

Success Story

Zyxel Networks Helps Turkish Hotel Boost Customer Satisfaction with Robust Wireless Connectivity



Hospitality



Marmaris
Grand Yazıcı
Club Turban



Turkey



Zyxel
Wireless
Solution

Overview

Challenges

- The weak wired and wireless network infrastructure of the hotel could not deliver seamless connectivity over a massive area of the 73,000 m² and many rooms
- Admins could not manage the network devices from a single point
- The IT network was incapable of responding to the increasing connectivity demands

Results

- A flexible and scalable network infrastructure that can easily be managed from a single point
- Unified network applications with agile traffic control
- Fast, uninterrupted internet connectivity across the hotel campus and buildings, 24/7

Solution

- Zyxel Wireless Solution

"We received support from Arma Bilişim for the communication infrastructure project of Marmaris Grand Yazıcı Club Turban. Arma Bilişim helped us renew our network infrastructure with Zyxel products that make use of the latest technologies. As with all Grand Yazıcı Hotels, our goal is to satisfy our customers by prioritizing their needs and expectations. We have set up all the necessary technological infrastructure with Zyxel solutions to meet all kinds of customer needs. As a result of the renewal of our data processing infrastructure with Zyxel products, we have achieved a remarkable level of performance increase. We really appreciate Arma Bilişim and Zyxel Networks for their excellent supports."

Ahmet Yazıcı
IT Manager, Marmaris Grand Yazıcı Club Turban

Background

Marmaris Grand Yazıcı Club Turban promises a peaceful and comfortable holiday to its guests with a location that reveals the deep blue waters of Marmaris before you, pine scents, and bird sounds.

It's a frequent destination for those who dream of a great holiday regardless of whether it's a laidback experience or a fun-filled adventure. The hotel has a total of 530 rooms, of which 224 are villas. There are also kids club, hiking trails, indoor and outdoor swimming pools, tennis courts, water sports activity areas, a 330-meter long beach, sunbathing platforms, and entertainment centers for concerts and other events.

Challenges

Marmaris Grand Yazıcı Club Turban's 73,000m² campus includes a pool, beach, conference rooms, entertainment center, and 530 guest rooms, all of which needed high-speed internet access. The existing network infrastructure could not handle the increasing demand for WiFi connectivity.

Solutions and Benefits

Aiming to bring customer satisfaction to the highest level, Marmaris Grand Yazıcı Club Turban entrusted its communication infrastructure to the solution provider Zyxel Networks through its partner Arma Bilişim

Zyxel Networks was able to rebuild the network infrastructure of Marmaris Grand Yazıcı Club Turban using its products that leveraged the power of advanced technologies available in the market today. The hotel is now able to offer superior-quality internet service in all areas with a stable and robust network structure with top-notch network solutions.

NWA1123-AC PRO 802.11ac Dual-Radio Dual Mount PoE

Access Points offer superior wireless performance compared to other access points in the market.

WAC6552D-S 802.11ac Dual-Radio Unified Pro Outdoor

Access Points and **WAC6553D-E 802.11ac Dual Radio External Antenna 3x3 Outdoor Access Points** provide high-quality wireless performance in the outdoor environment. The weatherproof access points are ideal for harsh conditions. The access points along with

GS1920-24HPv2 24-port GbE Smart Managed PoE Switches guarantee the high-speed and stable network connectivity throughout the hotel.

Besides high-speed internet, the project has also helped

For business travelers, Marmaris Grand Yazıcı Club Turban offers some unique options too. Turkey is home to some of the leading brands in the world of congresses and seminars. This means that business travelers often visit the country.

Marmaris Grand Yazıcı Club Turban has the highest capacity conference and congress hall in the entire Aegean region. It provides services for companies and organizations with nine workshop halls equipped with the latest technology.

Besides, the hotel found it difficult to manage all the network devices from a single point. The new network had to provide high-speed, reliable, and seamless connectivity in all indoor and outdoor areas of the hotel.

the hotel to strengthen its network infrastructure. Thanks to the Nebula networking management solution, the hotel can centrally manage access points from a single point and enhance network management efficiency. GS1920-24HPv2 switches feature PoE functionality and centralized control that enable easy installation and management.

The cloud-managed networking solution provides another benefit—flexibility. Zyxel's GS1920-24HPv2 switches used in the project allowed the hotel's network to expand based on the business demands. With NebulaFlex technology, users can easily switch between standalone and Nebula cloud management modes to control and monitor Nebula-compatible access points and switches at any time with a few simple clicks.

In this project, Arma Bilişim felt happy in achieving a high level of customer satisfaction with Marmaris Grand Yazıcı Club Turban guests and building the technology infrastructure they needed with Zyxel's help. Harun Çaloğlu, Business Development Manager at Arma Bilişim, said, "In the coming months, we will continue to implement similar projects in different fields and create added value for our customers. We thank Zyxel's expert team for always being with us and directing us with a visionary perspective."

Products Used

WAC6552D-S • 802.11ac Dual-Radio Unified Pro Outdoor Access Point



- NebulaFlex Pro allows users to switch among standalone, on-premises controller managed or intuitive Nebula cloud managed modes as needed
- 802.11ac outdoor access points deliver Gigabit wireless connectivity in crowded public outdoor environments
- Excellence performance with integrated smart antenna or high-gain MIMO antenna options proven to provide better coverage and reliability
- Designed for harsh outdoor environments with up to IP67 industrial-grade weather proofing

WAC6553D-E • 802.11ac Dual Radio External Antenna 3x3 Outdoor Access Point



- NebulaFlex Pro allows users to switch among standalone, on-premises controller managed or intuitive Nebula cloud managed modes as needed
- Dual-band 2.4-GHz and 5-GHz 802.11ac Wireless Access Point
- Designed with IP66-rated weather protection which is ideal for harsh outdoor environments
- Advanced IEEE 802.11ac delivers up to 1.75 Gbps combined data rates
- Industry-leading receive sensitivity as low as -102 dBm
- APFlex™ and DCS for streamlined deployment

NWA1123-AC PRO • 802.11ac Dual-Radio Dual-Mount PoE Access Point



- NebulaFlex™ gives you the flexibility to switch between standalone and license-free Nebula cloud management
- Nebula cloud management allows easy deployment, real-time configurations, and access to all your APs anytime
- Dual-optimized antenna for best performance in wall- and ceiling-mounted installations
- 802.11ac 3x3 support for combined data rates of up to 1.75 Gbps
- Robust build quality including solid-state capacitors to ensure long life and operational reliability

Products Used

GS1920-24HPv2 • 24-Port GbE Smart Managed PoE Switch



- Up and running in minutes — supports NebulaFlex™ Technology to shift between standalone and License Free Nebula cloud flexibly
- Standalone: Easy management and setup with web-based GUI
- Nebula Cloud: Nebula allows simple deployment with agile network management
- Unique port combinations futureproof the network
- Smart fan design offers silent operations in your office
- PoE models comply with IEEE 802.3at PoE Plus with a large PoE budget of 375W

GS1900-10HP • 8-port GbE Smart Managed PoE Switch with GbE Uplink



- Easy browser-based switch management
- Quick and easy setup wizard
- Fanless design
- Green Ethernet IEEE 802.3az support and intelligent Zyxel green features
- High-power PoE support IEEE 802.3at
- Zyxel One Network is supported

GS-108Sv2 • 8-Port Desktop Gigabit Ethernet Media Switch



- Smooth multimedia streaming and gaming through QoS ports with 3-level prioritization
- Bi-color LED indicators for Ethernet port status
- Plug-and-play, stylish design fitting all home environments
- Multimedia streaming with blazing-fast Gigabit connection
- Green Ethernet for energy saving

About Zyxel Networks

Focused on innovation and customer-centricity, Zyxel has been connecting people to the Internet for over 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for business and home users. We're 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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