



In the Room, on the Beach, or in the Restaurant, the Guest Is Always Connected



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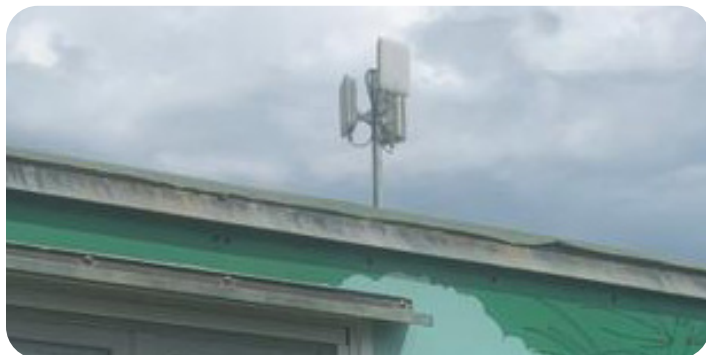
MATTIA SALMASO,
BIBIONE MARE

COMPLEX TOURISTIC FACILITIES, such as Bibione Mare on the Adriatic coast must offer guests connectivity in any location and at any time of day.

Bibione Mare s.p.a. is a company that operates in the hospitality sector within the Bibione region of the province of Venice. It offers numerous and varied holiday facilities, including holiday villages, campsites, swimming establishments, residences, hotels, and port structures.

Bibione Mare has always offered Wi-Fi services to its customers, limiting itself, however, only to some areas and structures. Over the years the need has naturally arisen to provide ubiquitous connectivity at a level satisfying the modern needs of a clientele that is now constantly connected, for leisure, for information, or for work. To achieve this result, the company turned to Wintech, a system integrator based in Padua, operating primarily in northern Italy and providing personalized consulting, application solutions, and technologies in the IT field.

In short, the challenge was to completely cover every area where guests stay, from the dwelling accommodations to the beach chairs, all the way to the restaurant, bar, or pool, thereby allowing the customer to enter their voucher code only once at the start of their vacation, as provided on the check-in form. Subsequently, the decision was made to also add a differentiated service aimed at the most demanding customers through a “Premium”





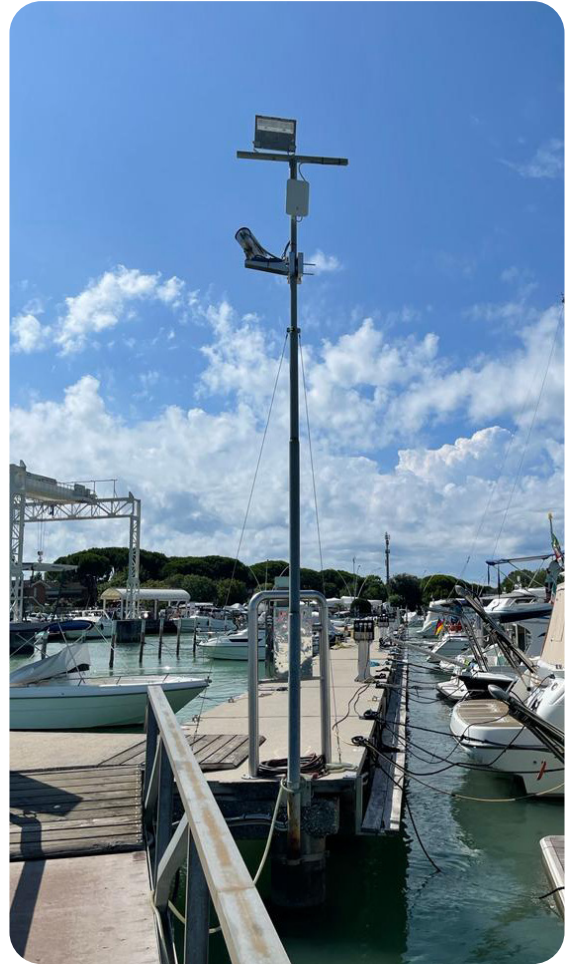
connection.

The considerable size of all the facilities required the installation of a high number of access points, over 430, both indoors and outdoors. In addition, the need for centralized management and integration of the management software via the on-premises console and its API directed the choice towards Cambium Networks which, over the years, has demonstrated the ability to provide reliable solutions with an optimal quality/price trade-off.

The Wi-Fi project for Bibione Mare with Cambium was launched in the 2018 season, entailing the gradual replacement of old access points and investing yearly in strengthening and increasing service coverage. During 2021, high season peaks of 4000 simultaneously connected devices were recorded, while the total number of guests in campsites exceeded 700,000 in an entire season.

More specifically, the products used were the Cambium cnPilot, E700, E501S, E510 and E425 series access points. The centralized management platform was cnMaestro on-premises.

“The overall solution provided by Wintech has proved to be absolutely up to our requirements,” said Mattia Salmaso of Bibione Mare. “The Cambium products offered the price/quality ratio and management simplicity that we required.”



ABOUT CAMBIUM NETWORKS

[Cambium Networks](https://www.cambiumnetworks.com) enables service providers, enterprises, industrial organizations, and governments to deliver exceptional digital experiences and device connectivity with compelling economics. Our ONE Network platform simplifies management of Cambium Networks' wired and wireless broadband and network edge technologies. Our customers can focus more resources on managing their business rather than the network. We deliver connectivity that just works.

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