

## Wireless Access Point Installation – Fortune 50 Retailer

### Customer Business Requirement

Client wanted to upgrade its Wireless Local Area Network (WLAN) infrastructure to bring the latest 2.4 GHz technology into its stores. Each store required an assessment for wireless coverage with a special emphasis on system security. The client also specified that Cisco 1200 wireless access points be configured, staged, shipped and installed according to a very aggressive schedule. And the installation in each store had to be tested and certified following installation.

### The Bailiwick Difference

The client chose us for our expertise in engineering and project management. We started by looking at the manufacturer's specifications for maximum coverage using a minimum number of units.

Then we studied store blueprints to plot optimal access point locations. Because we'd previously done work in hundreds of the client's stores, they trusted our people and processes and expressed confidence that we'd meet their high level of service and security requirements.

Prior to finalizing the full deployment schedule, Bailiwick successfully managed a number of pilot installations. We learned important lessons and clarified workflow processes during this pilot phase. That enabled us and our client to refine the scope of the project and agree to reasonable expectations before we began the operation throughout their store system.



### PROJECT OVERVIEW

**Industry:**

**Fortune 50 Retailer**

**Project:**

**Wireless Access Point (WAP)**

**Installation**

**Timeframe:**

**150 stores per month**

**Size:**

**700 stores**

### Project Services Overview

#### Preplanning

Bailiwick's engineers analyzed blueprints of each of the client's 700 stores. We recommended equipment quantities and locations for the wireless access points to achieve adequate coverage with the fewest number of devices. We also worked with the client's technical staff to agree on a scheme for each store.

#### Rollout

We brought client-owned equipment into our Configuration Center and configured each Cisco 1200 unit to suit the needs of a particular store.

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We managed the project according to the schedule we received one month ahead, preparing equipment at our warehouse before shipping it out on pallets.

## Equipment

At each store, we installed an average of seven access points. Locations for each were pre-determined by Bailiwick's engineering staff with the help of blueprints and manufacturer's guidelines. We installed WEP key codes at our Configuration Center to reduce the amount of time our field technicians spent with on-site programming.

## Cabling

Each store required new Ethernet runs for a Power Over Ethernet (POE) application. We ran CAT5e cables as we installed the WAPs. Many of the longer cable runs occurred at heights of more than 20 feet. And cabling had to be accomplished fast and neatly to minimize disruption of normal business flow.

## Testing

We performed detailed testing at each store to ensure that the wireless access points could receive transmissions from every spot in the store. We tested and certified cabling for conformance to the CAT5e standard and to ensure that signal and



power would be transmitted to the WAP. The installation had to meet a minimum standard coverage of 11 Mbps throughout the store. Our preplanning paid off as testing showed that WAP locations were properly located in every store, which saved a significant amount of time and enabled us to deliver an efficient and effective deployment.

## Summary

Our team has consistently demonstrated an ability to create solutions for the unique needs of each location, a key factor in this client's decision to use us as a preferred wireless solution provider for four straight years.

## Customer Contacts

If you have questions about specific projects, please call us at [1.800.935.8840](tel:18009358840) for more information. We'll be happy to provide you with references and more details.

**IT IS OUR BAILIWICK.** By definition, the term bailiwick refers to an area of expertise or knowledge. No wonder, then, that we are a company of knowledgeable, genuine, agile people who apply their experience and expertise in IT services to create value for leading corporations nationwide.