

# Cambium Networks Solutions Support Streaming on the Detroit River

“The business value for the installation is happier boaters in the marina. Customer satisfaction is high and complaints have decreased by 90%. I’d say Cambium Networks has offered a vast improvement”

– JOSH PITTS, CHIEF  
TECHNICAL OFFICER, TRICON  
SERVICES



## ePMP Force 180

- IP55 environmental rating for use at -22° to 140° F
- 4.9-5.97 GHz



## cnPilot e500

- Supports up to 256 clients
- 2.4 & 5 GHz
- Supports 16 SSIDs

## Overview

### KEAN’S MARINA IS A FAMILY-FOCUSED OASIS

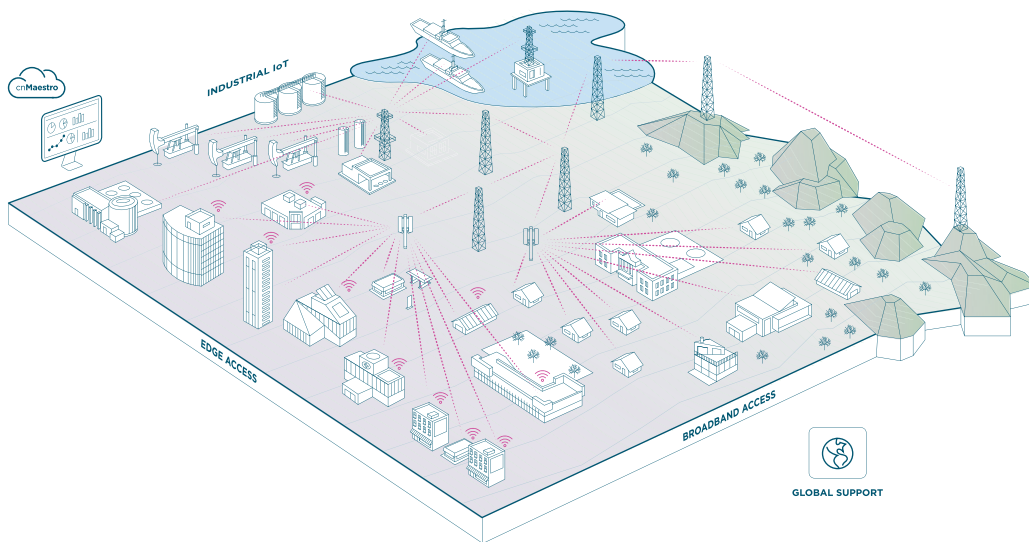
for boat and yacht lovers in the heart of the Detroit River, offering views of both Canada and downtown Detroit. Kean’s provides Wi-Fi to all renters of its slips, but the coverage wasn’t consistently reaching across the docks and into guests’ vessels. The management wanted to upgrade the “best effort” Wi-Fi to ensure happy boaters marina-wide.

## The Challenge

### KEAN’S CUSTOMERS HAD REGISTERED

**LACKLUSTER FEEDBACK** about the existing Wi-Fi coverage, so the management began looking for solutions that could reliably deliver high-capacity Wi-Fi to support Netflix and other popular streaming applications. With over 300 boat slips and a clear understanding of the guest expectation that service would reach well beyond the dock itself, the upgrade needed to not only expand coverage, but also withstand challenging environmental conditions. Detroit’s marine climate guaranteed moisture and a vast range of temperatures and seasonal weather extremes. Kean’s new system would need to satisfy some lofty goals – and do it all within a budget.





## Why Tricon Services Chose Cambium Networks

- cnPilot™ solutions are designed for simple and intuitive installation that expedites deployment.
- ePMP™ Force 180 features time-saving PoE: a single cable minimizes points of failure for a more reliable system.

## Best Practices

- Leveraging the expertise of MSPs who understand unique deployment needs ensures that those needs are met and exceeded.
- Investing in quality Wi-Fi equipment will save many hours of troubleshooting, support calls, and onsite visits.

## The Solution

**THE MARINA'S MANAGEMENT PARTNERED WITH DETROIT AREA MANAGED SERVICES PROVIDER TRICON,** which brought its vast experience with networking in the marina/boating business to bear in recommending Cambium Networks products for not only best service, but also best total cost of ownership.

Under Tricon's guidance, Kean's deployed ePMP™ 2000 and Force 180 subscriber modules for high capacity broadband transport throughout the marina, and cnPilot™ e500 outdoor omnidirectional APs for Wi-Fi distribution that covers the entire dock and all slips. Tricon uses Cambium Networks cnMaestro™ cloud-based end-to-end wireless network management software to ensure seamless coverage with minimal downtime.

## Results

**KEAN'S NEW WI-FI CONECTIVITY RELIABLY SERVES OVER 300** boat slips with upwards of 500 users on the weekends, supporting streaming of video, music, and chat via smart TVs and personal devices.

