



Cambium Networks™

CASE STUDY

Less Gear, Less Hassle: Streamlined Wi-Fi for Orbest Caravan Park



Customer Overview

East Gippsland IT (EGIT), a managed service provider (MSP) based in Victoria, Australia delivers a full suite of IT services including internet service and managed services. Known for rapid deployments and dependable service, EGIT partnered with Cambium Networks to deliver high-performance connectivity solutions across a range of industries.

Orbest Caravan Park, located in the heart of East Gippsland, caters to travelers seeking a comfortable and connected stay. Serving between 10 to 50 guests and staff at any given time, the park's connectivity is essential for business operations, guest services, and amenities such as IP-enabled washing machines and access control systems.

Business Challenge

Prior to the upgrade, Orbest Caravan Park relied on a patchwork of point-to-multipoint radios and downstream access points installed by a previous contractor. The system frequently dropped connections, particularly due to





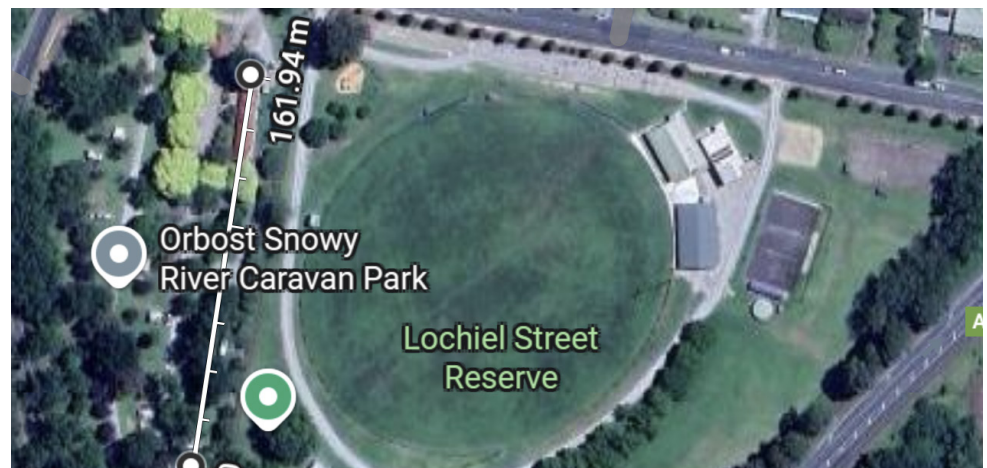
The old PMP setup

just wasn't cutting it—calls were dropping, guests were frustrated, and the park was stuck with a system that was expensive to maintain.”

- Stephen Bendall, Business Development Manager, East Gippsland IT

non-line-of-sight (NLOS) conditions created by dense tree coverage.

The instability caused disruptions in essential voice communications, hindered access to the park's connected infrastructure, and diminished the guest experience. Staff faced ongoing frustration with a network that required high maintenance and provided inconsistent coverage.



Technology Solution

EGIT recommended replacing the entire PMP setup with a single Cambium Networks XV2-2T Outdoor Wi-Fi 6 Access Point, supported by a Cambium NSE 3000 network services edge device. This approach leveraged Cambium's ONE Network platform to streamline deployment, monitoring, and management.

Products Deployed:

- **Cambium Networks XV2-2T Outdoor Wi-Fi 6 Access Point** – High-capacity coverage from a single point, capable of penetrating foliage and providing reliable connectivity in NLOS conditions.
- **Cambium Networks NSE 3000** – Delivers secure, simplified network management and performance optimization.

The installation process took just two hours—including cabling—and was handled by an apprentice as a first-time solo installer. Configuration required only 10 minutes. The solution replaced 6–10 separate devices, significantly reducing network complexity.

Field Results

- **Coverage:** Full park coverage with signal strength of -70 dBm at the perimeter.
- **Reliability:** No outages reported during three to four weeks of continuous testing.





- **Labor Savings:** Reduced installation time from two days to two hours—a savings of approximately 12 labor hours.
- **Equipment Reduction:** Eliminated the need for multiple access points and PMP radios, reducing points of failure and maintenance workload.

From the park's perspective, the results were immediate and tangible:

"It's a single access point, but it feels like we've built a whole new network. Guests can connect anywhere in the park, and we don't have to worry about constant dropouts." — Park Management

Business Value

The new solution has delivered measurable benefits:

- **Cost Efficiency:** Fewer devices mean reduced capital expenditure and ongoing maintenance costs.
- **Simplified Management:** One AP to manage instead of a complex PMP system significantly lowers operational complexity.
- **Improved Guest Experience:** Guests enjoy uninterrupted internet access for work, streaming, and leisure—boosting satisfaction and repeat business.
- **Operational Efficiency:** Staff can reliably use voice services, monitor and control park infrastructure, and manage bookings without connectivity concerns.

Cambium's ONE Network provided a unified platform that allows EGIT to manage the caravan park's network with minimal intervention, freeing the team to focus on delivering exceptional customer service instead of troubleshooting.



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access point, but it feels like we've built a whole new network. Guests can connect anywhere in the park, and we don't have to worry about constant dropouts."

- Orbest Caravan Park Management



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.