voice, video and data. Eclipse already had a relationship with VUT through an earlier successful project, and ultimately secured the contract based on the basket of criteria: price, after-sales service and value add.

VUT has upwards of 4,500 desktop computers serving over 16,500 students, and a further 800 computers for its 1,200 staff across five campuses.

For VUT, it was critical that the network allowed the latest teaching methodologies, such as video streaming. The CCTV security system has also been enhanced, as has access control. The system also runs VOIP without any latency.

Ramasodi says: “This takes us, as an educational institution, to the cutting edge of

technology, and enables us for the first time to set standards on networking equipment.”

Eclipse managed the configuration, installation, monitoring, trouble shooting and fault reporting. “We can do maintenance ourselves, in the assurance that if we meet a problem beyond our current capacity; Eclipse is always on hand to back us up,” notes Ramasodi.

Eclipse is not simply focused on the education sector however, catering also for the public sector and corporate markets, encompassing various industry sectors. “We provide leading and workable solutions to our customers around the country through our nine focused business units and have a national footprint of 12 branches and a satellite office, covering all nine provinces,” says Mpumelelo Dywili, Executive Director, Eclipse Networks.

Dywili also emphasizes that Eclipse is not only highly accredited with ProCurve but other HP specialisations, and in particular has an excellent history in Server/Storage Consolidation and Virtualisation, having focused heavily in this arena since the late 90’s. “We’ve been involved with HP since 1993, and are one of the most accredited technology partners within the HP eco-system,” he notes.

Dywili concludes that the company has developed a motivated, stable and strong team of certified sales and technical professionals. Eclipse understands that to meet its aim of being in the top tier of skills in the country, it needs to continue to invest heavily in training and certification, as it values the technical knowledge and education of its own team very highly. ■

MPUMELELO DYWILI

Executive Director, Eclipse Networks

011 232 9400

www.eclipse.co.za

2009 Preferred Partner GOLD Computing Systems Specialist	2009 Preferred Partner GOLD Office Printing Specialist	2009 Preferred Partner GOLD ProCurve Networking Specialist	2009 Preferred Partner GOLD Service Specialist Authorized Service Partner
2009 Preferred Partner GOLD Service Specialist	2009 Preferred Partner GOLD Service Specialist Professional Services Partner	2009 Preferred Partner GOLD StorageWorks Solutions Specialist	2009 Preferred Partner GOLD Virtualisation Specialist