

Case Study

Challenge: Montauk Soundview Resort (Montauk, NY), design and install and commercial grade Wi-Fi system to support a 31 Unit waterfront resort in Montauk, New York for owners and guests. The system needed to support HD video streaming and secure connections to corporate networks. The system needed to be outdoor rated for harsh conditions

- The grounds contained natural gas lines, electric lines and septic tanks
- Soundview did not possess an accurate site ground plan.
- Structures were added over a period of 60 years without any architectural drawings.
- Structures are a mix of individual self-contained cottages and large buildings containing multiple units.
- Soundview required guests to have seamless wireless connection coverage of units, beach and pool area without interruption.
- The Beach Area is a strip of land adjacent to the property that is one-quarter mile long and 50 feet below the Units.
- The Pool area is separate from the main structures and did not have any clear path from the building structure to tie back into the network core
- The Property is on the water front facing North and is exposed to high winds and seawater spray
- They have limited (ISP) Internet Service Providers in the area
- The current site utilizes 12 individual internet connections to run a fragmented wireless network, that is very unreliable
- We were challenged to provide the new network with minimal ISP monthly costs.

Our Solution

TrustnVerify performed a site survey and wireless signal testing throughout the property prior to our design phase and part of our due diligence. We researched multiple wireless vendors that would provide us with all the requirements above.

We spoke to Matthew Stanton a Board Member and project liaison and he expressed a concern when discussing digging underground to connect all the structures.

Our design met all the above technical requirements and did not require any digging or disruption of the existing structures. Our design included three network cores and a Ubiquiti Wireless Mesh Network that requires only 3 internet (ISP) connections to three different entry points onto the property. Our Mesh network is redundant, and each unit has access to all three networks for failover and seamless roaming.

The access points are spread throughout the property. We have access points in each unit for local coverage that is part of the overall mesh network. The access points are discrete and most guests do not even notice them. We were able to achieve full coverage and failover without any modifications to the structure.

The Pool area is served by an access point we installed in the roof of the gazebo. The Pool access point covers the pool area and adjacent beach area. We installed an omni directional nanobeam to extend the signal to the rest of the beach area. The design provides the guests with full wireless strength a quarter of a mile down the beach.

We were able to meet the monthly financial requirements by reducing the monthly costs to only three internet circuits for the entire property. The three internet circuits provide ample bandwidth due to the QOS (quality of service) configured within the mesh network.

We significantly reduced the project costs by designing a wireless network that required no trenching on the property or construction on the existing structures.

Outcome

The outcome can be best described by our client.

On Jun 13, 2018, at 8:28 PM, Stanton, Matt wrote:

“Through a competitive bidding process the Montauk Soundview selected Trust & Verify to design and install a commercial grade Wi-Fi system to support a 31 Unit waterfront resort in Montauk, New York. It is a decision we are happy we made.

From the beginning of the project Marc Peritore was 100% engaged in the project, conducting an extensive site tour with engineers and installers and asking a number of detailed questions about the unique nature of the facility, the physical plant and harsh operating environment. It was clear from the beginning that Marc did not just want to meet our expectations but exceed them and he did.

The result was the design and installation of a Wireless MESH Network with a total of 31 access points served by three enterprise cores, all without digging trenches throughout the site or running unsightly conduit on the exteriors of the buildings. The word verify means something in the Trust & Verify brand. After installation was complete, Marc and his staff painstakingly tested the system and measured the Wi-Fi signal on every inch of the property and beyond to verify it was operating as designed.”

“Prior to moving forward with Trust & Verify owners and guests at the Montauk Soundview were lucky to get Wi-Fi service at all. When they did it was spotty and unreliable.

Today resort guests not only want a quality Wi-Fi system, they expect and demand it. If the Montauk Soundview wanted to remain competitive in a very popular summer destination, we had to invest in a new Wi-Fi system that met customers’ expectations. During the peak of the summer season the Montauk Soundview could have upwards of 150 guests on the property, all with multiple wireless devices at the same time. Today owners and guests are live streaming Netflix without any interruptions, Smart TVs are in operation, owners and guests have access to strong and reliable Wi-Fi throughout the facility and some guests are even playing Fortnite. What a difference a winter makes.

Moving forward with Trust & Verify is a decision you will not regret.”

**Matt Stanton
Board of Directors
Resort Sound View Properties
The Montauk Soundview
www.montauksoundview.com**