



## Overview

West Istanbul Marina is one of the biggest and most popular marinas in the Marmara region of Turkey well known within the yachting community to always provide first class service and amenities. The Marina management team continually invests in facilities expansion, infrastructure upgrades and state-of-the-art technology its customers have come to expect.

3 years prior, the Marina invested in a well-known brand of wireless equipment with the intention of providing pervasive outdoor connectivity throughout the marina property. However, the management team, nor its customers were satisfied by the quality and performance of this solution. After many attempts to re-engineer and optimize the network, the decision was reached to replace it with a more robust and reliable technology. Ironically, it was a competitive marina through which the West Istanbul marina management team heard high praise for an alternative technology installed by Net İletişim Teknoloji - Altai's reseller partner in Turkey. After a site survey and solution design effort, West Istanbul Marina installed Altai's SuperWifi solution and now enjoys complete and reliable wireless coverage.

More impressive was the fact that just 3 Altai's Access points were used to cover the 155,000 sqm marina to include all moorings, docks and several structures on the property – a fraction of the number of APs required by the solution it replaced.

### Customer Name:

West Istanbul Marina

### Deployment Location:

West Istanbul, Turkey

### Application:

Private network for the marina's customers and service personnel

### Altai Technologies' Products Deployed:

A3-Ei, A8n

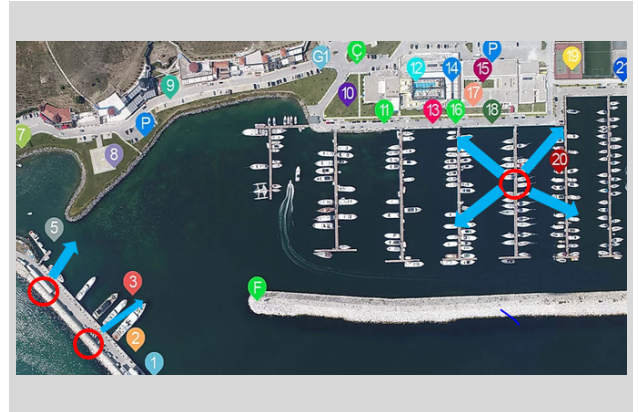
### Result:

Only 3 Altai APs were used for this deployment and is delivering greatly improved performance over that provided by the previous vendor's system. Network throughput and coverage is excellent at every corner of the 155,000 Sqm Marina including all moorings, docks, and several structures on the property.



### The Challenge

- Expansive outdoor area of over 155,000 sqm
- Limited locations for equipment installation
- Large number of simultaneous users

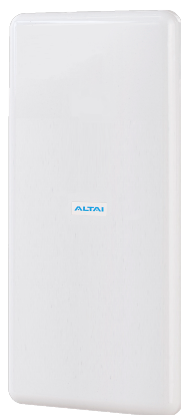


### The Solution

Net İletişim Teknoloji installed one Altai A8n Macro base station with four sector antennas in a 360 degree omni configuration mounted on a light pole in the center of the moorings and floating pier. The A8n Macro unit was complimented by 2 A3-Ei Micro APs for additional coverage and capacity mounted along the mega-yacht dock area.



Altai A8n (ac) Base Station



Altai A3-Ei Micro AP

### The Result

The Marina is and its customers are extremely satisfied by the network quality, which has totally surpassed that of the previous vendor's solution. Altai's APs ensure a robust and stable wireless connection is always available for its customers and the marina is currently in discussions to expand use of Altai's product line at their other facilities.

### About Altai

Altai Technologies is a leading supplier of carrier-grade Wi-Fi products and patented technologies with a distribution network reaching 100 countries around the world. Altai's Super WiFi is the leading solution for industrial and wide area use cases to include marinas, container ports, mines, heavy manufacturing, airports, power facilities, oil & gas among many others.

The Altai Super WiFi Solution includes a complete portfolio of indoor and outdoor products for carriers, WISPs, and enterprises in support of a wide range of applications such as mobile data off load, public access, WLAN access, and backhaul.

Utilizing patented smart antenna technology, interference mitigation, advanced throughput optimization techniques and AltaiCare – a cloud-based management system the Altai Super WiFi Solution is designed from the ground up to deliver WiFi networks that have unprecedented performance, reliability, scalability, and manageability – all with a fraction of the number of access points required by other wifi products.

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