Cambium Networks™

How MDU Property Owners Can Optimize Resident Satisfaction, Occupancy & Revenue

Multi-Dwelling Unit (MDU) property owners want to grow their revenue while satisfying residents, but only a small few have taken the gratifying step of doing so by offering managed Wi-Fi services. Those leaders are seeing the undeniable benefits and redoubling their ability to replicate the business model. With customizable speed options and proactive network management, any MDU community can be transformed to be on the cutting edge of hassle-free internet connectivity.

Some property owners feel daunted by offering Wi-Fi service. To them, it feels like adding another utility like electricity or water. They are concerned about who is going to design the network, who will maintain the network and how much capital outlay is required.

Working with one property owner, Wire Stream has deployed managed Wi-Fi in about 800 units across 5 buildings. The data proves that the solution works. The managed Wi-Fi solution in those five buildings delivers the owner an extra $25,000 per month. The result is that the owner is now looking at buying other buildings and doing the same in other locations.

Wire Stream manages the entire solution for the property: hardware, software, deployment, support. Property owners can offer a reliable service that delivers a steady source of income. And residents are satisfied with reliable and secure Wi-Fi service at a reasonable rate built into their lease agreements.

One property manager is getting an extra $25,000 per month from his 800 units.

What does he know that other property owners don't know? He knows Wire Stream.

WIRE STREAM

Managed Wi-Fi Delivers	
What Residents Want	**What Property Owners Want**
• High-speed Wi-Fi that is reliable	• Maximize resident satisfaction with Wi-Fi
• Secure connectivity	• Minimize Wi-Fi trouble reports
• Affordable media plans	• New revenue opportunities
• Easy access everywhere on the property	• Achieve smart building efficiencies

> We make sure that the Wi-Fi works for the residents. For retirement homes, Wire Stream provides ongoing training programs on site with a focus on improving resident confidence so they can get the most out of their Internet service."
> – Cesar Bonilla, Wire Stream

How Managed Wi-Fi Works

"To offer managed Wi-Fi, a property owner needs to commit to the technology. Owner had the option to pre-paid hardware or paid over time. The good news is that the property owner can clear $10 or more per month per unit," says Cesar Bonilla, CEO, Wire Stream." The most effective way to overcome doubts and concerns from owners and residents on deploying a new managed Wi-Fi service is to show that it works. We are able to prove the system works. Once they see that, it is pretty easy to get all residents on the network and no longer provide a right of entry for the ISPs."

The Right MSP

Once the property owner decides to offer managed Wi-Fi, they focus on the managed service provider:

- Can we get a complete turnkey solution
- Can we get the solution installed on time
- Can we get support that we can count on

What to Look for from an MSP	
Deliverables	**Experience**

• Meet service level agreements (SLA)
 	
• 24/7 support
 	
• Complete coverage across the property
 	
• Control panel for residents
 	
• Secure access for residents
 	
• No maintenance or IT staff required on site
	• Deployed in multiple buildings
	
	  • Experience in design and support
	
	  • Informed equipment selection
	
	• Supports high-capacity population
	
	  • Plan for scalability
	
	• IoT and digital transformation to smart buildings
	
	• Proven revenue generation with references

Choose the Right Equipment

- The technology needs to be reliable and easy to design, install and maintain
- Needs to be able to scale as demands evolve
- Once installed, needs a minimum of issues to keep operating expenses OPEX low

07192024

- Wire Stream uses the following equipment for managed Wi-Fi:

  - Cambium Networks Wi-Fi Access Points

    - XV2-22H Wi-Fi 6 wall plate access point. With 2.97 Gbps of bandwidth and an integrated switch, it fits well in MDU, hospitality, and SMB applications

    - XV3-8 Wi-Fi 6 high-density access point provides seamless roaming, automatic RF optimization and support for up to 100's of users/devices

    - XV2-2T0 long range outdoor Wi-Fi 6 access point provides higher throughput at range

  - Cambium Networks Switches

    - cnMatrix EX2028 switch with 128 Gbps throughput, 24 10/100/1000 ports and 4 SFP+ uplink ports

  - RG Nets technology

> RG Nets and our rXg product provides everything an MDU operator needs to deliver unrivaled subscriber services, performance, and reliability from their network. Wire Stream has the knowledge and expertise to effectively deploy those services and they provide the know-how to ensure the MDU operators realize all of the benefits we offer."
>
> *- Clint Kennedy, Head of Sales & Business Development, RG Nets*

Meet Cesar Bonilla

"I started as a technician installing cable in residential homes. From there, I built up my way from maintaining the network outside, then maintaining fiber networks. I then specialized as a spectrum engineer in MDU applications and went on to design community MDU solutions in schools and hospitals.

We have the experience that it takes. Our whole Wire Stream team has been in the cable industry connecting people. Experience counts.

By designing a solution exclusively for your community, Wire Stream creates a superior experience that meets the connectivity needs of your residents, without any IT expertise required."

"Wire Stream helps us deliver the Wi-Fi experience our residents expect. Easy login process for our residents and the back-end administration can be done at the branch or property level. Our staff doesn't have to spend time troubleshooting. It just works."

- Joy Wey, Three Sixty at South Bay

"We selected Wire Stream to go beyond just delivering premium Wi-Fi automatically to our residents. We are excited to enable Wi-Fi driven services that create personalized resident and guest experiences and deliver revenue opportunities for our owners."

- Lupe Serrano, The Management Works

"Wire Stream provides a central dashboard where leasing staff and managers can easily set up Wi-Fi access and create reports with real-time analytics. Resident's complaints have been reduced to virtually zero and our IT team can focus on other priorities. We are very happy with the solution."

- Denise Vasquez, Lake Arrowhead Chalets

Cambium's ONE Network

ONE Network enables excellent online experiences with fewer resources and IT personnel. Enterprises, managed service providers, broadband service providers, and government agencies can shift to managing the network holistically, freeing up IT resources to focus on their business and specific applications.

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.