

Use Case

A-Affordable Storage





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A-Affordable Storage owns several sprawling storage facilities across Texas. Their customers store boats, RVs, and personal belongings typically for prolonged periods. At A-Affordable Storage, their metal buildings are very tall to accommodate the needs of their clients.

As a result, this creates blind spots having a tall infrastructure to store large recreational vehicles and RVs. A-Affordable Storage has video surveillance cameras throughout their facilities to protect their customer's property onsite. Video surveillance is essential, but ensuring the cameras stay online and operational even in a Texas ice storm is key to creating a truly secure environment. This is why A-Affordable Storage turned to Extreme Technology & Security to install their security solutions across their properties as they expand across Texas. At the heart of the installation was Cambium Network's ePMP™ MP 3000 Access Point sourced through ISP Supplies.

The storage buildings were too far away to stay online and connect to the indoor networking solutions located in the main office buildings. A-Affordable Storage was considering a cable-based solution to implement a network of security cameras; however, this would have been costly and time-consuming, disrupting the excellent customer experience they pride themselves on delivering.

The Challenge

To address their security concerns, A-Affordable Storage wanted to outfit each storage facility with a network of cameras. The client owns 31 facilities, all of which required both cameras and IT infrastructure to support said cameras.

While the main office building at each facility was equipped with basic IT resources, the storage buildings were too far away to leverage these services. The client had already considered cable-based solutions to implement a network of security cameras.

However, the project would be extremely costly and time-consuming due to the sheer size of his storage facilities.



Extreme Technology and Security's Solution

A-Affordable Storage contracted with Extreme Technology and Security for network deployment services. Extreme Technology and Security specializes in providing clients with dynamic, custom network solutions designed to meet their unique needs.

Since a cable-based network was impractical for the client, Extreme Technology and Security proposed a wireless multipoint system. The system allowed them to cover a large land area while overcoming physical barriers such as metal storage buildings that vary in size and height.

The Extreme Technology and Security team used 40' ROHN self-supporting towers at each A-Affordable Storage property to install the Cambium Networks ePMP™ MP 3000 Access Points to create the new wireless network. The ePMP Force 300 subscriber modules were also strategically installed on the storage facilities creating a connection to the ePMP™ MP 3000 Access Points. Extreme Technology and Security completed nearly all of the installations in just a few days using the cloud-based wireless network manager, cnMaestro.

At each storage facility, extensive signal testing was performed to ensure the new wireless solution was operating at peak performance to support the surveillance camera solutions onsite.

Putting the Plan Into Action

Once Extreme Technology and Security developed a plan to solve the A-Affordable Storage's networking concerns with Cambium Networks', they needed to acquire the necessary Cambium Networks technologies. To do so, they turned to ISP Supplies.

ISP Supplies is a distributor that provides wireless internet service provider companies with high-quality wireless networking equipment. ISP Supplies carries innovative products from reputable manufacturers, including Cambium Networks.

Why do MSPs and WISPs choose Cambium's MicroPOP Solution along with Force 300-19 Subscriber modules?

Jonathan Nicholson, Marketing Director at ISP Supplies explains, "The Cambium Networks ePMP™ MP 3000 MicroPOP Radio combined with the ePMP Force 300-19 subscriber modules provide the perfect combination for scenarios where you need multiple connections in a condensed area such as in Wi-Fi or video surveillance deployments. Each lightweight MicroPOP radio can connect to up to 64 of the Force 300-19 subscriber units. These subscriber units provide a low cost radio solution with speeds up to 600Mbps."

ISP Supplies was pivotal in providing Extreme Technology and Security with the equipment needed to outfit all 31 of the client's storage facilities.



The Install

After Extreme Technology and Security acquired the requisite Cambium Networks technologies from ISP Supplies, they began the installation process.

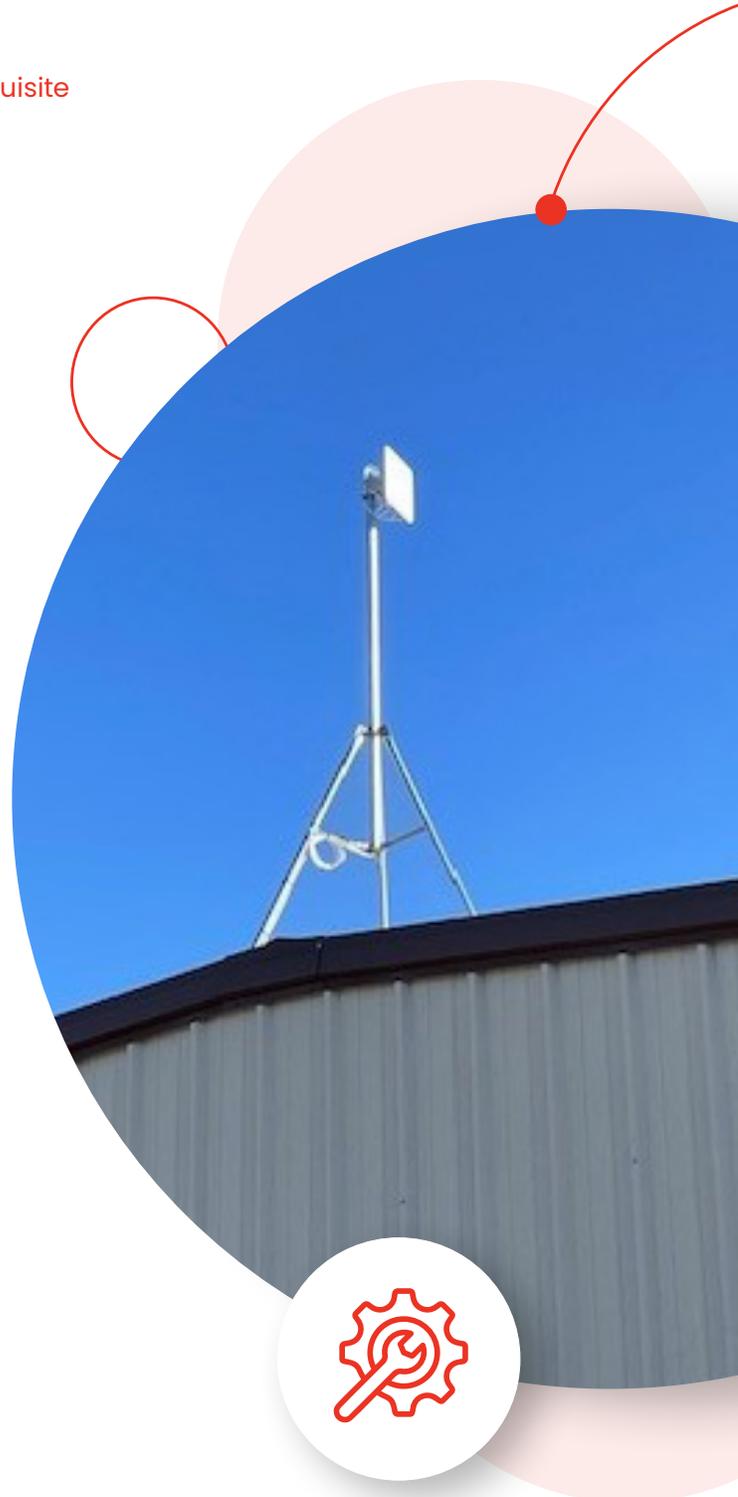
At the outset of each deployment, they constructed a 40' ROHN tower at each main office building location. These self-supporting towers provide the ideal support for the Cambium Networks technologies. Extreme Technology and Security equipped each tower with an ePMP™ MP 3000 MicroPOP Radio, which offered additional capacity and helped to extend network coverage in both a cost-effective and lightweight manner.

Extreme Technology and Security team members then strategically placed Force 300-19 SMs throughout each facility. These pieces of equipment were affixed to the tops of storage buildings and were configured to receive the network signal from the ePMP™ MP 3000 MicroPOP Radio.

Finally, Extreme Technology and Security equipped buildings with security cameras and connected those devices to the new wireless network.

The specific deployment time for each location varied slightly. However, Extreme Technology and Security was able to complete most installations in just a few days.

After installing a network, Extreme Technology and Security performed extensive signal testing to ensure that the radios were operating at peak performance. The best channel varies from site to site due to surrounding broadcast signals.



Why Extreme Technology and Security Chose Cambium Networks' Technologies

While several different wireless network receivers and transmitters are available, Extreme Technology and Security elected to use Cambium Networks technology. Both Extreme Technology and Security and ISP Supplies felt that these technologies were the right fit for the client's needs.

Cambium Networks devices offer several distinct benefits when compared to other brands, including:

1

Easy to Manage

A-Affordable Storage wanted an easy-to-use network that they could easily maintain. By using Cambium Networks technology, Extreme Technology and Security helped the client realize that goal. A-Affordable Storage's new "cableless" network includes user-friendly monitoring equipment and software.

At any time, A-Affordable Storage can easily monitor the performance of their network. They can manage their current software and hardware from anywhere, and this flexibility is especially important since they manage dozens of RV storage facilities.

2

Scalable

Due to their design, Cambium Networks' technologies are highly scalable. The solutions deployed by Extreme Technology and Security can be enhanced or modified as the client's needs change.

Whether A-Affordable Storage purchases an additional storage facility or expands an existing location, Extreme Technology and Security can easily provide them with scaling network infrastructure using Cambium Networks equipment.

Sandy Thomas from Extreme Technology and Security was confident in partnering with Cambium Networks' stating,

“

Cambium products are superior for enterprise networks and give us and our clients the stability and confidence that we can trust. The current Cambium products we use onsite for this particular customer is running smooth and strong and continues to perform efficiently.”

3

Flexible

When developing a network strategy for this client, Extreme Technology and Security used the same “cableless” approach for each facility. However, the layout and size of each storage facility were vastly different from one another.

In light of that fact, Cambium Networks’ MicroPOP technologies offered the perfect solution. Extreme Technology and Security could create flexible networks and custom connectivity solutions at each location. As a result, Extreme Technology and Security was able to complete each deployment in only a few days.



4

Built to Last

One of the primary points of concern for this client was short and long-term costs. While a wireless multipoint system was a far more affordable alternative than a traditional cable-based network, the client wanted a solution built to last.

Cambium Networks technologies are designed to survive challenging environments, thereby providing reliable connectivity. Their products are also backed by an exceptional warranty and quality tech support. The result is a reduced cost of ownership for the end-user.



About the Key Players that Made This Happen



[Extreme Technology and Security](#) has been serving their customers' unique technical and security needs since 2001. Based out of Mineral Wells, Texas, Extreme Technology and Security supports hundreds of customers both locally and nationwide. In the past five years, they have been able to branch into new areas of service including VOIP telephone systems, IT/MSP solutions, network services, and security installation and management. Extreme Technology and Security uses genuine high-end, rigorously tested equipment to ensure quality and longevity for all installations across the US.

[Reach out to them today](#) for your unique technology or security needs.



[ISP Supplies](#) is a leading provider of high-quality wired and wireless networking equipment and services, including network design and deployment, RF planning, and frequency coordination. Centrally located in College Station, Texas, ISP Supplies' experienced team of network engineers helps customers build, operate, and maintain point-to-point and point-to-multipoint licensed and unlicensed TDMA and LTE networks. ISP Supplies also specializes in provisioning Wi-Fi networks for small offices, outdoor venues, and extensive enterprise deployments. They also are experts in design, support, equipment stock and provisioning, and installation assistance. They assist their partners and WISPs with their projects from beginning to end.



[Cambium Networks](#) is a leading provider of wireless solutions across the globe. They help partners achieve maximum results with wireless solutions that are flexible, reliable, scalable, and manageable. With end-to-end cloud management, Cambium Networks can transform networks into dynamic environments that can continue to grow with ever evolving needs.

