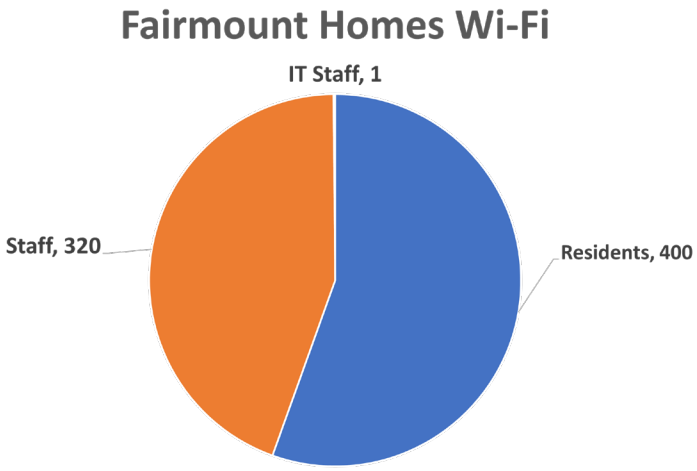
Cambium Networks™

Life Plan Community Wi-Fi Meets Resident and Staff Needs—With ONE Network

"Because this is a managed service provided by HealthSignals, Fairmount's IT person can focus on maintaining the applications that drive their community."

BRUCE WEINTRAUB,
CEO AND FOUNDER,
HEALTHSIGNALS



Fairmount Homes: A Special Place to Enjoy Retirement

FAIRMOUNT HOMES RETIREMENT COMMUNITY in Ephrata, Pennsylvania is a continuing care organization that provides the ideal environment for older adults ready to enjoy retirement. The campus includes Independent Living (IL) apartments and cottages, assisted living (AL) and skilled nursing facilities (SNF) for 400 residents with a staff of 320 people. As the COVID pandemic changed visiting and socializing practices, they needed to maximize Wi-Fi availability to residents and staff to optimize care and interaction for each resident. They also needed to provide reliable connectivity that was cost efficient.

HealthSignals, a leading solutions provider specializing in Senior Living technology infrastructure, created a Wi-Fi as a Service (WaaS) solution based on their Medical Grade Wi-Fi® platform that supports the needs of both residents and staff with only one IT staff member.

"We needed to make the commitment and bring Wi-Fi into Healthcare and to Personal Care as well so that every resident and staff member on campus has access," said Jerry Lile, CEO, Fairmount Homes. "When the pandemic set in, we had Wi-Fi in healthcare, and residents and staff were able to use tablets. Telehealth was definitely important at that time. I know we would not have been able to make it if we hadn't had the Wi-Fi. The access has definitely been a blessing. We have now extended Wi-Fi to our residential cottages to have complete coverage across the campus."

Challenge – Campus-Wide Wi-Fi

THE CAMPUS INCLUDES two four-story apartment buildings, 53 standalone cottages, a personal care center and a healthcare center. They needed to extend the Wi-Fi coverage to include all residential areas. The campus has an average of 448

©2023 Cambium Networks, Inc.

unique devices using the network daily. In addition to ensuring that a solid infrastructure was in place for the residents' need for web surfing, email and streaming video, the network had to be able to securely support medical applications, pharmacy carts and Electronic Medical Records (EMR) access for the staff. The network now allows for staff to serve the entire campus while staying attached to the core network, dramatically increasing productivity and efficiency.

Solution

FAIRMOUNT CHOSE HEALTHSIGNALS to provide consistently reliable connectivity across their campus. HealthSignals provides reliable Medical Grade Wi-Fi® across the campus and manages the network. This allows Fairmount to utilize a single IT staff person to support their applications.

WHY FAIRMOUNT CHOSE HEALTHSIGNALS

"HealthSignals is the only vendor in this market which provides a Performance Guarantee. We design and maintain to our specifications at no additional costs beyond the service agreement. This provides our customers peace of mind that they are not going to get hit with extraordinary costs or change orders in order to support their telecommunications infrastructure. Our sole focus is Senior Living and LTPAC communities. With 12 years now in the business we have a depth and breadth of knowledge and key insights to the needs, wants and desires of senior living communities."

Bruce Weintraub,
CEO and Founder,
HealthSignals

Outdoor Infrastructure and Wi-Fi at Remote Locations

THE WI-FI INFRASTRUCTURE SOLUTION options were for either a fiber gigabit passive optical network (GPON) fiber to the premises (FTTP) solution or point-to-multipoint (PMP) fixed wireless technology. The cost and time required to trench fiber across the campus drove the decision toward the fixed wireless infrastructure solution. The solution includes Cambium Networks' PMP 450i that connects 55 XV2-2 indoor Wi-Fi APs at the cottages. "Using Cambium's LINKPlanner software, we modeled several different types of equipment in order to fit our designated specifications of delivering a minimum of 100M throughput to each household," says Bruce Weintraub, CEO and Founder, HealthSignals. "Each of the separate cottages has a single Wi-Fi AP to cover the 1,200 – 1,600 square footage area."

©2023 Cambium Networks, Inc.

3800 Golf Road Suite 360, Rolling Meadows, Illinois 60008 USA

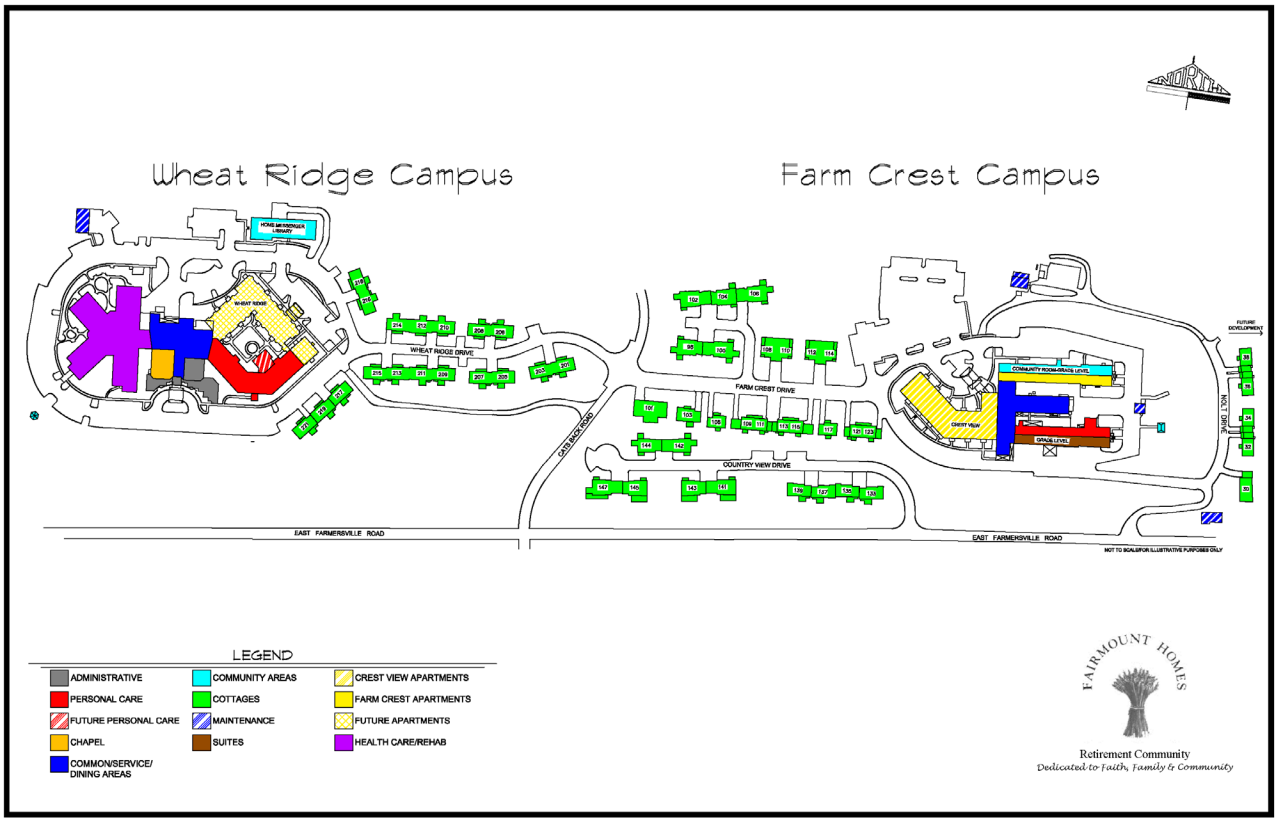
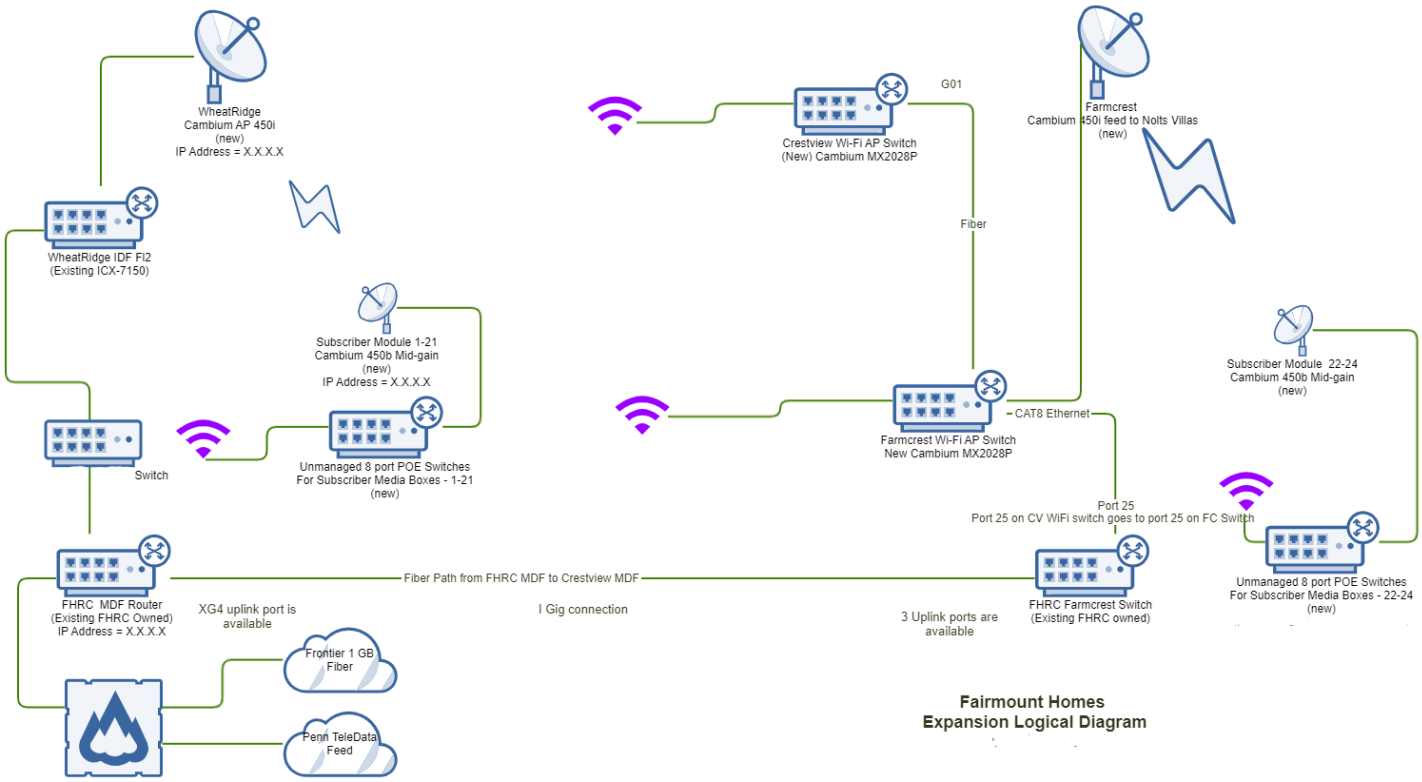


Figure 1 - Farimount Homes campus



02092023

Figure 2 - PMP 450i fixed wireless access point

Figure 3 - PMP 450b fixed wireless subscriber module

Figure 4 - XV2-2X Wi-Fi 6 indoor access point

Indoor Wi-Fi Access at Multi-Dwelling Unit (MDU) Locations

ADDING COTTAGES AND APARTMENTS ENHANCED their existing Cambium network of 55 APs by installing 78 of the new Wi-Fi 6 APs. “In these locations, our design is based on our delivery of Medical Grade Wi-Fi® using a coverage specification of -65dBm minimum RSSI to 100% of the living area of each unit,” says Bruce.

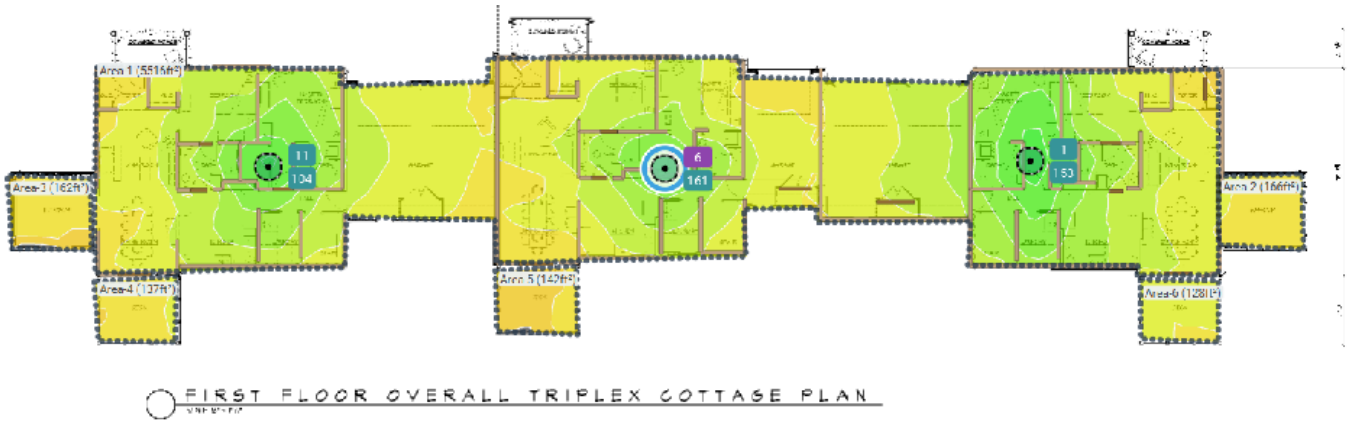


Figure 5 - Wi-Fi Coverage for triplex cottage

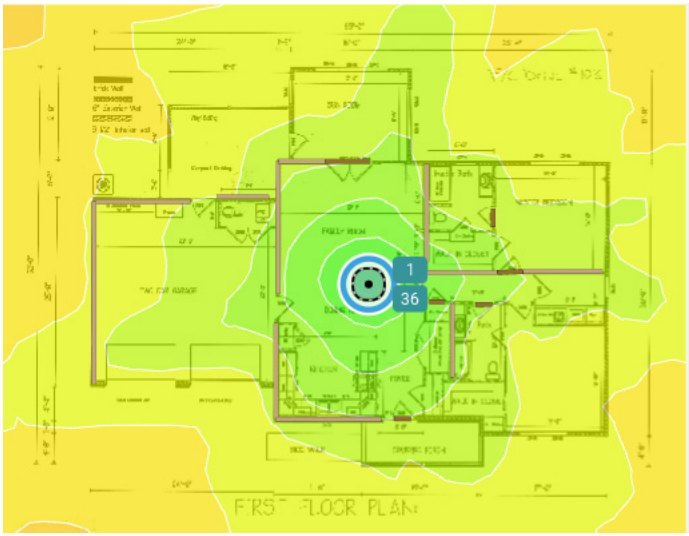


Figure 6 - Wi-Fi coverage for single carriage home

02092023

HealthSignals Medical Grade Wi-Fi® Solution:

- Coverage – 100% of Living Area
- Signal Strength – -65dBm minimum RSSI
- Capacity – Supports all devices within coverage area
- Reliability – 99.9% availability of all APs
- Redundancy – All client devices can be seen by at least two radios to prevent drops
- Certainty – Assures the ability of the devices and protocols to always function
- Security – Access and Data via Authentication protocols and encryption

Centralized Management and Wi-Fi as a Service

FAIRMOUNT ELECTED TO MOVE FORWARD with Medical Grade Wi-Fi® platform using Wi-Fi as a Service (WaaS). This freed up necessary capital for other mission-critical projects. HealthSignals uses cnMaestro and XMS-C management systems from Cambium Networks. This gives them the ability to monitor the network performance 24/7 and have network engineers and technicians engaged to monitor, troubleshoot and resolve issues before they escalate. “Because this is a managed service provided by HealthSignals, Fairmount’s IT person can focus on maintaining the applications that drive their community. Wi-Fi and Internet issues are directed to HealthSignals and resolved appropriately,” says Weintraub.

Value Delivered

EACH QUARTER, HealthSignals delivers to Fairmount a detailed report on network performance. The campus has a daily average of 448 unique devices using the network at an average rate of 400Tb per month, with the trend showing an increase of bits of 69% over the last 12 months. Over this same time period, trouble reports have decreased from multiple calls per week to less than two calls per month.

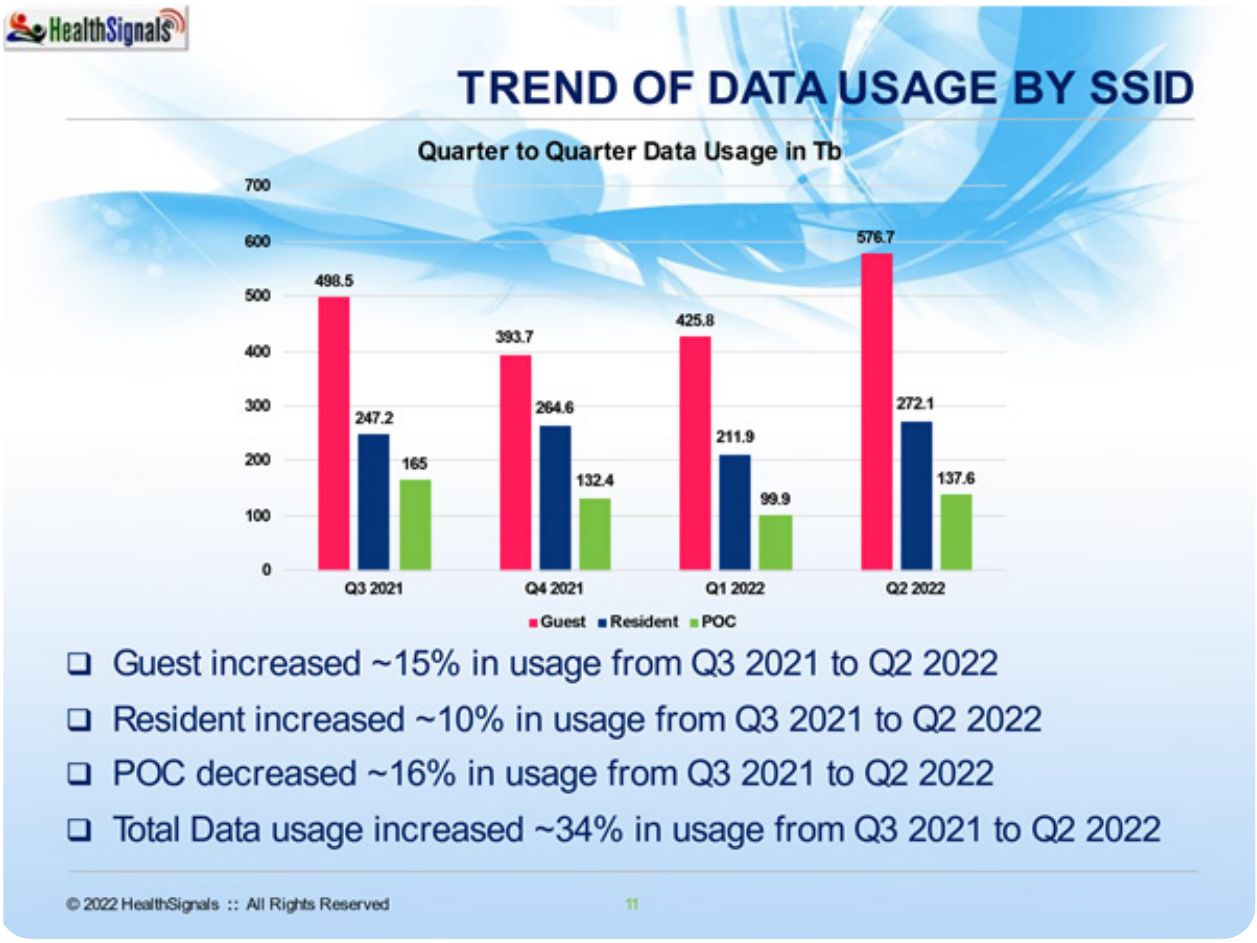
Why HealthSignals Chooses Cambium Networks Technology:

“We have discovered through quite a few years of working with Cambium that not only is the equipment we choose consistently enterprise-grade quality, but the engineering and support provided has been exemplary.”

Bruce Weintraub,
CEO and Founder,
HealthSignals

02092023

> "Today, Wi-Fi is very important. Five years ago, it wasn't. Just a few years ago, most of the residents that moved in didn't want access. Today, that's probably the question that we get the most during an application process. It's definitely a piece of retirement that individuals are seeking and demanding."
>
> *Jerry Lile, CEO, Fairmount Homes*



Best Practices

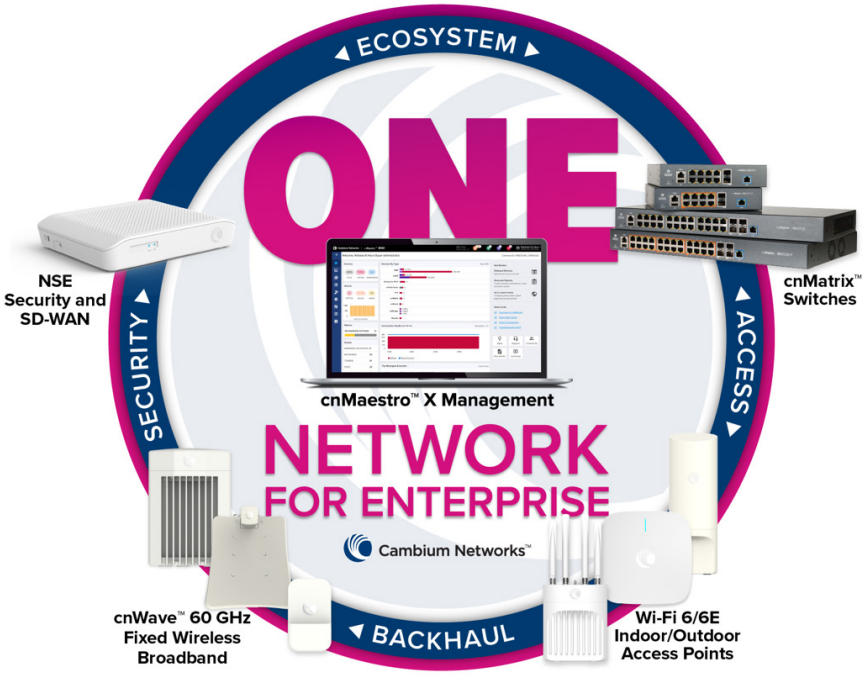
"BACK IN 2018, when we first started having the conversations with HealthSignals, I wish we would have done the entire campus at the same time. The ideal would have been to just do it all at once. Once residents move in, they want Wi-Fi connectivity immediately." - Jerry Lile, CEO, Fairmount Homes

©2023 Cambium Networks, Inc.

3800 Golf Road Suite 360, Rolling Meadows, Illinois 60008 USA

Cambium's ONE Network

ONE Network for Enterprise



THE CAMBIUM ONE NETWORK helps simplify operations by providing one secure and converged IT experience, transforming the network from a collection of disparate parts into a unified architecture. The platform integrates Wi-Fi, switching, network security, SD-WAN and outdoor fixed wireless infrastructure into a single framework managed by cnMaestro™. Within this framework, administrators manage multiple network elements from edge to cloud with common visibility, policy, network security and troubleshooting workflows. This application-centric platform enables IT to automate the optimization of end user experiences.

ABOUT HEALTHSIGNALS

HealthSignals' sole focus is Senior Living and LTPAC communities, providing complete White Glove service for Wi-Fi, Cellular Boost, and VoIP solutions across entire facilities. Our services include the Design, Implementation and Management of these technology solutions.

ABOUT CAMBIUM NETWORKS

Cambium Networks delivers wireless communications that work for businesses, communities and cities worldwide. Millions of our radios are deployed to connect people, places and things with a unified wireless fabric that spans multiple standards and frequencies of fixed wireless and Wi-Fi, all managed centrally via the cloud. Our multi-gigabit wireless fabric offers a compelling value proposition over traditional fiber and alternative wireless solutions. We work with our Cambium certified ConnectedPartners to deliver purpose-built networks for service provider, enterprise, industrial, and government connectivity solutions in urban, suburban, and rural environments, with wireless that just works.

cambiumnetworks.com

02092023