Hospitality Wireless Broadband + Field Experience

Wi-Fi continues to be #1!

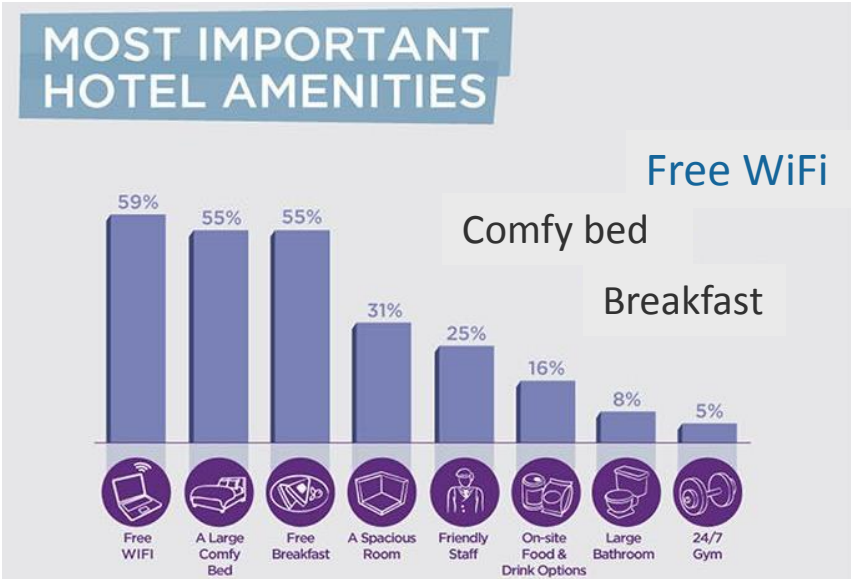
Free WiFi is the #1 hotel amenity

Hotels.com Survey
JD Power Study

Wi-Fi beats proximity to Destination, Free Food and Loyalty program enrollment

Wi-Fi #1 need in camp grounds

The Wi-Fi alliance



Free W-Fi (#1) is beats **bed** (#2)

- Hyatt Survey

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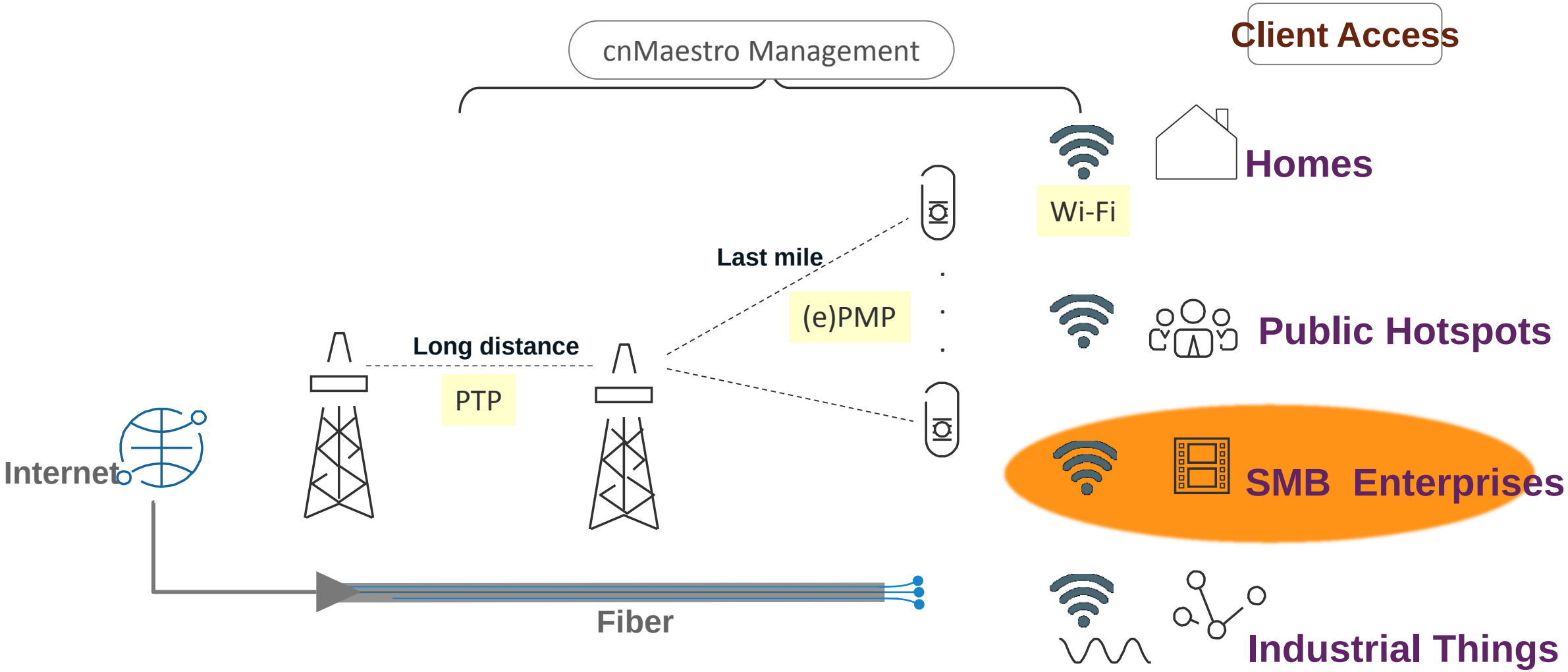
Cambium Wireless Fabric: from 2m to 245 Km



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The cnPilot Journey continues

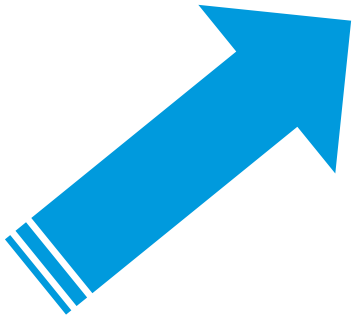
cnPilot 1.0

- **Creating Disruptive value**

  Affordable 802.11ac wave 1

- **Easy Operation**

  Free, Secure and Scalable Cloud



cnPilot 2.0

- **Performance/Quality at Disruptive Value**

  More premium products

  802.11ac wave 2

- **Adaptive and Easy to operate**

  Rich controller: autoPilot- Controller AP

  Richer Graphical Reports

- **Managed Service Provider Friendly**

  RESTful API for analytics and mgmt.

  MSP View with multi-tenancy

2016 — **2017**

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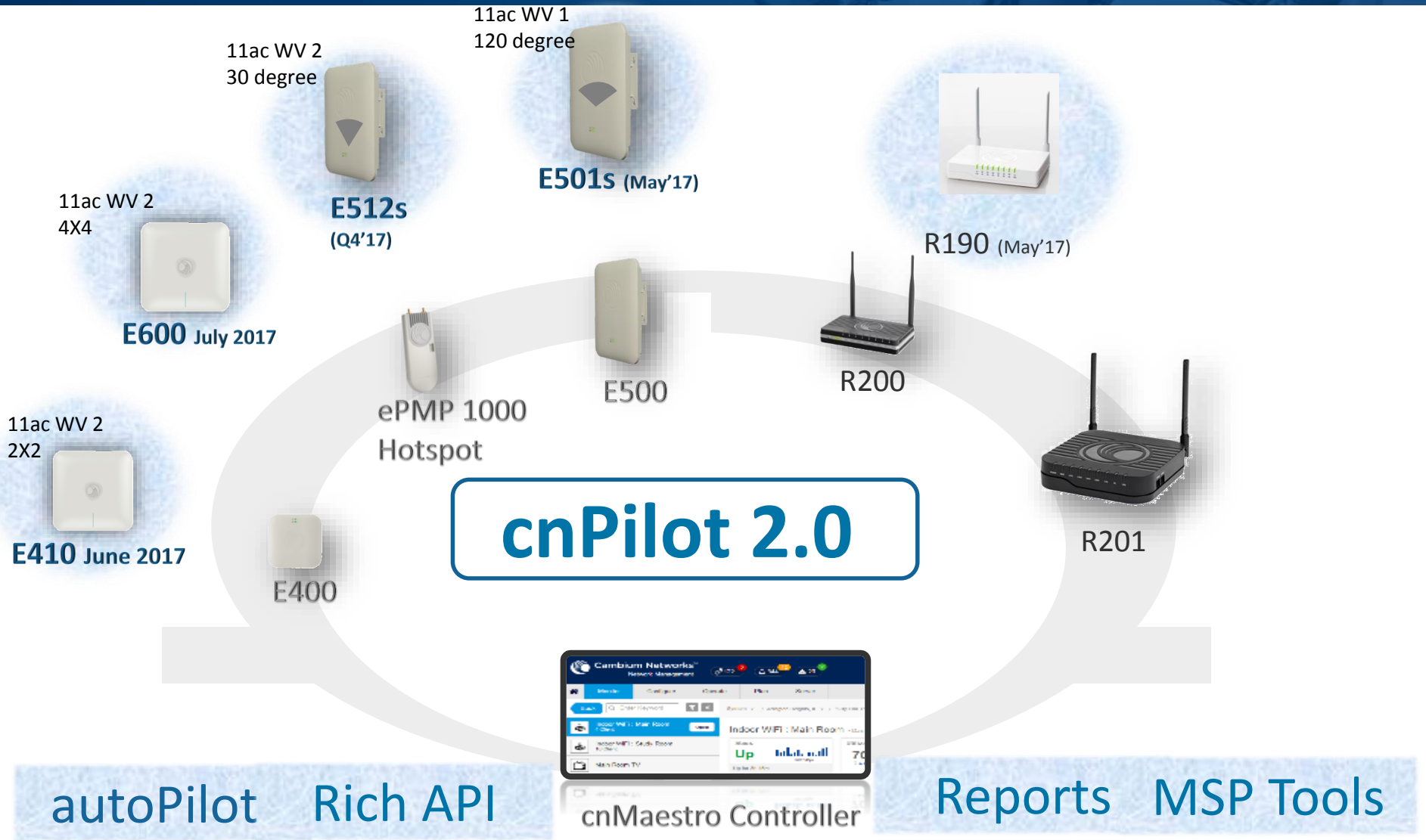
The cnPilot 2.0 Wi-Fi Family



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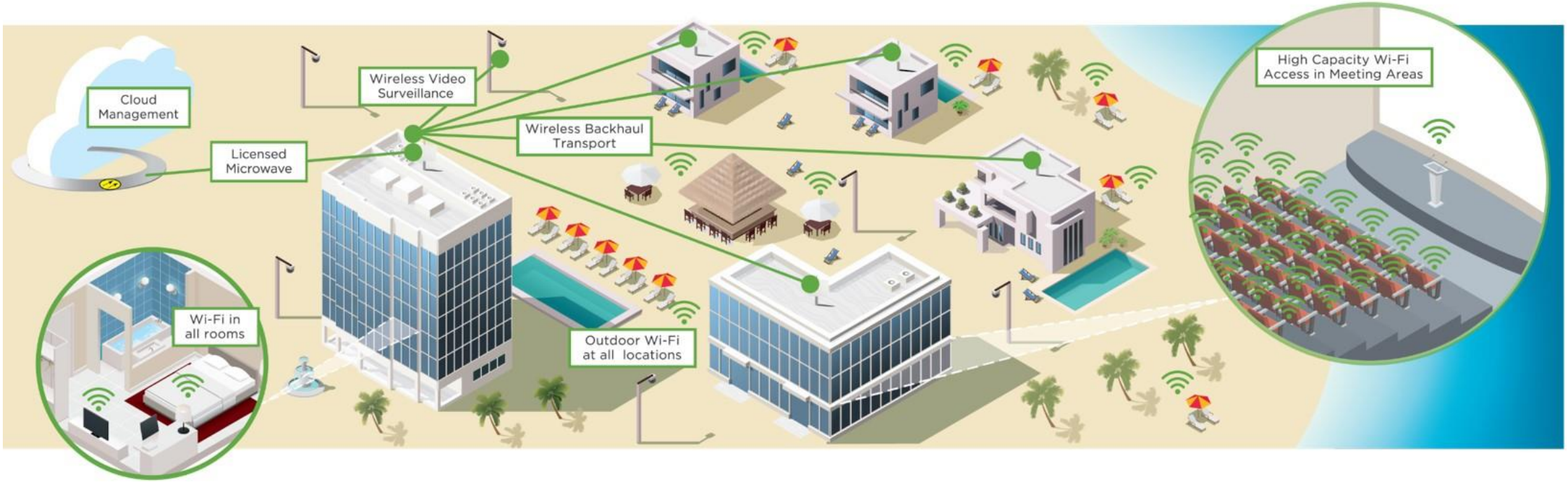
Wireless Connectivity Applications



- Wi-Fi in guest rooms
- Wi-Fi in meeting areas
- Outdoor Wi-Fi at all locations
- Wireless backhaul transport
- Wireless video surveillance
- Commerce: Point of Sale

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Case Study: Heritage Hotels Resort, Kenya

- Over 300 rooms at the resort.
- Coverage provided by 147 cnPilot E400 APs.
- Wireless Distribution with ePMP 1000 APs and SMs.
- Internet connectivity to resort through Cambium PTP
- End to end Cambium Wireless, managed through cnMaestro single pane of glass

Case Study: Holiday Inn Baruna, Bali

- 100+ cnPilot E400 for indoor access
- cnPilot E500 for outdoor
- 100 subs attached per AP
- WiFi for guest access as well as hotel operations (separate SSIDs)

Infogamer, Croatia: High capacity Wi-Fi for Gaming event

- 6 Halls. 15,000 m^2. 70,000 visitors.
- Connecting convention center, gaming areas, Common areas
- **cnPilot E400, E500**

"… **huge … simultaneous users** connections connected wirelessly … Cambium delivered spot on in every single aspect – ***reliability, capacity and easy management***"

- Damir Durovic, the event CEO,

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Hospitality in the hills – Mount Everest base camp

- 100 ~ 200 Mbps to remote communities,
- Altitude of over 18,000 feet
  (more than 5,000 meters)
- connecting more than 16,000 climbers!
- Over 200 hotspots - more than 40 villages
- 34,000 locals + 40,000 tourists annually
- Guest access features
- Distance learning to the locals
  +
  Transporting the sights and sounds of Nepal to the rest of the world!

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cnPilot Differentiation

Frictionless Operations

ezTouch

ezDetect

ezCheck-In

Adaptive Architecture

Indoor & Outdoor

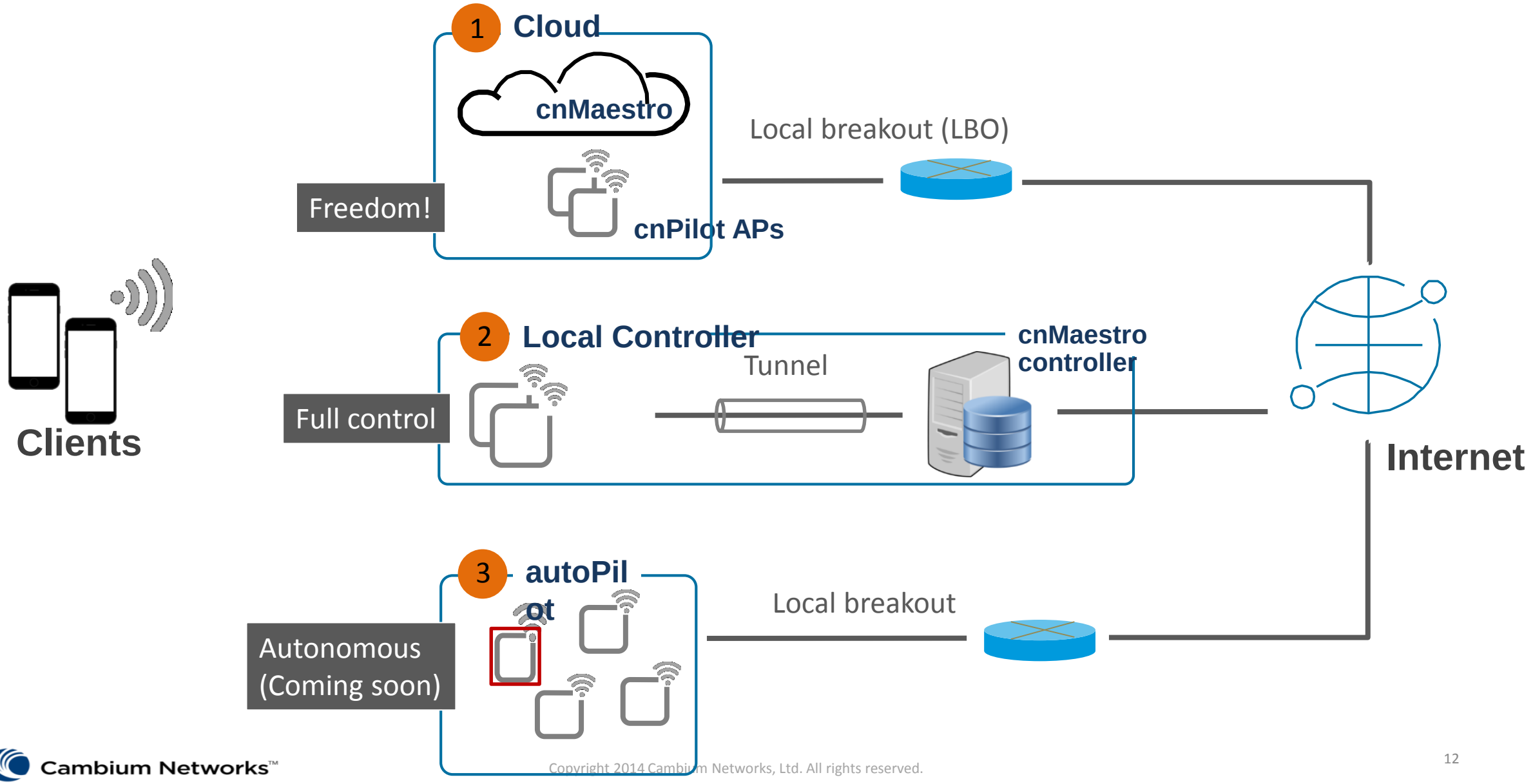
autoPilot

autoTune

Affordable Quality

Price for Performance

Adaptive Architecture – 3 Flexible ways to deploy



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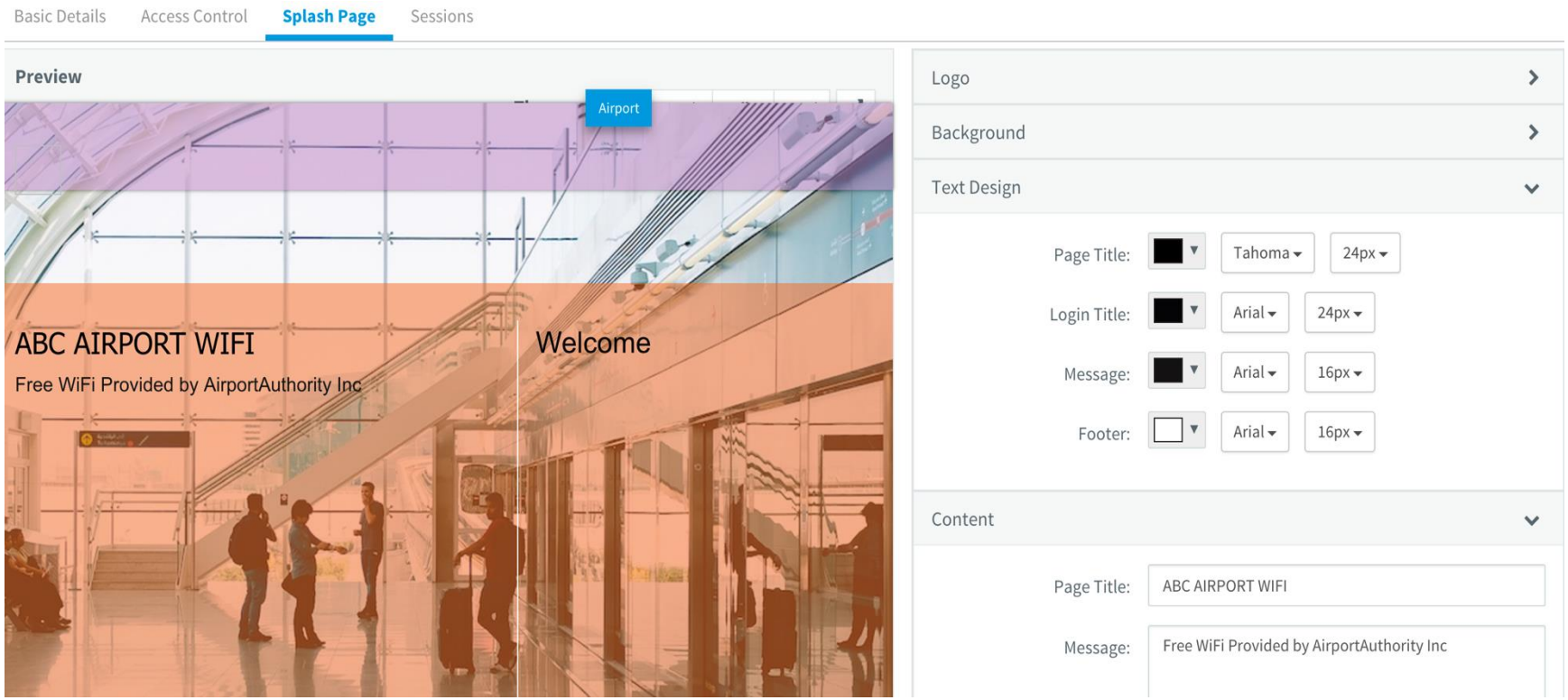
cnMaestro captive portal



- ✓ **Fully customizable : images, text, colors, fonts.**
- ✓ **Four built-in templates to get you started**
- ✓ **Preview changes as you make them**

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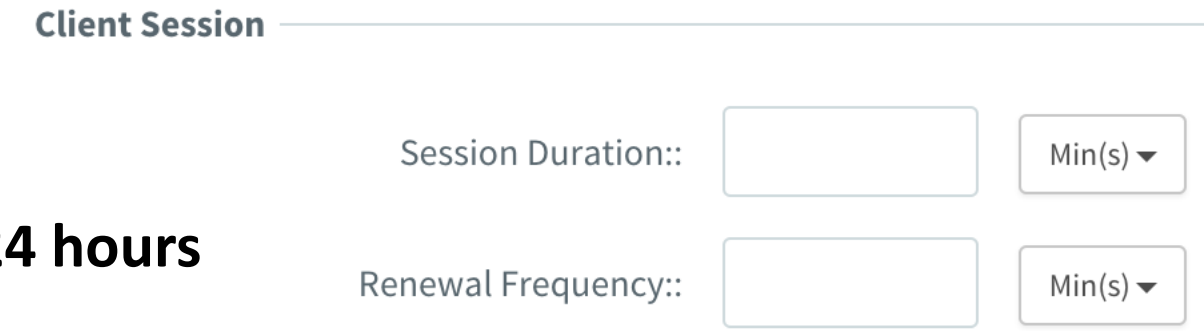
Time and Data control over User Sessions

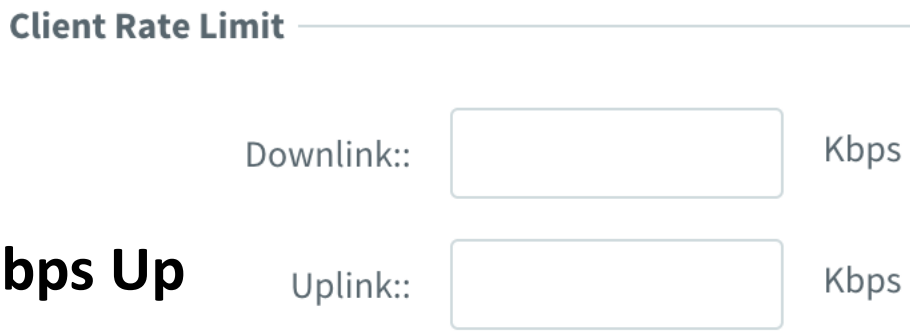
Set user session time

Eg: 1 Hour free every 24 hours



Set traffic rate limits

Eg: 2Mbps Down, 1Mbps Up



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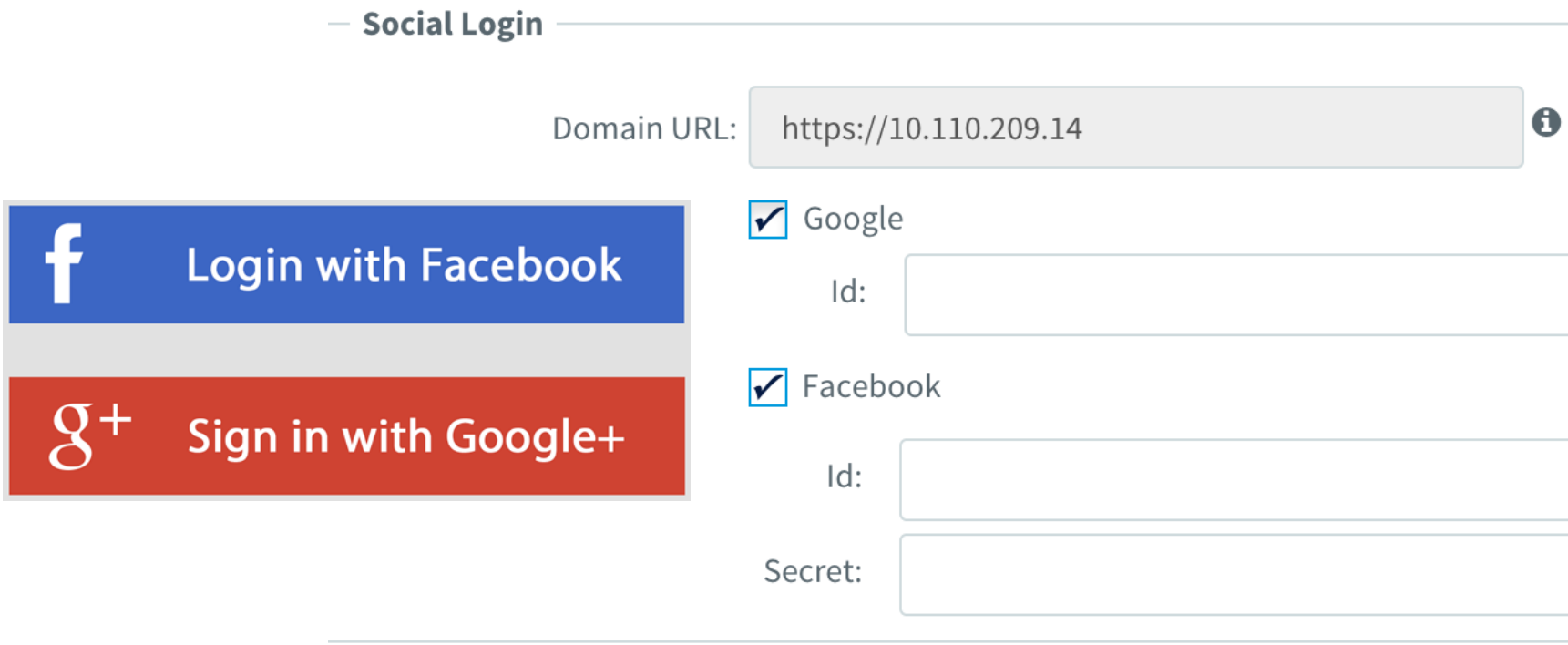
Leverage Social platforms



- **Support login with Google or Facebook IDs**
- **Use client demographic information to customize experience**
- **Data export for offline analytics**

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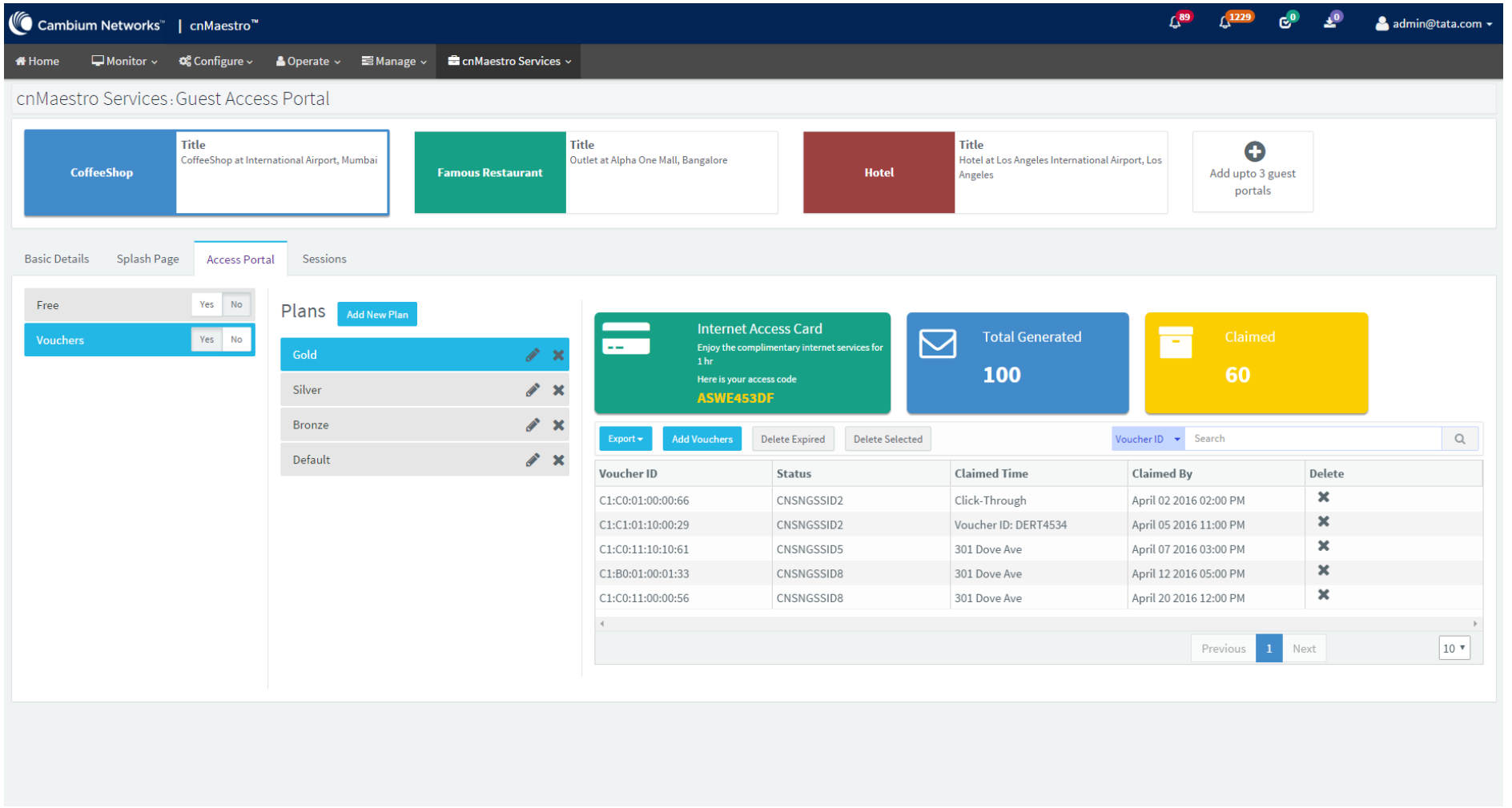
Monetize with Access Vouchers



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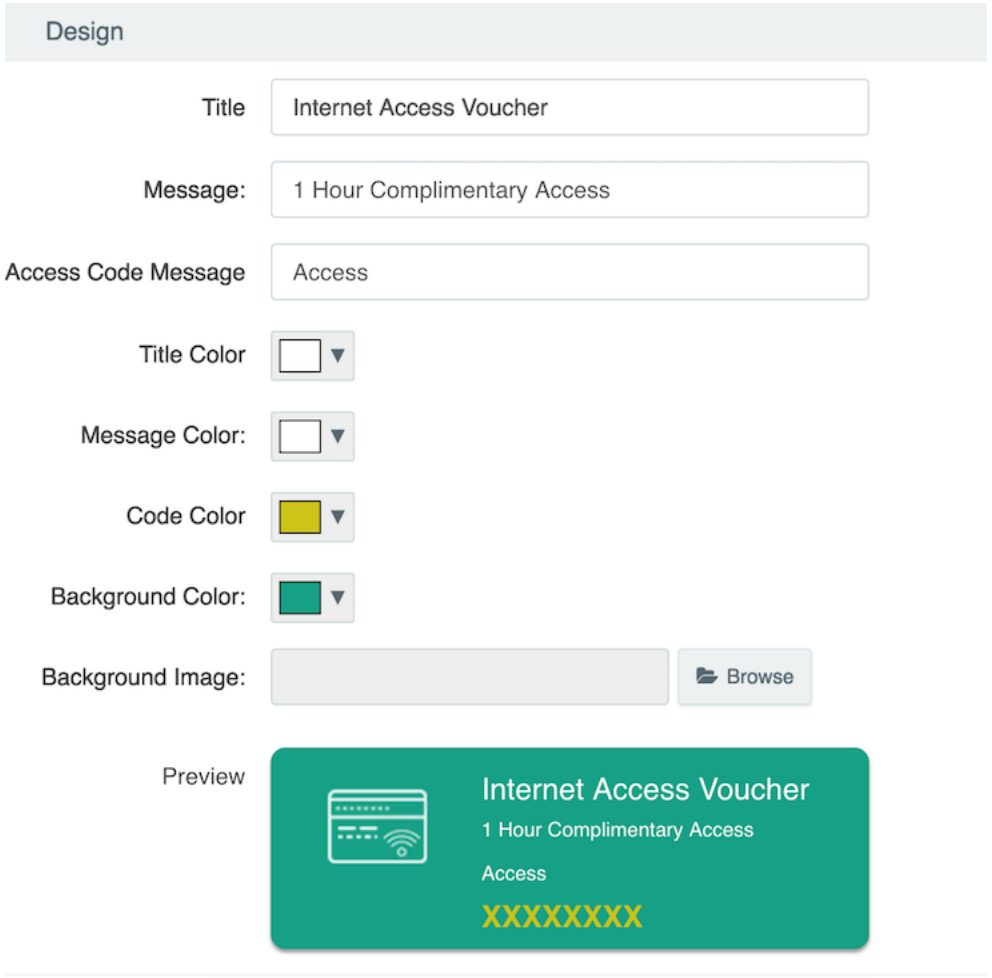
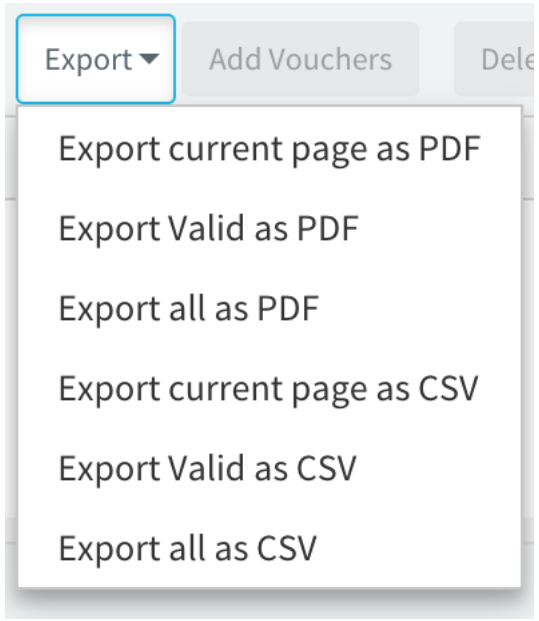
Create, export, distribute customized vouchers





Voucher App (for iOS and Android) planned for the future

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Standalone AP Captive Portal

- AP has built-in captive portal
  - Click-through access
  - RADIUS authentication
  - Built-in username/password authentication
  - Not dependent on link to controller
  - Customizable images and text
- Controller-less roaming

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Passpoint (Hotspot 2.0)

- Supported on cnPilot Access Points
- Driven by larger carriers
- Mobile-phone-like roaming to WiFi networks
  - Seamless connectivity everywhere
  - Secure connections (802.1x/EAP with AES)
- Supported only on newer devices
  - Splash page based hotspots not going away

https://www.ahla.com/

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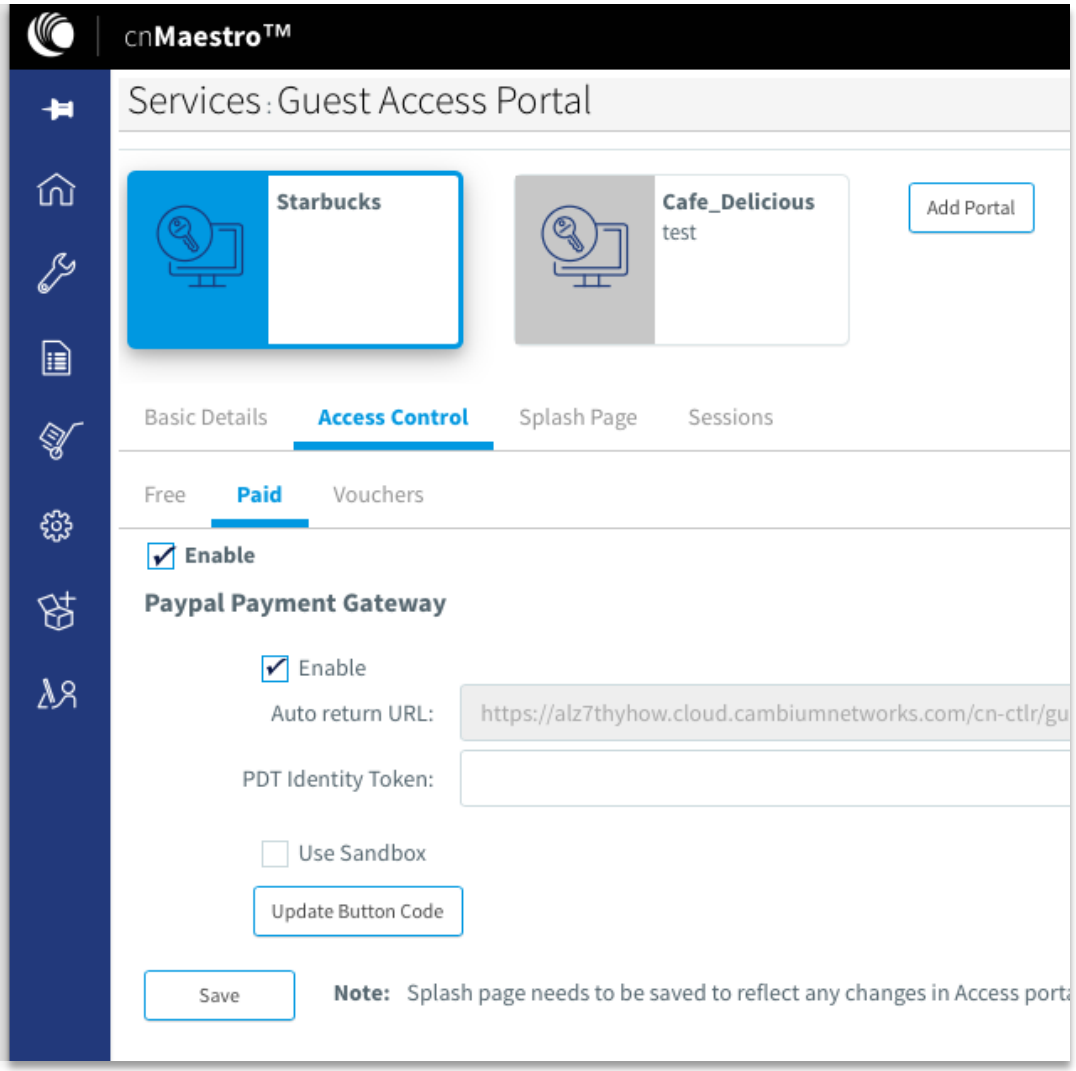
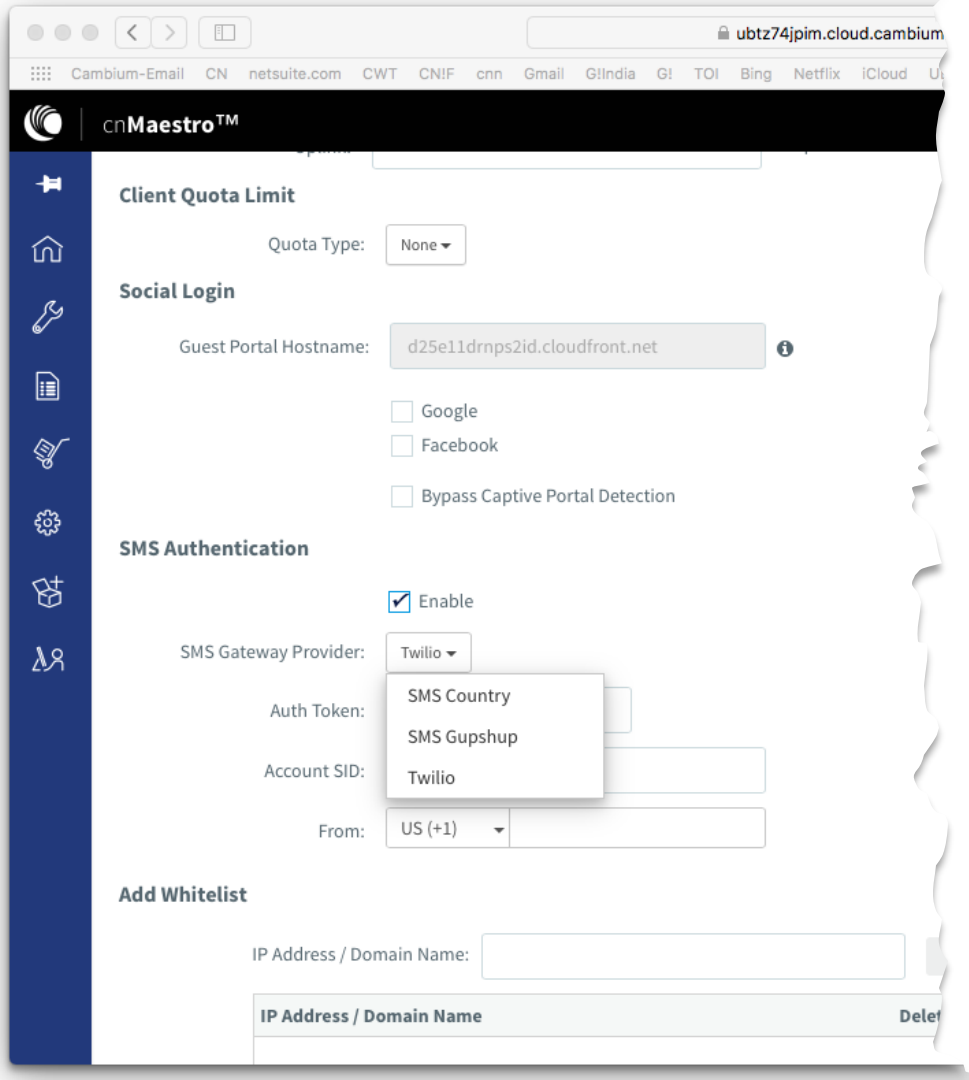
Monetizing Wi-Fi





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cnPilot APs support various hotspot providers

& many more…

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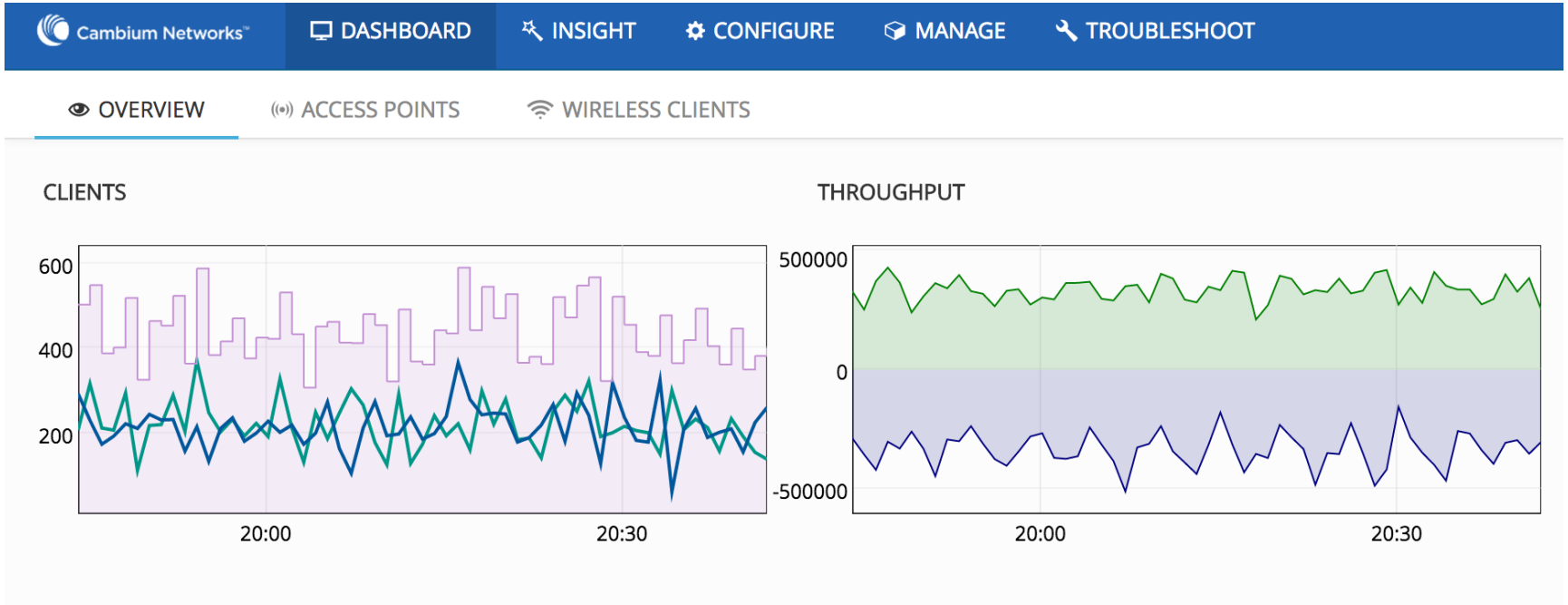
autoPilot – Making the Controller optional

Coming Soon

May 2017



- AP is the controller
- 32 APs, 1000 Clients
- Network dashboard views
- No License Fees
- Active/Standby modes*
- Investment protection
- Migrate & Fallback from Cloud/NOC*

*Phase 2: 2H 2017

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Beyond the Product …

- **For Hospitality VARs and System Integrators**
  - Deal registration
  - Tiered benefits: Authorized/Gold/Platinum levels
  - Marketing coop dollars
  - Deep discount on products

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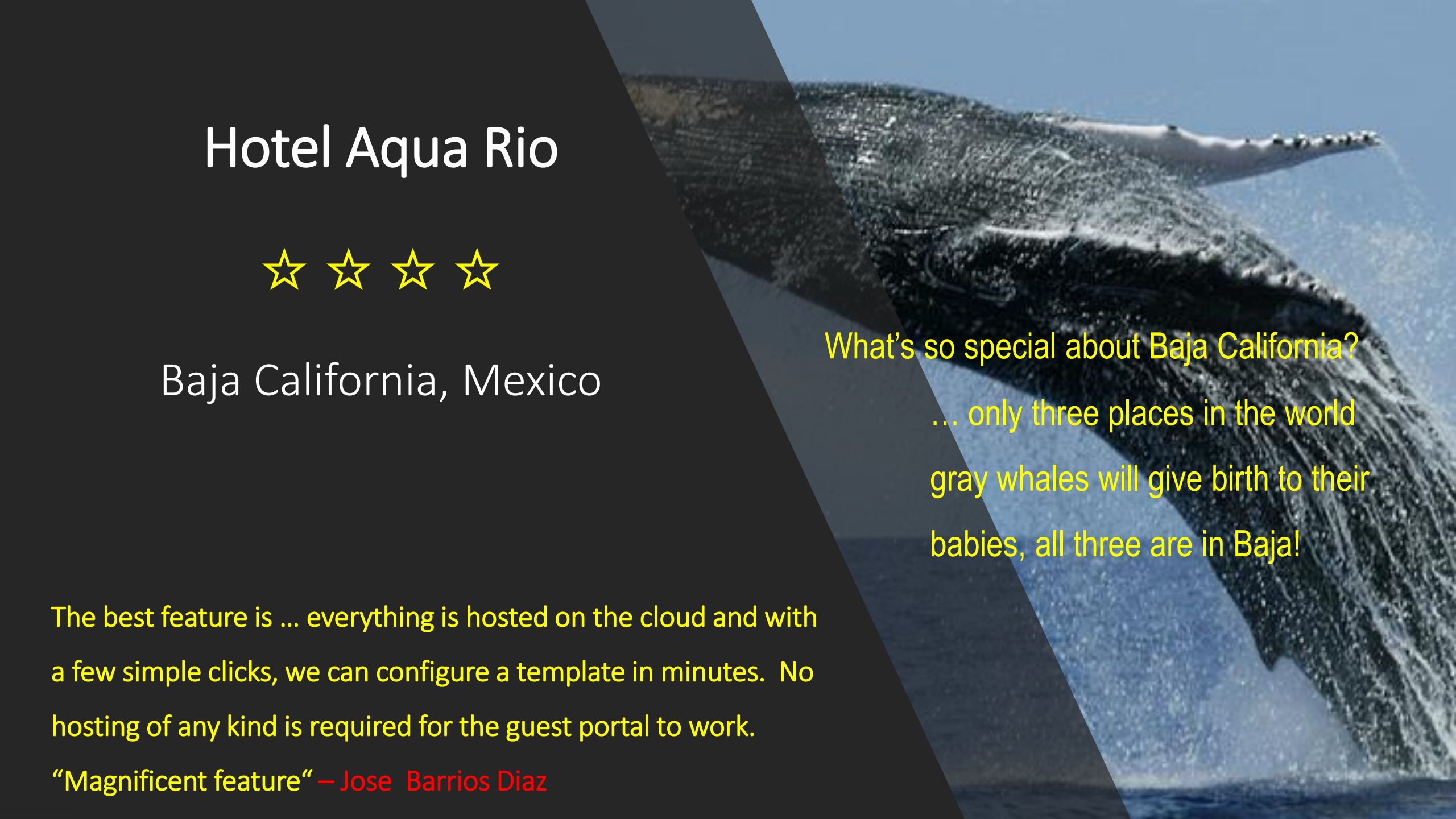
Hotel Aqua Rio

☆ ☆ ☆ ☆

Baja California, Mexico



What's so special about Baja California?

… only three places in the world gray whales will give birth to their babies, all three are in Baja!

The best feature is … everything is hosted on the cloud and with a few simple clicks, we can configure a template in minutes. No hosting of any kind is required for the guest portal to work.

"Magnificent feature" – Jose Barrios Diaz

More case studies and solution papers at:
www.cambiumnetworks.com/industries/hospitality/

including:

Five Ways to Get a 5-Star Rating for Hotel WiFi

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Resources for more information

KnowledgeBase articles, User Forums at:
community.cambiumnetworks.com

Software, User Guides at:
support.cambiumnetworks.com

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The Cambium Advantage - Beyond the Product

Rich Options

Field Support

24x7 Tier1/2/3

Community Forum

Successful track record

Wi-Fi & Cellular

We will keep going **(Continuous Innovation)**

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Thank you for your time.
Questions?