



Trapeze Lights up Commercial Buildings with High-Flying WLAN Services

To attract and keep business tenants, owners and managers of commercial buildings are always on the lookout for value-added services that cater to their clientele. One popular feature these days is the latest and greatest in communications capabilities.

Connecticut-based Commhub—a division of Spot On Networks—provides managed Internet and wireless LAN services to commercial buildings across southern Connecticut.

Building owners as well as tenants benefit from a managed wireless LAN service. Tenants get enterprise-quality wireless service for a fraction of the cost of doing it themselves. For the building owner, offering a managed wireless service makes the real estate more commercially desirable to tech-savvy tenants.

As businesses move in and out, the landlord saves tens of thousands of dollars or more on rewiring to meet the networking requirements of new tenants. Plus, providing an inbuilding wireless service minimizes the possibility of radio frequency (RF) interference that could occur if each tenant company sets up its own discrete wireless LAN.

OBJECTIVE

With the demand for wireless LAN services increasing, Commhub faced a unique situation with a historic building in South Norwalk, Conn. The Lock Art and Tech Center was originally constructed in 1856 as a lock factory.

Complete with original timber mill construction and 14 additions built through 1941, the Lock Building was scheduled for demolition to make room for a parking lot. But a grassroots effort saved the building, and today it features 100,000 square feet of renovated studio, gallery, office, retail and restaurant space.

Commhub faced consecutive hurdles when it came time to select a wireless LAN system for the structure. The challenges included how to address concerns over network security, management, shared services and guest users, says Dominick Arcuri, CTO for Spot On Networks/Commhub.

“Our key concerns were security and ease of deployment, says Arcuri. “Our primary service offering is a managed service where we have different groups of tenants. We must be able to set up user groups quickly and be able to remotely control and monitor the wireless LAN equipment.”

SOLUTION

After evaluating and selecting the Trapeze Mobility System™, Commhub did a partial deployment to help the team become familiar with Trapeze Mobility Exchange™ (MX™) switches and Mobility Point™ (MP™) access points and to trial the wireless LAN system in the real world.

“We started with a couple of Mobility Points for the initial coverage area and then deployed additional ones to increase coverage,” says Arcuri.

To design and install the wireless LAN, Commhub relied on the Trapeze RingMaster™ tool suite, which enables IT managers to perform pre- and post-deployment planning, management, monitoring and performance optimization of the wireless LAN infrastructure. “RingMaster made the installation very quick and easy,” Arcuri says. The Lock Art and Tech Center was

COMPANY DESCRIPTION

Commhub, a division of Spot On Networks, is a managed communications service provider that specializes in Internet and wireless LAN services to commercial buildings in southern Connecticut.

OBJECTIVE

- Install a wireless LAN in a 150-year-old historic building
- Create a secure, easily managed environment that makes it easy to set up user groups and provide access to tenants as well as guests and visitors
- Deploy wireless LAN services that can be easily controlled, managed and monitored remotely

SOLUTION

- The Trapeze Mobility System with Mobility Exchange wireless switches and Mobility Point wireless access points were installed first in a partial deployment to trial the WLAN system
- The RingMaster tool enabled IT managers to perform pre- and postdeployment planning, configuration, verification management and optimization of the wireless LAN infrastructure

RESULTS

- The Trapeze wireless LAN provides private virtual LANs for each building tenant
- The Trapeze Mobility Systems allowed Commhub to introduce hotspots for visitors, giving Commhub an additional revenue source
- Trapeze’s cost-effective wireless LAN solution was less expensive than if each tenant had set up their own wireless LAN
- Trapeze’s RingMaster allows Commhub to easily configure, manage and monitor its customers’ wireless LAN services remotely

the first wireless LAN deployment for Commhub, and the planning phase went off without a hitch. Commhub used RingMaster's automated site survey capabilities, which showed precisely where to install each Mobility Point.

"RingMaster gave us a clear indication as to how we should deploy the Trapeze Mobility System and where the Mobility Points should be located," says Arcuri, adding that the Lock Building was more accommodating of RF than he had anticipated.

With wooden floors, the RF signal propagated from floor to floor, so Arcuri and his team adjusted the frequency plan to compensate for RF bleed-through.

RESULTS

Commhubs implementation of the Trapeze Mobility System has delivered a multitude of features for customers.

On the security front, the wireless LAN provides private virtual LANs (VLANs) for each commercial tenant of the building. "We divided up tenant user groups," says Arcuri. "When users log on, they are placed in the appropriate user group and along with their specific access control policies."

The building's wireless LAN also includes hotspots that give network access to visitors as well as tenants who have not yet signed on for the Commhub service. The hotspots, located in conference rooms, courtyards and cafés, are a valuable source of revenue for Commhub.

"RingMaster made the installation very quick and easy. RingMaster gave us a clear indication as to how we should deploy the Trapeze Mobility System and where the Mobility Points should be located."

— Dominick Arcuri
CTO
SpotOn Networks/Commhubs

Commhubs has a few words of wisdom to share for providers embarking on wireless LAN services. Arcuri recommends that providers carefully and thoroughly evaluate prospective wireless LAN gear before offering the service to their users. "We found some surprises with the other wireless LAN vendors," he says. "Only Trapeze provided all the features and benefits that they claimed."

For communications service providers, wireless LANs offer a great opportunity for additional services and increased revenue. With strong security, the ability to seamlessly integrate wired and wireless, easy guest access with flexible billing models and operational efficiency, Trapeze enables service providers to light up commercial buildings with wireless.



Americas

5753 W. Las Positas Blvd.
Pleasanton, CA 94588
Phone: 925.474.2200
Fax: 925.251.0642

EMEA

Olympia 3D-2
1213 NS Hilversum
The Netherlands
Phone: +31 (0) 35.64.64.420
Fax: +31 (0) 35.64.64.429

Asia-Pacific

5 Shenton Way
#37-02/38-02 UIC Building
Singapore 068808
Phone: +65-6372-2351
Fax: +65-6372-2352

Japan

Ark Mori Bldg., West Wing 12F
12-32, Akasaka 1-chome
Minato-ku, Tokyo 107-6012
Phone: +81 (0) 3.4360.8400
Fax: +81 (0) 3.4360.8447

Trapeze Networks, the Trapeze Networks logo, Smart Mobile, Mobility Exchange, MX, Mobility Point, MP, Mobility System Software, MSS, RingMaster, Mobility Domain, SentryScan, ActiveScan, Bonded Auth, FastRoaming, Granular Transmit Power Setting, GTPS, Layer 3 Path Preservation, Location Policy Rule, Mobility Profile, Passport Free Roaming, Time-of-Day Access, TAPA, Trapeze Access Point Access Protocol, Virtual Private Group, VPG, Virtual Service Set, Virtual Site Survey and WebAAA are trademarks of Trapeze Networks, Inc. Trapeze Networks SafetyNet is a service mark of Trapeze Networks, Inc. All other products and services are trademarks, registered trademarks, service marks or registered service marks of their respective owners.