Communication with end-users

Lessons learned by SURFnet

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Overview

- Communication model SURFnet
- Reaching the end-user: Why?
- Reaching the end-user: How?
 - the SURFnet approach -
- Conclusion



Communication model SURFnet

Account Management



Contact Person - ICP (150)





End-user (500,000)





Reaching the end-user: Why?

- Government finances:
 USE the network and demanding applications
 -> no matter what!
- Black & white/colour/widescreen TV: KNOW the network and demanding applications
- Institutes' investments:
 PUSH the network and demanding applications



Reaching the end-user: How? - the SURFnet approach -

SURFnet's initiatives over the years:

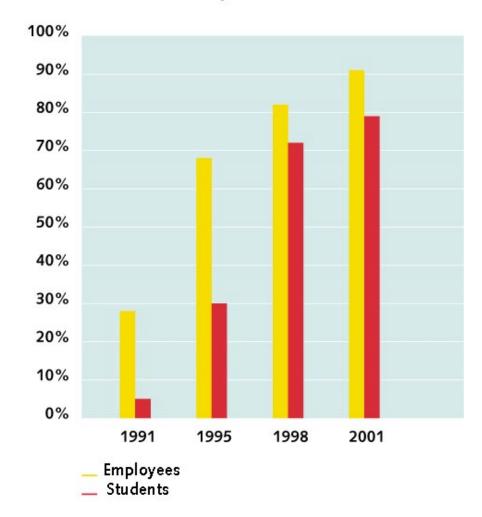
- SURFnet Guide
- SURFnet Support Team
- User Groups
- User survey
- SURFnet News
- SURFkit
- Dial-in and ADSL service
- Visits to institutes
- Students portal
- Home office project



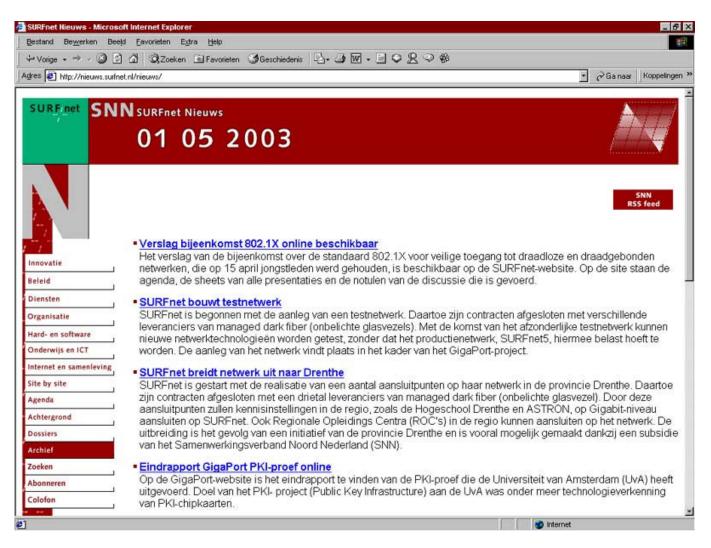
User survey

- Insight into use network and services
- Awareness use SURFnet

SURFnet utilisation over the years



SURFnet News

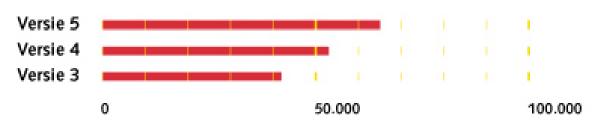




SURFkit



Orders:



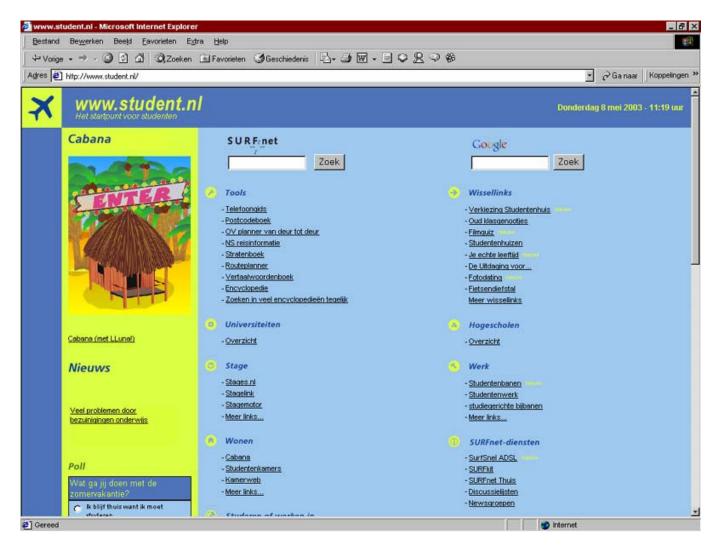


Visits to institutes

- Not just ICP, but also publicity person
- Custom-made publicity material
- Time-consuming and few results



Student portal





Home office project

- Started this year
- In close cooperation with institutes
- All aspects of the home office
- Cookbooks



Conclusion

- Reaching the end-user = complex
- Mix of communication methods
- Target area of present policy: changes within SURFnet with focus on the communication with the end-user
- Exchanging ideas between NRNs: TERENA Task Force: TF-PR



Further information

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