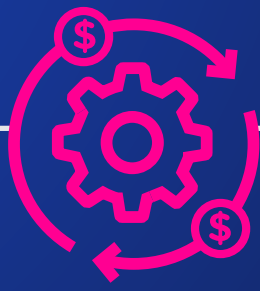




Why Nile for Higher Education


Network and Zero Trust Security Advantages




All inclusive OpEx model:

No CapEx surprise. One simple subscription covers everything: hardware, software, refreshes, support, monitoring, and security.

Pain point
Traditional CapEx-driven refresh cycles are expensive, hard to predict, and often delayed due to budget constraints and procurement complexity.







Built-in Zero Trust:

Every user and device is segmented by default. Guess access is isolated, and critical systems are protected inherently.

Pain point
Campuses are open by nature, making them attractive targets for cyberattacks, yet most IT teams lack the resources to implement and manage robust segmentation policies.




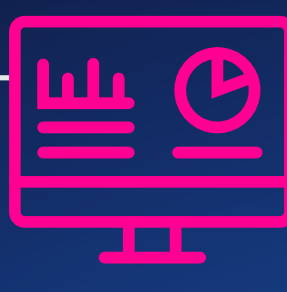


Automation:

Nile constantly monitors, optimizes, and updates the network which eliminates the need for manual intervention or extra headcount.

Pain point
Small IT teams are stretched across too many responsibilities and often don't have dedicated networking experts or time for day-to-day management.






Real-time visibility for IT and users:

The myNile dashboard empowers both IT teams and end users to diagnose and resolve issues faster, without the ticket backlog.

Pain point
Legacy networks offer limited visibility, making troubleshooting time consuming, ticket-heavy, and frustrating for both staff and students.



Outcomes from Universities:



Concordia University, St. Paul

5,000+ devices | 10 person IT team

Challenge:
Frequent outages, poor visibility, growing demands

Result:

-  67% reduction in outages
-  No more guest access headaches
-  Alignment of network segmentation with annual cybersecurity risk reviews

“The future of networking isn’t owning the hardware. It’s about owning the outcome.”

Jonathan Breitbarth,
Director of Computer Service



University of Missouri-Kansas City (UMKC)

Legacy building | Thousands of users

Challenge:
Spotty coverage, inconsistent experience, guest access issues

Result:

-  2X Wi-Fi coverage improvement
-  0 IT calls for guest access since deployment
-  Reduced risk of outage (which, if the network goes down, comes at a cost of \$2m per day)



IES Abroad

10,000 global students | 34 countries

Challenge:
Disparate vendors and hardware across locations, outdated equipment and network congestion.

Result:

-  Significantly reduced network operational costs
-  Unified dashboard with visibility of the entire network
-  100% reliable and scalable network

“We wanted better visibility, a consistent, reliable network, and a better experience for all of our staff and students. Nile delivers on all counts.”

Jamey Vester,
Chief Technology Officer

