

# Marchese del Grillo

## Historic Italian Hotel's Network Gets a Much-needed Facelift

### Customer at a glance


**Customer Name**

Marchese del Grillo


**Industry**

Hospitality


**Location**

Fabriano, Italy



### Customer Background

Marchese del Grillo is a famous filming location for Italian cinema, and it's not hard to see why. Nestled among the rolling green hills of central Italy's Fabriano, this elegant resort boasts refined decor, a gourmet restaurant, a swimming pool, large outdoor spaces, and 20 rooms, including villas with furnishings and frescoes from the 18th century.



"With this smart, advanced technology, we have brought a touch of modernity to this historic, refined place. It has been an exciting step forward."

**Stefano Toffano,**  
**Technical Manager, ETA srl**

### Summary

With its historical architecture and furnishings, a facelift was the last thing Marchese del Grillo needed. However, the same couldn't be said of its network. The hotel wanted to bring high-speed WiFi to large indoor and outdoor areas, and had strict security and GDPR requirements. The new network also needed to allow for easy changes and expansion in the future as well as WAN failover to ensure reliable data backup and VoIP services. Several hurdles stood in the way of this, such as interference from the building's 1.5-meters-thick walls and the existing network's obsolete equipment and non-centralized nature. Fortunately for Marchese del Grillo, Zyxel's solutions ticked every one of these boxes. High-performance wireless is now accessible across the hotel. Indoor spaces are served by powerful NWA210AX and NWA90AX WiFi 6 APs, while the pool and reception area are covered by WAC6552D-S APs, which are specially designed for excellent performance in high-density outdoor environments, even in harsh weather. In terms of security, the network is secured via VLAN and guest security via L2 isolation, VLAN, and intra-BSS traffic blocking. Data traffic is now managed and protected by Zyxel's USG FLEX 500 firewall. And thanks to Nebula, staff can monitor the network remotely via a centralized cloud platform, enabling them to optimize connections and make interventions in real time.

### Challenges

- Provide total coverage indoors and outdoors, overcoming the interference posed by walls up to 1.5 meters thick
- Replace obsolete equipment from different brands which wasn't centrally managed
- Ensure entire network is secure and compliant with GDPR

### Benefits

- Secure network for staff and guests via VLAN and data protected via UTM firewall
- Stable, high-performance WiFi throughout all indoor and outdoor areas
- Centralized, futureproof network with failover for data backup and VoIP services
- Easy-to-manage, centralized cloud networking management

### Products used

- USG FLEX 500 UTM Firewall
- GS1920-8HPv2 Smart Managed Switch
- NWA210AX/NWA90AX WiFi 6 Access Point
- WAC6552D-S 802.11ac Access Point