



Success Story

Turkish Delight as Zyxel Banishes Dead Spots from Ankara Hotel



Hospitality

INDUSTRY



CUSTOMER

Foundation
House



COUNTRY

Turkey



SOLUTIONS

Zyxel
Wireless
Solution

Overview

Challenges

- Update and expand existing legacy network
- Deliver complete signal strength and coverage throughout facility while keeping access points to a minimum to avoid signal overlap between floors
- Solution needed to be scalable and future-proof

Benefits

- Staff's life easier thanks to centralized management interface
- Successfully provided seamless network connectivity across all areas of the hotel
- High-performance signal coverage
- Uninterrupted bandwidth to meet the needs of guests

Solution

- Zyxel Wireless Solution

"Thanks to the new system, all access points in our facility have been optimized and we can now centrally manage the entire network. Using Zyxel's technology, we're giving our guests the comfort and service they deserve. We're very thankful to [Zyxel partner] Aybiltech for this technology, and for its professional service."

Temel Ünlü
General Manager, General Directorate of Foundations

Background

Owned and operated by the Directorate General of Foundations, a government institution dating back to the Ottoman Empire, Foundation House provides guests with comfort and ample room for events. The hotel, situated in the Turkish capital Ankara, is just a few minutes' walk from Dikmen Valley, a public park oasis where you can find bike and walking paths, an artificial lake, and some of the best kebabs in the country. The hotel, with 20 single rooms and 30 doubles, has a capacity of around 100 guests. Its premises include a conference hall, which sees heavy year-round traffic as a meeting venue.



Challenges

"The wireless network infrastructure we'd been using since 2010 was inadequate – especially when there was a crowd," general manager Temel Ünlü recalled. Although initially not too serious a concern, as people increasingly came to expect fast and reliable WiFi, Temel knew an upgrade was needed to keep customers happy. "We decided to upgrade to manageable and optimizable hardware ... to provide uninterrupted, high-speed internet for our guests."

The question, then, was how to go about it. Foundation House didn't want to go down the route of simply adding more and more access points, which it feared would do more harm than good. In fact, the hotel wanted no signal

overlap at all between floors. And it of course wanted this achieved without leaving any dead spots – a delicate balancing act.

An overhaul was in order. Foundation House turned to Zyxel business partner Aybiltech to get the job done.

"Having helped Turkish clients get online since 2011, we're well acquainted with the advanced level that Zyxel has achieved in its networking technology," Aybiltech GM Selçuk Ayhan said. "This tech ends up being the most appropriate solution package for most of our customers."

Solutions and Benefits

"When we saw the difficulties of Foundation House's infrastructure, we knew they could be eliminated pretty easily with Zyxel's solutions," Selçuk said.

Aybiltech performed a thorough inspection of the site, including a signal analysis. It then used the results to determine the optimal number of access points that would allow minimal signal overlap while still ensuring a strong connection for every guest, whether attending a meeting in a conference room or indulging in one of Turkey's traditionally heavy breakfast in the dining area. Based on its calculations, Aybiltech then designed a turn-key solution. Once it was approved by the client, the installation began and went off without a hitch, completed right on schedule.

Not only does the new infrastructure's centralized management

interface make the network easy to manage for hotel staff, but its constituent access point self-adjusts as necessary.

"The system we built is highly scalable and automatically improves signal strength by sensing the state of adjacent access points," the Aybiltech GM said. "If an access point is disabled or otherwise stops working for any reason, neighboring ones automatically expand their signal fields to cover that area. Then, when the access point goes back up, the others instantly reduce their power to serve only its own region.

"I can say with a good deal of confidence that internet troubles are a thing of the past for Foundation House guests."

Products Used

GS1920-24HP • 24HP Gigabit Smart-Managed PoE Switch



- Easy-to-manage rich L2 features with user-friendly Web browser-based management GUI
- Supports PoE+ standard to offer 30 W per port and a high PoE power budget of 375 W
- Smart fan design offers silent operation in both desktop and rack-mounted environments
- Supports ZON Utility and Smart Connect to simplify network management and maintenance

NWA5123-AC • 802.11ac Dual-Radio Unified Access Point



- Ceiling- and wall-mountable design with optimized RF performance
- 2-in-1 standalone/managed AP design
- CAPWAP management supported
- Enterprise-class 2x2 802.11ac AP supports combined data rates of up to 1,200 Mbps
- Simple, speedy deployment with APFlex™ and Zyxel One Network utilities

NXC2500 • Wireless LAN Controller



- Auto provisioning and centralized management of up to 64* APs
- Zyxel Wireless Optimizer for easily planning, deployment, and maintenance
- Advanced ZyMesh technology for simplified AP deployment and WLAN extension
- Enhanced RF management with auto healing
- Flexible traffic forwarding with tunnel and distributed modes
- Comprehensive guest network management and granular access control

*Management of 64 APs is supported with firmware version V4.10 or above

About Zyxel Communications

Focused on innovation and customer-centricity, Zyxel Communications has been connecting people to the Internet for nearly 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for telcos and service providers, business and home users. Zyxel is building the networks of tomorrow, unlocking potential, and meeting the needs of the modern workplace — powering people at work, life, and play. Zyxel, Your Networking Ally.

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