FROM ISOLATION TO CONNECTION: DELIVERING SEAMLESS INTERNET AND WI-FI ACCESS AT A REMOTE MARINA

Customer

Family-Owned and Operated Boat Marina

Application

Internet Connectivity in Remote Area

Solution

BEC 4700AZ Outdoor LTE Router with Carrier-Grade Wi-Fi Hotspot

Data Connectivity

4G and 5G FWA Connectivity with Tier 1 Carrier

Results

A family-owned and operated marina solves internet connectivity obstacles with the BEC 4700AZ, delivering seamless and reliable Wi-FI access throughout the marina.

Summary

Providing internet connectivity in remote areas is challenging and involves overcoming numerous obstacles. Innovative solutions and technologies are required to bridge the connectivity gap and ensure sustainable internet access.

In this customer success story, we will explore how a marina operator successfully addressed the lack of internet connectivity options and enabled Wi-Fi access for boat slips and common areas with the BEC 4700AZ Outdoor LTE Router.

Customer Background

The family-owned and operated marina on a peninsula is secluded and not open to the general public; the facilities are for the exclusive use of its members. The full-service marina offers over 700 slips, trailer parking, boat ramps, picnic areas, a full-service gas dock, a marina office with a store featuring snacks, ice, beer, picnic supplies, souvenirs, lake wear, and two venues offering a full line of entertainment, food, and beverages.

Challenges

Despite being a serene and peaceful venue, the marina recognizes the increasing demand from its members for high-speed connectivity as a complimentary amenity that could not be overlooked.

The marina operates in a secluded location with limited wireline internet options; there was landline connectivity to accept credit card payments; however, transactions were slow, and reliability depended heavily on the weather; heavy rain would lead to disruptions. Attempts for xDSL internet connectivity were not achievable with these conditions. The operator implemented a satellite option, but connectivity was unreliable and expensive to offer complimentary. A Google search lead the operator to BEC and interest in BEC 4700AZ Outdoor LTE Router with Carrier-Grade Wi-Fi Hotspot.

Solutions

The BEC 4700AZ is purpose-built to provide internet connectivity in remote locations or areas without viable wireline connectivity options. As the industry's first 4G/LTE Outdoor Router with Carrier-Grade Wi-Fi Hotspot, the solution combines the latest generation of Mobile Wireless and Wi-Fi technologies to connect tier 1 carriers and deliver Wi-Fi hotpot local access to wireless client devices. With assistance from a local MSP, the implementation consisted of mounting a BEC 4700AZ at every 3rd of the 30 boat docks, each equipped with 20-30 boat slips and one additional unit providing coverage at the picnic and parking areas.

The operator chose three indoor BEC 5G Business Gateways for the marina office/store and restaurants. In addition to employee and Guest Wi-Fi access, the gateways provided additional network functionality and support of an upgraded PoS system with inventory management and digital signage.

Designed for operation in outdoor and harsh environments, the 4700AZ features a compact, rugged IP68 enclosure to protect against dirt and harmful water ingress, GORE® Protective vents for pressure equalization humidity, and airflow and lighting/ESD Protection ensuring years of dependable operation.

Results

The results were remarkable as the operator found and implemented a dependable internet connectivity solution and fulfilled the longstanding request of marina members for Wi-Fi access.

By strategically installing the BEC 4700AZ Outdoor routers throughout the marina, the operator created a seamless and robust Wi-Fi network capable of supporting many connected devices. Highly cost-effective compared to the satellite option, the operator is leveraging the network to increase efficiencies, and marina members are excited about their ability to remain connected while away.