

TWoA Connects Its Campuses Using Zoom's Magic



*Garry Johnston
Executive Director of
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at TWoA*

Challenge

New Zealand's second largest higher education provider, Te Wānanga o Aotearoa (TWoA), had to connect many locations across a wide area without great expense.

Solution

TWoA standardized on Zoom and built 20 Zoom Rooms.

Result

For roughly a fifth of what they would have to pay for a traditional hardware solution, TWoA is connecting its 60 main campuses and 90+ other locations.

Efficiency and collaboration are key elements in successful modern organizations. Face-to-face contact is also often seen as an essential to promote collaboration, requiring people to get together, often traveling long distances to do this. When running a modern organization efficiently with many locations across a wide area, achieving face-to-face meetings can be logistically challenging and expensive.

New Zealand's second largest higher education provider, Te Wānanga o Aotearoa (TWoA) faced this exact issue. TWoA is a national education provider established 30 years ago to improve the social and economic conditions of people who struggled in the mainstream secondary education system.

TWoA has implemented Zoom to connect their people across the country. We spoke to Garry Johnston — TWoA's Executive Director of Information Technology — to find out exactly how our software fits their needs.

"Our organization is unique in New Zealand. We are the largest higher education provider and the only higher education provider that has a foot-print nationwide, with locations across our entire country," said Johnston. "There are over 60 networked locations and another 90+ places where we also deliver our courses. The objective for TWoA's investment in technology was to improve collaboration, and one of the ways I saw that we could do that was by implementing video meeting software that 'just works.'"

To achieve this, TWoA looked to implement a solution that was both affordable and easy to use. Their previous video conference solution was neither, which led to frustration and low usage due to the complexity and time that was required to set up a video meeting.



"Prior to using Zoom, the solution we had seemed to be designed for use by rocket scientists. It was just confounding to use. We needed a solution that was simple-to-use, yet provided us with the enterprise-level quality and features. There's something about the design of our previous solution that tells me that it wasn't designed with the average person mind. Our ideal video platform is one that is intuitive," said Johnston.

During the search for the new video meeting software for TWoA, Johnston encountered a number of other solutions that were competent, but in one way or another didn't fit the bill.

"We looked at a number of other solutions. As an educational institution, we need something that works well and is great value. For the most part, whilst the solutions we explored were technically capable, they all failed the affordability test. I want the software we use to be both affordable and work in such a way that my users simply didn't have to worry about".

Even with a set up that included high-end HD cameras and multiple monitors, Zoom Rooms was by far the most affordable choice: "In our implementation of Zoom, we have rolled out our first phase with about 20 Zoom Rooms equipped with computer systems, monitors, and cameras totaling a per room expenditure of around \$6,000. For comparison, installing the hardware necessary for a similar video meeting solution cost almost \$30,000 per room," he said. "Not only would the hardware for the latter be proprietary, but most importantly, it was often far from intuitive. Success for us was a solution that draws you towards it, not one that has to be forced upon you."

For the moment, Zoom has been implemented in two of TWoA's locations, and they're not stopping there. Johnston told us that the TWoA plans to have Zoom running in all 60 of its main campuses to facilitate communication and collaboration between staff and students by the end of 2015. Because the cost of deployment in terms of accompanying hardware amounts to roughly a fifth of what they would pay for any other provider's hardware, the pace of deployment will be much faster and the organization will benefit much earlier than with alternative solutions.

While it is rare to find software that fits perfectly into an organization's business model, Zoom fits like a glove for TWoA. The organization has benefitted most from its ease of use, its affordability, and its high quality experience.



About Zoom

Zoom, the cloud meeting company, unifies cloud video conferencing, simple web meetings, and group collaboration into one easy-to-use platform. Our solution offers the first available mobile-screen sharing and an innovative hybrid cloud service, and works across desktop, tablet, mobile and room systems. Zoom services over 90 million participants and more than 140,000 businesses globally.

Website
zoom.us

Innovations

First 3-in-1 Cloud HD Meeting Platform
First Mobile Screen Sharing
First Hybrid Cloud Service