



# KBR, Purdicom, Cambium & RG Nets Student Accommodation Case Study

## KBR & Purdicom Specify a World-First Deployment with Great Success

Using the combined excellence of RG Nets and Cambium's cnPilot (a world-wide first technology partnership), KBR was able to provide its client with an easy, cost effective and powerful solution, serving the demanding environment of student accommodation. The innovative solution came within budget, provided savings on the initial outlay and in cost of ownership as well as providing an additional ongoing revenue stream.



## KBR & Purdicom

KBR is a leading provider of fast, reliable Wifi and intelligent network security solutions to enterprise, local government, hospitality, retail and the education sectors. KBR understands that technology requirements are always unique; each solution is designed to meet the client's individual needs. KBR has been working with Purdicom for over 10 years, delivering bespoke solutions.

## The Joplings Student Housing Project

Joplings is a historic department store building, first established in 1804 which has now been transformed into state-of-the-art accommodation to house students in the university city of Sunderland. The property was opened in January of 2019, after an entire renovation and refit project in 2018. This building is now home to 140 en-suite apartments, and with Wifi unsurprisingly in the top three most important requirements that students seek, it was imperative that the solution be able to meet the demanding criteria.



## The Brief

The challenge was to put in place fast and reliable Wifi with excellent coverage across all rooms, all floors and common areas. The property was to house 140 students, each with multiple devices including laptops, tablets, phones, printers, IPTVs and IoT. This represented several hundred simultaneous connections (estimated at up to 900 at any one time).

Each resident required smooth and friction-free on-boarding and supporting this number of connections required a large resource. Students would need to be secure, each on their own network whilst being able to roam in all areas of the building without having to reconnect. This needed to be easily managed by the customer, and at the same time the customer wanted to be able to offer guaranteed capacity to each student and additional data if required on a pay-as-you-go basis. This would provide an additional revenue stream for the customer whilst offering an excellent service to the students who could increase their plan to suit them and their own individual requirements.



SUNDERLAND ECHO, NORTHEAST PRESS

## Solution: Cambium cnPilot & RG-Nets

Enter cnPilot and RG Nets. The project brief was answered by installing almost 50 cnPilot e410 11ac Wi-Fi Access Points. This provided seamless connectivity throughout the building with no weak spots. The technology was managed by the Cambium cnMaestro Cloud Platform, which is free software with no on-going licensing costs and a management system whereby the whole network could be managed in one screen.

A 500Mbps leased line was installed that connected straight into the RG Nets Gateway. The RG Nets Gateway allowed a single SSID throughout the building whilst providing security to each student within their own Dynamic VLAN. This allowed each student to roam within the building whilst ensuring all devices are secured from other students and visitors.



RG Nets also comes with a Virtual Residential Gateway, meaning that each student has complete control over their own network with no need for individual routers in each room. This gives each student a self-provisioning access of smart and dumb devices (e.g. printers, IoT devices).

KBR provided students with access to online self-help guides to minimise support calls to staff. This benefits the users and provided huge savings to the client in reduced maintenance and support resource.

Furthermore, students are able to pay to increase the speed of their Wifi service by themselves online, a true zero-touch solution and additional revenue stream for the client.



## Results

Cambium's cnPilot Wifi and Maestro management solution saved the client £17k in licensing fees over a 6-year period versus other manufacturer's managed Wifi solutions.

The entire project was deployed in just four days.

The savings created by this project generate £2.8K per year and come with the added benefit of additional future revenue generation on top of this.

The policy-based RG Nets Gateway allows full control and compliance with minimal operational expenditure and offered a convenient service for end-users and the customer alike.

The client only has one network (SSID) to manage with zero-touch provisioning. Online self-help guides see minimal support calls, and content filtering and isolation capabilities are now actively in place for seamless management.

This is the first time Cambium cnPilot and RG Nets technology have been deployed together in the UK with fantastic results. Future projects are already in the pipeline.

**Call KBR on: +44(0) 0191 492 1492**