

BRINGING CUTTING-EDGE CONNECTIVITY TO THE MARINA SECTOR

Shared Access has delivered game-changing connectivity to its first marina in the UK.

Berthon Lymington Marina in Hampshire now boasts the very latest generation of WiFi connectivity, Wi-Fi 6, enabling amazing benefits to the 250 berth holders and leisure visitors to the marina.

Everyone expects connectivity in all aspects of their lives now. Installing Wi-Fi 6 across the marina has enabled us to continue providing the very highest levels of customer service. We can now guarantee super fast, reliable and secure connectivity for all our boat owners and visitors.

This new level of connectivity is really exciting for the marina and we're looking at different ways to leverage it and create an even more fulfilling experience for our customers.

BRIAN MAY

Managing Director, Berthon





THE TANGIBLE BENEFITS OF WI-FI 6

- Fast and ultra reliable Wi-Fi 6 service
- Expansive Wi-Fi 6 coverage across the whole marina
- Expanding and monetising hospitality offerings
- Each berth holder has access to their own private network with unique encryption key and WiFi password
- Onsite transactions are now processed quickly and easily
- Seamless music & video streaming
- Connectivity to advanced monitoring systems
- The new Wi-Fi 6 system is scalable, so it can grow with future development of the marina

Our extensive knowledge of designing mobile network installations enabled us to provide a state-of-the-art Wi-Fi 6 for Berthon. Berth holders are now experiencing super fast and secure connectivity that allow multiple devices per berth to connect seamlessly with uninterrupted streaming and immediate downloads. The new network is extremely secure, making it ideal for remote working - and there's also the opportunity to incorporate new technologies in the future as needs grow and change.

SAM JACKMAN

Chief Development Officer, Shared Access





OVERCOMING THE CHALLENGE

During the busy season, Berthon Marina has up to 250 boats in residence, all with multiple devices using the marina's WiFi. This created a heavily congested network environment with frequent disconnections or users not being able to connect at all. In short, a poor customer experience.

To overcome these issues, Berthon turned to Shared Access who designed, built and installed the latest Wi-Fi 6 technology.

Wi-Fi 6 incorporates several new technologies to improve network performance and is especially suited to heavily congested wireless environments like busy marinas. It handles data transmission more efficiently and increases the number of devices that can be transmitted to simultaneously.

The system installed at Berthon more than doubled the speed of its predecessor - allowing 9.6Gbps

of bandwidth to be shared across all connected devices, compared to 3.5Gbps.

Berthon now has 19 new Wi-Fi 6 access points giving full coverage across the entire marina. These access points are supplied by a 1000Mbps broadband connection, ensuring that there is plenty of bandwidth to cope with the busiest of times. To give some context, Netflix only requires 3 Mbps to stream - so a high quality user experience is always assured.

Future-proofing is built into Shared Access' systems. As boats become more connected and demand increases, the uplift in simultaneous connections will be easily met.

Similarly, the Shared Access system is scalable so can organically grow with any developments of the marina.

LONG TERM PARTNER

Shared Access are committed to working with their partners on a long-term basis. By funding the large capital costs required to deliver the right solution for each marina, seamless connectivity is guaranteed for an annual opex fee.

Shared Access work with mobile network operators and key partners such as NATS (National Air Traffic Services) and Tottenham Hotspur to deliver a variety of cutting-edge connectivity solutions. Their agile approach means they are able to bring innovation and expertise from other areas, such as mobile connectivity and private networks, to augment their offering to marinas.





EQUIPMENT DETAILS

The hardware used by Shared Access in the Wi-Fi 6 installation is manufactured by Ruckus who specialise in converged wired and wireless enterprise networks. The system comprises 19 Ruckus T750 access point antennas, a SmartZone 144 controller and a Ruckus ICX 7550 switch which are all interlinked by power and fibre cables. The SmartZone 144 controller allows Berthon to manage and control their clients' end user experience via an online portal system (Nomadix software). In this system they can add or remove as many users as they wish, tailoring their needs to ensure they have a fast, reliable and secure service. Together with additional Ruckus access points and switches, the Ruckus SmartZone 144 controller can be scaled up to increase the size and capacity of the existing Wi-Fi 6 system and be deployed in a controlled manner. This means that Berthon have the ability to expand their Wi-Fi 6 system and coverage with future growth of the marina.

