

# CASE STUDY



## International Hotel and Resort Company Simplifies Deployment of IP Surveillance System Using Modern LAN Principles

The International Hotel and Resort Company was the world's first luxury hotel brand. The organization opened its first hotel in 1949 and has since expanded across the globe to include a rich and varied portfolio. Each hotel has its own distinctive style, from iconic historic elegance to lavish resort destinations.

The organization's luxurious resort in Cozumel, Mexico sits on a tropical Caribbean island surrounded by one of the world's largest coral reef systems. Guests can enjoy the elegant beachside infinity pool, relax in the spa, or experience authentic cuisine at one of the many oceanside restaurants. However, the resort still required a robust surveillance system to ensure the safety of staff and guests.

**Challenge:** The Cozumel Resort wanted to deploy an IP surveillance system that would provide high-resolution viewing and recording capabilities in all common areas of the facility. However, with no existing surveillance system, the organization needed to establish the necessary network infrastructure to support the new solution. The organization encountered several challenges as they planned the digital transformation:

- Supporting IP cameras in all areas of the resort, considering the 328ft (100m) reach limitation of standard Ethernet switches
- High costs and business disruption to install multiple IDF closets and new cable conduits throughout the resort
- Cybersecurity and second-day support concerns with consolidating the IP surveillance system and devices onto the core business network

**Solution:** The International Hotel and Resort Company looked for an innovative solution to overcome their challenges and discovered the NVT Phybridge FLEX24 long reach Power over Ethernet (PoE) switch. The organization was interested in the technology and engaged with an NVT Phybridge digital transformation specialist to learn more. NVT Phybridge introduced the customer to Modern LAN design, which helps simplify and accelerate IP modernization while creating a cybersecure and robust IP-enabled local area network. The Cozumel Resort was impressed and decided to test the solution in their environment with a free, no-obligation proof of concept.



After a few simple setup steps, the award-winning FLEX24 switch, with SmartPathPoE™ technology, delivered fast Ethernet and PoE++ using a single category 6 cable to 2,000ft (610m); six times farther than a standard PoE switch. The organization was impressed with the solution and decided to move forward with the IP surveillance deployment using the FLEX24 switch.

**Result:** The Cozumel Resort was completely satisfied with their modernization to IP. With their new high-resolution viewing and recording capabilities, the organization can now provide better security and service to all staff and visitors; managed from a central location. By leveraging Modern LAN design and the FLEX24 solution, the customer was able to:

- Establish a physically separate network for the new surveillance system; ensuring the performance, security and reliability of the core data network
- Construct a simple-to-manage surveillance network with less complexity and day-two support issues
- Reduce the overall deployment time by 50%
- Reduce infrastructure costs by more than \$10,000
- Eliminate the need to install expensive cable conduits; while significantly reducing IDF closet requirements

The project also provided a great experience for the reseller partner. “The FLEX solution was perfect for the customer; providing a reliable, robust and simple solution to overcome their barriers”, said Israel Oropeza Mejia, Project Coordinator at Robsan. “I would highly recommend this technology to other organizations.”

It’s your turn! Let us help you take full advantage of Modern LAN principles, save money, eliminate risk, and simplify IP modernization requirements with our CHARIoT Series.

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