



## Shipping Company Discovers Benefits of Cisco STI Program through TerraWave Solutions®



### Executive Summary

#### Company Focus

- Worldwide Transportation/Logistics/Shipping Company

#### Business Challenge

- One solution for a multi-climate deployment
- Required an easy to install and off the shelf solution customized to the needs of the business
- Design an upgradable solution for multiple Cisco access points

#### Solutions

- Cisco 1231 Access Point in a TerraWave 14" x 12" x 6" Polycarbonate Heated and Cooled Enclosure with a 2.4/5 GHz 6 dBi "Mini Quad" Omnidirectional Antenna
- Cisco 1242 Access Point in a TerraWave 12" x 10" x 6" Polycarbonate Enclosure with a 2.4/5 GHz 6 dBi "Mini Quad" Omnidirectional Antenna
- Cisco 1252 Access Point in a TerraWave 14" x 12" x 6" Polycarbonate Enclosure with a 2.4/5 GHz 2.5/4 dBi Mini MIMO Omnidirectional Antenna

#### Benefits

- The company can track inbound and outbound shipments efficiently and effectively in harsh warehouse environments
- The solution allowed for upgrades to be made to the Cisco network for faster speed and data collection as new APs became available
- Each enclosure solution install took minimal time, allowing upgrades to be completed without the network being down for long periods of time
- The company was able to purchase the entire solution through one source

### Cisco and TerraWave Solutions Create End-to-End Wireless LAN Solutions for a Large, Worldwide Trucking Company

#### Challenge

Warehouse environments pose unique problems for wireless LAN deployment. The dust, humidity, and extreme temperatures affect wireless equipment from operating at optimal speeds and can reduce the life of the product. A large trucking company faced these issues when deciding to deploy Cisco wireless in their shipping depots across the country. They required one solution that could be deployed easily and within their budget in a variety of climates.

After building custom heated and cooled enclosures for years, an engineer from this large trucking company came to TerraWave seeking a ready-to-install solution to fit his specific needs. The engineer needed a ready-made, quality product that could be easily and seamlessly deployed into the trucking company's existing Cisco network.

#### Solution

TerraWave's innovative Solution Technology Integrator (STI) program with Cisco allowed the trucking company to purchase Cisco Access Points (APs) pre-installed in TerraWave's 14" x 12" x 6" Polycarbonate Heated/Cooled Enclosures. The company ordered 150 enclosure and Cisco AP 1231 solutions. When the customer received the units, all the engineer had to do was mount each solution. In addition, TerraWave's broad line of products allowed the company to purchase a number of additional supplies for the project, including antennas and cable assemblies.

Each complete enclosure, AP and antenna solution was deployed in the trucking company's docking area where trucks arrive to upload shipments. The enclosures solutions were easily mounted to beams with TerraWave's versatile beam clamps on the back of each enclosure. The clear doors of each solution offered the engineer a convenient, unobstructed view of the AP indicator lights within each enclosure. Ultimately, the trucking company saved time and the project came in under budget.

Soon after the first project was deployed, the company had a new requirement for easy-to-install solutions that fit into an even more restrictive budget. TerraWave's sales team and engineers developed a plan to install the company's pre-purchased Cisco 1231 APs into TerraWave's tailor-made enclosure and antenna solutions.

#### Continued



For detailed product information and to purchase product, please contact a TerraWave wireless networking solutions sales engineer at 210-375-8482, 800-851-4965, [sales@terrawave.com](mailto:sales@terrawave.com) or visit [www.terrawave.com](http://www.terrawave.com).

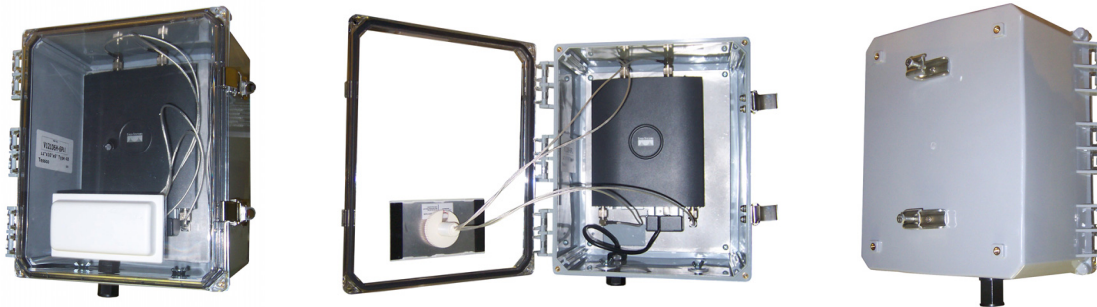
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This trucking company sent their pre-purchased Cisco 1231 APs to TerraWave to integrate into TerraWave's specialized 12" x 10" x 6" Polycarbonate Enclosures with Clear Doors and Latch Locks. Mounted to each door was TerraWave's innovative "Quad" omnidirectional (omni) antenna. This 2.4/5 GHz 6 dBi Dual Band, Dual Diversity Omni Antenna offers a unique four-in-one solution: four dual band antennas in a single unit. This antenna allows for a simplified deployment because only one antenna is used for either a single band or dual band access point. The trucking company chose the Quad antenna for each enclosure solution because of its plans to soon upgrade all of its current Cisco 1231 APs to Cisco 1242 Dual Band APs.

The upgrade to Cisco 1242 APs was simple - all the engineers needed to do was replace the Cisco AP. The enclosure and antenna selected during the AP 1231 deployment allowed for upgrades to the APs without having to replace any of the enclosures, cabling, or antennas, again saving the company time and money.

### The Cisco 1242 Solution



Two years after purchasing the first integrated enclosure solution, the company upgraded their Cisco 1242 Access Points to Cisco 1252 MIMO Access Points. Since working with TerraWave on their first deployments, the company returned to TerraWave to design a solution to secure their Cisco 1252 access points in the same harsh and dusty warehouse environment.

The solution included a 14" x 12" x 6" polycarbonate enclosure to house the larger Cisco 1252 access point instead of the 12" x 10" x 6" enclosure used in the previous deployments. The company again used clear doors on their enclosures to provide an unobstructed view of the AP indicator lights. Mounted on the door was TerraWave's 2.4/5 GHz 2.5/4 dBi Mini MIMO Omni Antenna, which takes up less surface area than any other MIMO omni antenna TerraWave manufacturers and offers superior performance in a small antenna.

Due to the larger enclosure and the added weight of the Cisco 1252 Access Point, the trucking company requested a heavy duty beam clamp to install the enclosure to the red iron of the warehouse. TerraWave was able to provide a solution that would accept the weight of the enclosure and its contents securely. The enclosure also included an RJ45 feedthrough connector so the engineers were able to complete the AP installation on the ground and then simply attach the enclosure to the ceiling and the make the RJ45 connection to the outside of the enclosure.

This unique installation solution decreased the amount of time the installation team was on site and also provided a simple mounting method to a variety of ceiling structures. Ultimately, the trucking company was able to deploy their new Cisco 1252 access points in a secure and timely manner, bringing the AP upgrade deployment on time and under budget.



### Continued

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### The Cisco 1252 Solution



Through the Cisco STI Program, this company was able to create a custom solution for a variety of needs throughout the past 4 years. As the business relationship grew, the TerraWave Sales Engineer was able to guide the company and advise the engineers on how to “future proof” their WLAN installations, maximizing the company’s IT budget while providing the best equipment, customer service and on-time delivery available.

### About TerraWave Solutions

TerraWave Solutions offers innovative Wi-Fi networking accessories and consulting services of exceptional quality. Focusing on wireless data, 802.11 a/b/g and next-generation 802.11n MIMO solutions, TerraWave designs, develops, manufactures and integrates Wi-Fi components based on the unique requirements of every client. TerraWave's unrivaled wireless networking knowledge means our customers receive complete solutions to seamlessly deploy, manage, secure and troubleshoot a wireless network. We apply this knowledge in providing unparalleled Wi-Fi consulting services to offer our customers tailored solutions for any WLAN application. TerraWave's complete line of premium products is compatible with Cisco WLAN equipment. Visit [www.terrawave.com](http://www.terrawave.com) for additional information or call 1-800-851-4965.



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