Case Study – City of Saraland AL

City of Saraland municipality is significantly reducing costs, enhancing scalability, and ensuring reliable connectivity across multiple locations by transitioning away from Cisco Meraki to our UniFi Network.

Background

Saraland, a rapidly growing community just north of Mobile, Alabama, is experiencing significant expansion driven by residential and commercial development. Distinct from the larger Mobile city government, Saraland's municipality independently manages various critical facilities, including City Hall, more than a dozen public parks, recreational centers, a police station, two fire stations, and other essential municipal services. The city employs approximately 200 personnel, with a substantial portion dedicated to emergency response services.

Previously, Saraland relied on Cisco Meraki. While functional, the managed services model led to escalating recurring fees, restrictive equipment leasing agreements, and inflexible cloud-dependent network management. These factors significantly inflated costs and limited operational flexibility, particularly problematic for a rapidly growing municipality.

Organizational Requirements

- Significant Cost Reduction
- Centralized Management & Scalability
- Reliability and Continuity

Frank Davis, Saraland's first IT Director, recognized the need for a reliable, cost-effective, and scalable solution. With previous experience managing Meraki and UniFi networks for Saraland City Schools, Davis saw UniFi as an optimal choice.

Why UniFi

UniFi directly addressed Saraland's key requirements through its unique benefits:

- **License-Free Model:** Eliminating licensing fees immediately delivered substantial financial savings compared to Meraki.
- **Unified Network Management:** UniFi's centralized management platform simplified oversight, updates, and troubleshooting across all municipal sites.
- **Operational Continuity:** Offline management capabilities ensured reliability and operational continuity independent of cloud connectivity.

"UniFi gave us freedom from costly recurring fees and the dependency on constant cloud connectivity, delivering a significant advantage for our municipal operations." - Frank Davis - IT Director, City of Saraland

Transitioning to UniFi has positioned the city of Saraland to realize substantial operational and financial benefits, most notably a projected 400% reduction in annual network costs. The simplified deployment, centralized management, enhanced security, and robust connectivity offered by UniFi align perfectly with the city's growth strategy.

As Saraland continues to expand, the municipality is well-prepared to scale its network infrastructure with UniFi, ensuring reliable connectivity and simplified management.