

CUSTOMER CASE STUDY · K-12 PUBLIC SECTOR

# How Xiologix helped Wellpinit regain control of its network, one eRate cycle at a time.

After an MSP acquisition left the district locked out of its own environment, Fortinet referred the account to Xiologix. The first move was to give the IT director his access back. Three years later, the district runs on a single, consolidated Fortinet fabric, with shared access throughout.

## Wellpinit School District

A federally funded K-12 tribal school on the Spokane Indian Reservation.

INDUSTRY	K-12 Public Education
LOCATION	Wellpinit, WA
STUDENTS	~200 enrolled
FOOTPRINT	3 connected buildings
ENGAGEMENT	Assessment Design Deploy Manage
FUNDING	Federal eRate program 85% F&R lunch (eRate maximum)
FORTINET	15 years on platform 3 years with Xiologix

### CHALLENGE

#### An acquired MSP, locked-out access, and a 22-year IT director with no margin for error.

Wellpinit had run Fortinet for 15 years through a regional MSP that was rolled up twice in quick succession. After the second acquisition, response times stretched, answers came back wrong, and the new owner's posture hardened: every change had to route through them.

- **Locked-out access:** A hands-on Director of IT could no longer touch his own environment.
- **Wrong answers, slow tickets:** Responses, when they came, did not match what the network was actually doing.
- **A K-12 threat model with no margin:** Student data is a blank credit slate; visibility had to sharpen, not coarsen.

### WHY XIOLOGIX

#### Fortinet referred the account directly. The first move set the tone for everything that followed.

The IT director called Fortinet looking for someone local who would actually pick up the phone. Fortinet sent him to Xiologix. Melissa Noriel, Strategic Account Manager at Xiologix, inherited the relationship and made the single decision that reframed the engagement: she gave the customer back full access to his own environment.

- **Shared access, not gatekeeping:** The structural opposite of "all changes must go through us."
- **Fortinet-deep engineering bench:** Certified across FortiGate, FortiSwitch, FortiAP, and analytics.
- **Public-sector fluency:** Fluent in eRate cycles, approval lags, and shrinking district budgets.

“It was the Aladdin song. Whole New World. I wanted to break into song.”

Terry Patton, Director of IT, Wellpinit School District

SOLUTION

# Three years. Three products. One fabric.

Xiologix sequenced the rebuild to match the federal eRate calendar. One product per cycle, each step engineered to anticipate the next, so each cutover landed clean without rework. By Year Three, the district was on a single Fortinet platform, with the customer keeping full hands-on access throughout.

PHASED ROLLOUT, ANCHORED TO ERATE · XIOLOGIX LED

PHASE 01	PHASE 02	PHASE 03	PHASE 04	PHASE 05
<p><b>Discover</b></p> <p><b>Inherit &amp; assess:</b> Audit of the inherited MSP environment, access posture, gaps, and prior FortiGate state.</p>	<p><b>Design</b></p> <p><b>Three-year roadmap:</b> Sequenced product replacement that anticipates each next cycle: Gate, then Switch, then AP.</p>	<p><b>Deploy</b></p> <p><b>Fortinet, phased:</b> Y1 FortiGate. Y2 FortiSwitch replaces Cisco core. Y3 FortiAP replaces Meraki. FortiAnalyzer via ESD 101.</p>	<p><b>Operate</b></p> <p><b>Shared-access managed service:</b> Tuning, alert triage, and change management, with the customer keeping full hands-on access.</p>	<p><b>Realize</b></p> <p><b>A testing window that holds:</b> Visibility, predictability, and the outcome a district actually buys: testing season that does not break.</p>

TECHNOLOGY

## Fortinet platform components

YEAR 1	<b>FortiGate:</b> Edge NGFW, country-block at the perimeter.
YEAR 2	<b>FortiSwitch:</b> Core switching, replacing Cisco. MAC, IP, and traffic visible per port.
YEAR 3	<b>FortiAP:</b> Wi-Fi, replacing Meraki. Coverage reaches the football field.
ADJACENT	<b>FortiAnalyzer:</b> Logging and analytics, delivered through ESD 101.

BUSINESS IMPACT

## What the district actually felt.

0	<b>Testing-season incidents</b> this school year. The first clean season in years.	18	<b>Devices caught</b> on one compromised teacher credential, via FortiSwitch port visibility.
3	<b>Fortinet products</b> consolidated into one fabric: Gate, Switch, AP.	15	<b>Years on Fortinet</b> at Wellpinit, now fully unified pre and post Xiologix.

“Every year in the past, testing was a headache. This year, it just hasn’t been. Life is much easier now.”

Terry Patton, Director of IT, Wellpinit School District

## Ready to regain visibility and control?

Xiologix can help assess your current environment and build a practical, eRate-aware roadmap your team can actually run. We work in conjunction with you, with shared access throughout.

Talk to Xiologix

GET IN TOUCH

xiologix.com  
info@xiologix.com  
503.691.4364