



## Case Study: Brittany Park Assisted and Independent Living Community

### The Challenge:

- To provide a full nomadic Wi-Fi solution for Brittany Park's 205 apartments
- To reduce the overall hardware, installation, and management cost
- Provide full feature support, remote management abilities and product reliability

### Company Overview

Brittany Park Assisted and Independent Living Community located in the heart of downtown Woodinville, Washington. They offer luxurious apartment homes in an active retirement community. Brittany Care is a 220,000 square foot facility with 205 apartments. It is a subsidiary of Leisure Care which owns retirement communities across the U.S. and Canada.

### Background

The Brittany Park Assisted and Independent community needed a full nomadic Wi-Fi solution for their BlueStep software; a web-based dynamic technology that allows for full integration between the pharmacy, community, and their care providers.

### Results

The desired end result is a wireless and paperless system which is accessible in every apartment via small handheld devices and laptops.

### Feedback on the Installation

"Before we came across the Bountiful® Wi-Fi solution, there was no way to make the wireless integration of our product cost effective for our customers. Their technical support and pre-sales support was unlike anything we have seen in this industry. Implementing the units went as smoothly as one could hope for."

Jeremiah Johnson- 4care Pharmacy

Brittany Park searched for the most cost effective and reliable Wi-Fi solution to achieve a full wireless and paperless system using their new web-based software. The quotes for their entire 220,000 square foot, 205 room Wi-Fi network ranged from \$28,000 using 29 competing access points, to \$56,000 using 130 competing access points. The price points for installing and managing these networks were unacceptable for Brittany Park. Implementing a hardwired solution was equally cost prohibitive due to costs of wiring.

### The Solution

The Bountiful® Wi-Fi integration specialist performed a site survey and offered a competitive bid of approximately \$15,000. Bountiful® Wi-Fi's **BWRG1000** offers the most powerful 802.11g Wi-Fi signal allowed under FCC regulations at nearly 1 Watt, compared to the competition's 100mW. The additional signal strength of Bountiful® Wi-Fi's routers and AP's reduced Brittany Park's hardware and installation costs in half. Only 14 Bountiful® Wi-Fi **BWLWAPG1000s** were needed. By reducing the number of access points, Bountiful® Wi-Fi minimizes contention on the three non-overlapping channels in 802.11g. The result is increased stability and reliability. The patented **BWRG1000** and the **BWLWAPG1000** currently outperforms 802.11n products in both coverage and reliability. Bountiful® Wi-Fi's products provide superior range and "huge ears," so that even the weakest clients enjoy abundant and constant speeds.

### Implementation

Brittany Park's integration specialist took advantage of the [free offsite integration team](#) at Bountiful® Wi-Fi to determine the number of access points and accessories needed for the installation. The Bountiful® Wi-Fi integration specialist performed an initial site survey to determine where the access points should be located. Three access points were placed in the ceilings on the bottom floor, seven were placed on the middle floor and three more access points were located on the top floor. The integrator installed the **BWLWAPG1000** with full compliant 802.3af PoE support. The plenum rated mountable housing allowed them to mount the Bountiful® Wi-Fi devices while complying with fire hazard regulations. Bountiful® Wi-Fi's setup wizard walked the integrator through installation in an easy three step process. Features include the highest forms of security, 802.1x (radius), WPA, WPA PSK and WPA2 -Enterprise. Other features offered for flexibility on the **BWLWAPG1000** access points can be seen on [www.bountifulwifi.com](http://www.bountifulwifi.com).

### Results

- The Bountiful® Wi-Fi integration specialist successfully implemented a full nomadic Wi-Fi solution in Brittany Park at half the price of the lowest competitive bid.
- The overall hardware and installation costs were reduced by well over half of the initial hardware costs, bringing the integrator:
  - outstanding margins
  - competitive cost advantage
- The reduction of hardware has minimized ongoing management on the new network and has created:
  - A stable and reliable environment for the 802.11 devices.
  - Seamless roaming capabilities as well as high throughput speeds achieved in every apartment.
- PoE support reduced the need for additional power supply costs.
- Plenum rated housing ensures Brittany Park's facilities comply with federal and state fire laws for mountable 802.11 access points.
- The Bountiful® Wi-Fi integration specialist successfully installed a reliable wireless and paperless system, accessible in every apartment at a low cost.

\*further discounts for [VARSense®](#) members