

## CASE STUDY



## OVERVIEW

Old Bahama Bay & Yacht Harbour is located on the westernmost tip of Grand Bahama Island. It's a popular tourist destination with a full-service marina, two restaurants with bars, tennis courts, and the nearby West End Airport for private planes and charters.

## REQUIREMENTS

The resort needed broad Wireless coverage to ensure seamless Wireless connectivity from visitor rooms, to courtyard hammocks, and into each restaurant and bar.

## SOLUTION

### TWO REGIONS, ONE NETWORK

#### Indoor WiFi units

- Two WAP-EN1750W
- Single unit deployed in main lobby
- Single unit deployed in restaurant
- Guest access for the main building including multiple connected rooms

#### Outdoor WiFi units

- Two rugged WAP-EN1750R
- Single unit deployed on top of main lobby (25 foot pole)
- Single unit deployed at Tiki bar next to pool (25 foot pole)
- Guest access for entire resort property

## Tranquility & Relaxation Requires Effortless Wireless

Old Bahama Bay is a thriving luxury resort catering to tourists landing by air and water. Seeking to update its amenities to the needs of its tech-savvy visitors, Old Bahama needed **Wireless**.

## CHALLENGE

Old Bahama Bay needed a solution to cover 73 spacious beachfront suites, two separated restaurants and bars, the lobby... and all the space in between. While not included in the original specification, it was desirable for Wireless connectivity to reach as much of the marina as the budget would allow, but only after all previous locations received coverage.

## SOLUTION

Hotel guests only want to think about Wireless connection once. After they enter their Wireless credentials, they expect it to continue effortlessly for the rest of their stay. Many guests at Old Bahama Bay will be pleasantly surprised to find their connection stays with them- from their room, across the courtyard, and into the restaurant and bar. Even better, those with proper credentials will likewise enjoy their Internet connectivity from their boat, docked at the Old Bahama Bay Yacht Harbour.

To make this a reality, they brought in a professional IT company, Dropkick Digital, based in Palm Beach, Florida. Owner and General Manager, Elijah Rosenberg described their process:

"We prefigured all units before arriving on site, which helped the install run smoothly. Once we mounted the first outdoor unit and plugged it into the CAT5 cable, it immediately received an address from the DHCP server and started to broadcast the two SSID's that we previously created. We used one SSID for guests and another for their staff.

The second exterior unit was installed and we had the same positive result. Immediately upon connection, it started to broadcast and we were able to get online. The coverage was outstanding. As you can see from the attached graphic [page 2], we were able to cover the entire exterior property with only four units. As expected, their coverage did not extend into the main office. Therefore, the last step was installing indoor units in the main building. The first was in the lobby, which covered the entire front part of the building. We experienced some service interruptions due to the concrete infrastructure, requiring us to install the second unit. The hero of the day was the WLC-6404 Wireless Controller, which turned out to be a huge asset."

# OLD BAHAMA BAY

Luxurious Wireless in the Sand

## CASE STUDY



"I have to say that this is our first time using Comtrend [Wireless networking equipment] and it sure won't be the last. The sales and support staff were a huge help in making this project successful. As of this morning there were over 60 devices connected to the Access Points. I couldn't be happier."



Dropkick Digital  
Palm Beach, Florida

Elijah Rosenberg, Owner  
Dropkick Digital

### UNITS DEPLOYED



WAP-EN1750W  
AC1750 Wireless  
Access Point  
Quantity: 2



WAP-EN1750R  
AC1750 Wireless  
Access Point  
Quantity: 4



WLC-6404  
Wireless LAN Access Point  
Controller  
Quantity: 1

### TEAMWORK

Every Wireless installation is a mixture of theory and reality. The Wireless coverage of Old Bahama Bay was a great example of how engineering experience and on-site teamwork can ensure success. Dropkick Digital enlisted the engineering expertise of Comtrend's assigned Engineer, Walter N. Elijah continued, "Walter was a huge help in every aspect. He went far beyond the scope that I was expecting. Once we received our demo units he sent me detailed directions on how to pre-configure them. While I was onsite, he walked me through a couple of issues with interference and channel selection. Also by remote access, we walked through every setting, further ensuring network security. We maintained access to verify success as the resort visitors signed on. He even sent me reports on the devices more than a week after. He went far beyond what he was asked to do and we greatly appreciated it."



### CONCLUSION

"With the help of Dropkick Digital and Comtrend technology, Old Bahama Bay is now able to provide a piece of paradise while still keeping everyone connected at all times to their friends and loved ones. This allows our guests the ability to share their experience enjoying the sunset at Old Bahama Bay with the world in real time!"

Sergio Nativi, Old Bahama Bay Management  
Resolute Advisory Solutions LLC

