Cambium Networks™

Achieving Network Excellence: Rapid Systems Transforms Their Network Infrastructure

Customer Overview

Rapid Systems, a Florida-based service provider, specializes in delivering high-speed wireless and fiber optic broadband solutions to enterprise, public safety, and municipal clients. With a commitment to exceptional service and cutting-edge technology, Rapid Systems focuses on seamless network integration and efficient deployment strategies across their diverse customer base.

Business Challenge

Rapid Systems faced significant challenges in scaling and maintaining their network infrastructure to meet increasing demands for higher bandwidth and robust, reliable connectivity. Their traditional approach required multiple vendors to provide specific functionalities, such as PoE, industrial capabilities, and

> Cambium's cnMatrix switches significantly simplify our network deployments by working seamlessly together with Cambium fixed wireless and Wi-Fi in a single cnMaestro dashboard. We have applications for the new fiber aggregation switch in campus backhaul, public safety, and our wireless ISP business. The economics of the solution are very attractive as well compared to common alternatives in the market."
>
> *- Dustin Jurman, CEO at Rapid Systems*

ring protocols, leading to complex and inefficient solutions. This multi-vendor approach resulted in increased operational costs, reduced rack space efficiency, and difficulties in achieving unified management. Additionally, the need for 10 Gbps aggregation to support growing data traffic and high-performance video applications was key to scaling their network.

Technology Solution

Cambium Networks provided Rapid Systems with a comprehensive solution that addressed these challenges, leveraging their ONE Network platform to streamline network management and deployment. Key components of the solution included:

- **ePMP 4600 Radios:** High-capacity wireless radios to support tower handoffs and backhaul requirements.
- **cnMatrix EX3024F Switches:** 10 Gbps fiber aggregation switches providing a range of flexible configurations to support high-bandwidth applications.
- **cnMaestro X:** Single-pane-of-glass management that integrates Wi-Fi, switching, security and fixed wireless for unified network control.

This solution allowed Rapid Systems to consolidate their network infrastructure, reduce the number of vendors involved, and achieve greater operational efficiency.

Field Results

Implementing Cambium Networks' solution yielded immediate and measurable improvements for Rapid Systems:

- **Simplified Deployments:** By standardizing with Cambium's equipment, Rapid Systems creates uniform network designs for all deployment sites, significantly reducing complexity and service times.
- **Enhanced Network Performance:** 10 Gbps aggregation and high-capacity wireless radios ensure that the network can handle increased data traffic and demanding applications like high-definition video streaming.
- **Operational Efficiency:** The cnMaestro X platform provides a centralized management system, allowing Rapid Systems to monitor and control all network elements from a single interface, improving response times and reducing downtime.
- **Cost Savings:** The integrated solution from Cambium Networks offers a more economical alternative to a multi-vendor approach, lowering both capital and operational expenditures.

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Business Value

The adoption of Cambium Networks' technology delivered significant business value to Rapid Systems:

- **Scalability:** The solution provided the scalability needed to support future growth, ensuring that Rapid Systems could continue to meet increasing customer demands without frequent infrastructure overhauls.

- **Reliability:** Enhanced network reliability and performance translated to higher customer satisfaction and retention, strengthening Rapid Systems' market position.

- **Streamlined Operations:** Simplified network management and uniform deployment strategies reduced the need for specialized training and minimized the risk of configuration errors.

- **Economic Efficiency:** The cost-effective solution allowed Rapid Systems to allocate resources more effectively, investing in business growth rather than constantly upgrading network infrastructure.

> The ability to standardize our network designs across all sites and manage everything from a single interface has been a game-changer for us. Cambium Networks provides excellent enterprise quality without the higher prices."
>
> *- Dustin Jurman, CEO at Rapid Systems*

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 make connectivity that just works.

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