

# Cambium Solutions

## Wi-Fi Connectivity for the Hospitality Industry

### Wi-Fi in hotels, guesthouses and other accommodation facilities

Whether traveling for business or leisure, hotel guests require the same conveniences they have at home. From plush bedding to always-on Wi-Fi; successful hotels in the new Internet connected era know how to deliver an exceptional guest experience and ensure every guest can post positive comments to social media.

Fast, hyper dense Wi-Fi allows the guest to stream any Internet content to any device. But wait, there's more. Guest Wi-Fi also delivers perfect voice over Wi-Fi, IPTV, video on demand, personal content casting, and Interactive hotel concierge services like poolside cabana reservations.

### What can your hotel do with perfect guest Wi-Fi?

The cnMaestro™ controller appliance for cnPilot™ Wi-Fi, cnMatrix™ Ethernet switches, point-to-point and multipoint wireless broadband, and cnReach IIoT connectivity.



cnMaestro™

Whether used as Cloud-based, On-Premises VM, or c4000 Controller Appliance; cnMaestro provides a consistent UI, with advanced features for a true single pane of glass for indoor Wi-Fi, Switching and outdoor wireless broadband infrastructure.

Manage network events, alarms and PRO reports. A built-in guest portal creation tool easily deploys a guest portal across multiple hotels and access points. Easily support time and traffic quotas with vouchers and online payment mode.

### cnPilot key advantages

- » Automatic RF management, Seamless roaming
- » High Density, High capacity access points with high gain antennas improve rate-at-range
- » Zero Touch policy based configuration for quick installation



#### cnPilot e410

- » 1AC 2x2 wave 2, dual radio
- » Quick install anywhere; ceiling, wall



#### cnPilot e430H

- » 11AC 2x2 wave 2, dual radio
- » 4 GE ports with PoE out, BLE
- » Snap on install over junction box or wall mount



#### cnPilot e501S / e502S

- » 11AC 2x2 wave 1, dual radio Outdoor
- » High gain Sector antennas; 120deg and 30deg



#### cnPilot e600

- » High Density, high capacity performance for conference rooms



#### cnPilot e700

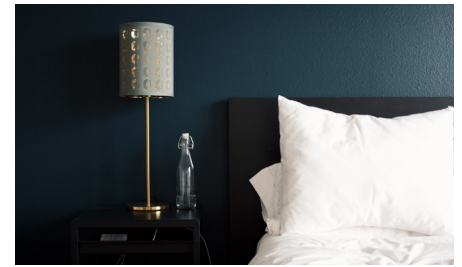
- » 11AC 4x4wave 2, dual radio
- » Outdoor high density design, IP67
- » Sleek design, easy installation

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## Advantages of cnPILOT Wi-Fi Solutions

- » **Lowest Cost in the Industry:** Pay once for the access point and skip the management fees, firmware update fees, and tech support fees.
- » **Single Pane of Glass Management:** Monitor broadband, poolside, conference room or guest room. Manage a unified wired/wireless network from one window with the cnMaestro system.
- » **Enterprise Network, Everywhere:** Ensure maximum uptime without the hassle of dispatching technicians. Zero-touch configuration and RF aware network features optimize 802.11AC wave 2 in every room and every corner to support every guest device.
- » **cnPilot APs by Cambium Networks** offer high capacity, supporting up to 512 users with fast and easy "Zero Touch" provisioning.
- » **Complete 802.11ac Wi-Fi coverage** of the entire area, from hotel rooms to meeting halls, common areas, and pool areas.
- » **cnPilot Wi-Fi technology** with en Maestro controller management enables managed service providers to deliver consistently trouble free service.
- » **Cambium Wi-Fi infrastructure** is convenient, with no licence, annual subscription, or recurring support costs.
- » **High reliability** with a reduction in Wi-Fi downtime thanks to the centralized cnMaestro management platform (on the premises or in the cloud).
- » **Easy installation** thanks to the "zero-touch" configuration: quick to implement with minimum labour costs.
- » **The social login** along with guest access allows you to acquire more information on the users and collect data for targeted marketing campaigns.
- » **Configuration and management** of your hotspot service with personalized access voucher and different profiles to obtain an economic return.
- » **Fully integrated** with ePMP wireless multipoint distribution networks and switch infrastructure.



## Did you know...

### STREAMING IS HUGE

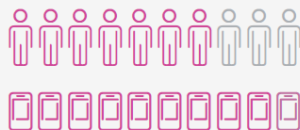


A recent hotel analysis found that **YouTube** video streaming comprised 40% of non-guest room data use.



Just **YouTube and Netflix** use combined represents 55% of prime time video streaming.

### GUEST TURN ON WI-FI FASTER THAN TV



70% of guests connect to Wi-Fi within 7 minutes of entering a room – 95% of the time, with a mobile phone (*WIFINOW, 2016*)

By 2019, more prime time will be spent on the Internet than watching TV.

### TRAVELERS TRUST SOCIAL MEDIA



40% of consumers consider Social Media a trustworthy place for hotel reviews. (*Accor Hotels Survey 2013*)

According to 2015 data, Tripadvisor alone has 200 million travel reviews spanning 890,000 hotels, while 800 million people post travel experiences to Facebook