

CASE STUDY

# Broadband Security Made Easy at Holiday Parks

Visibility to information is power. Visibility to broadband security information provides exceptional digital experiences for end users. Pentewan Sands, a five-Star Holiday Park in the UK, offers all the amenities for families to have the perfect seaside stay. One key part of that experience is to have consistently reliable and secure high-speed connectivity.

Whilst the park has fiber to the premises, the challenge is to distribute broadband to the hundreds of pitches, including a number of static caravans. In the first phase of the project, Central IT Solutions provided a network that delivered Wi-Fi to most of the site, reducing the number of calls from 30 per day to one or two per day on only the busy changeover days. Get the details in [this case study](#).

## Extending Coverage

The second phase of the project is now completed. “We extended the fiber ring across the other side of Pentewan,” says Steve Cole, Managing Director, Central IT Solutions. “We also installed access points (AP) inside more of the static caravans. The owners are thrilled with the solution and asked us to replicate the solution at Heligan Woods, the owners’ other holiday park location.”



## Enhancing Security

“A security breach ruins the experience for everyone,” said Craig Jones, Business Development Manager, Central IT Solutions. “A key element of the second phase is to add security across the wired and wireless network that is easy to manage and thereby maximizes end-user satisfaction.”

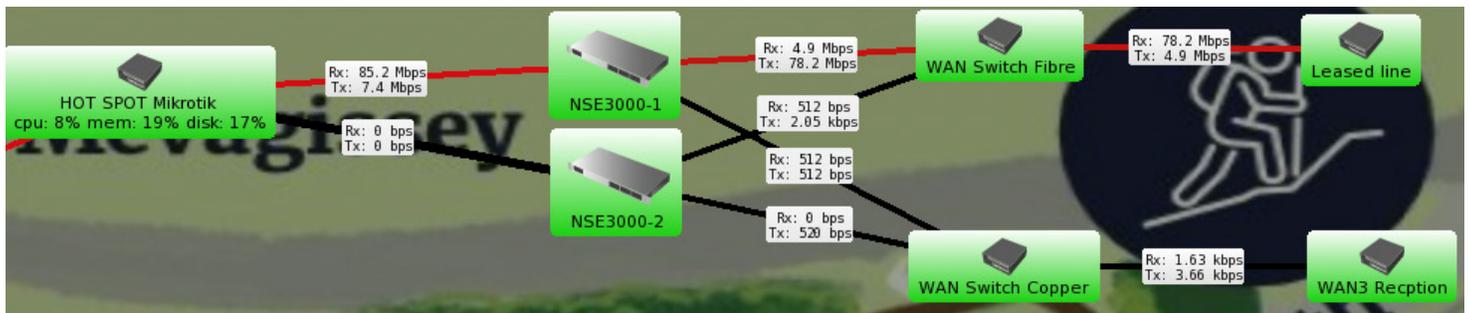
### As an MSP, We Only Recommend Cambium Networks for Several Reasons:

1. Quality of products
2. Performance
3. Level of support delivered
4. Low total cost of ownership
5. The cloud-managed APs and switches are literally “fit and forget, which makes my life easier

Pentewan Sands focuses on the vacationers’ experiences. The security solution is hard at work in the background. The system ensures network protection of ongoing and emerging threats and established an application-intelligent WAN edge with load balancing, routing, bandwidth control and WAN Quality of Service (QoS). From the end-user point of view, streaming video, gaming, conference calls and sharing photos and files all go smoothly.

“In addition to holiday parks, our customers include car dealerships, warehouses and many small- and medium-sized businesses,” says Steve. “Their pain points could be anything from slow networks to no network connectivity, no wireless, slow servers or anything in between. With Cambium Networks equipment, we are able to provide solutions that just work. Without our reports on quality delivered, it’s almost like some customers could forget that we’re there.”

## The Solution



	Pentewan Sands	Heligan Woods
<b>Fiber Infrastructure</b>	20 Gbps fiber loop	1 Gbps FTTP circuit
<b>Ethernet Switching</b>	7x cnMatrix EX2028-P 24 port & EX2052-P 48 port indoor switches to connect the fibre at 10 Gbps	
<b>Wi-Fi Access Points</b>	40x APs in static caravans, delivering perfect coverage inside each van	Replaced legacy APs with high-performance outdoor XV2-2T0 & XV2-2T1 APs
<b>SD-WAN &amp; Security</b>	2x NSE 3000, each one in failover with 1 Gbps fiber and FTTP. We then use an automatic route failover to the NSEs.	Installed 1 NSE 3000

## Why End Customers Choose Central IT Solutions

“Customers gravitate toward Central IT Solutions because we simplify network management, reducing the stress that typically accompanies such tasks. Our dedicated and trusted team of advisors focuses on delivering quantifiable value, a promise that’s evident in our service-level agreements (SLAs). Our transparency and honesty set us apart, as we are committed to providing solutions that align with our clients’ actual needs, ensuring that they only invest in what is necessary for their unique situation.”

- Steve Cole, Managing Director, Central IT Solutions

### The Results

“The NSE solution is easy to use,” says Steve. “It took me seven minutes or so to get it running on my home network. It picks up everything.” With vacationers bringing over a dozen devices into each cabin each week the system watches vigilantly for vulnerabilities and issues.

## End-Customer Perspective

“Most customers value IT as a part of their mission-critical service. But there are still some who don’t value IT until the system goes down. Much like your car insurance, you need your IT support. You may not want to pay for it, but when you do have an incident, you’re so glad that the support is there. We provide support that gives you peace of mind and an overall sense of security.”

- Steve Cole, Managing Director, Central IT Solutions

### Next Steps

“The reliability of the NSE equipment proves itself,” says Steve. “This will be our go-to device for our customers. This will help us rapidly move forward with security because we’ll have a device reporting or cloud reporting for the customer directly from the firewall.”

With the new technology, Central IT Solutions is able to quickly and clearly stand out as a managed service provider (MSP).

“Our customers and prospects are thrilled when they have seen our ability to track what’s going on with the network,” says Craig. “We demonstrate that we can see any errors on the network, see through the access points, get details on the switches, and monitor overall network performance at the application level.”

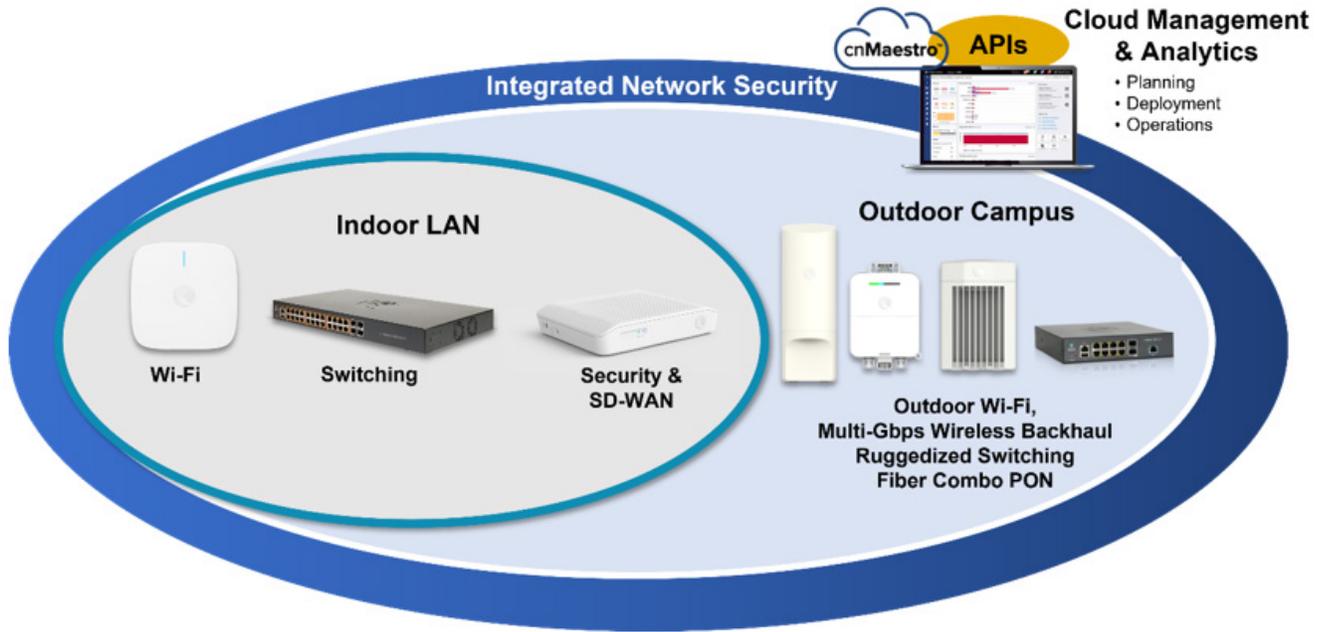
### Cambium’s ONE Network

ONE Network enables excellent online experiences with fewer resources and IT personnel. Enterprises, managed service providers, broadband service providers, and government agencies can shift to managing the



network holistically, freeing up IT resources to focus on their business and specific applications

Our broadband fabric weaves together numerous networking standards and reduces complexities, helping network operators create purpose-built, reliable networks that are cost efficient and secure.



### About Cambium Networks

Cambium Networks enables service providers, enterprises, industrial organizations, and governments to deliver exceptional digital experiences, and device connectivity, with compelling economics. Our ONE Network platform simplifies management of Cambium Networks' wired and wireless broadband and network edge technologies. Our customers can focus more resources on managing their business rather than the network. We deliver connectivity that just works.