



Case Study

Arena - Wireless 50/50 Sales Solution



Points of Interest

- 802.11 Wireless Solution
- Air Magnet Survey
- Designed to 100% Coverage
- Multiple Network ID's
- Internal LAN Connectivity
- Guest Connectivity
- Reliable and Secure
- Revenue Generation
- Ease of Use for End users
- Seamless Installation
- 50/50 ticket sales
- Wireless Sales and Printers
- Real time prize totals on mobile sales and score clock

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SkyNet and Core Cabling are pleased to share our recent success in designing and installing an 802.11 Wireless Solution integrated with a 50/50 Sales Application.

The Challenge ...

Our customer is an OHL Arena West of Toronto, Ontario. They were looking for a solution to integrate their LAN into a wireless solution for internal staff, as well as offer wireless services to guests in meeting rooms, restaurants, concourse levels, and press services. They were also looking to increase 50/50 tickets sales by making it more convenient to purchase and have real time access to price totals.

Summary of Pain Points ...

- Wireless LAN Connectivity needed for staff functions.
- Wireless LAN Connectivity needed for guest services.
- Need to increase 50/50 ticket sales by making it easier to purchase tickets and offer real time information on prize totals.

The Solution ...

For this client SkyNet and Core Cabling were able to design a solution that exceeded their expectations, and was installed on time, and on budget. The solution consisted of a detailed site survey of the arena, and a design plan that provided Wireless 802.11 connectivity throughout the facility. The design offered 100% coverage of the desired areas, to give connectivity to staff, guests, and press, and give sales services to arena patrons.

SkyNet and Core cabling were able to take this a step further by integrating a solution from 50/50 Central designed to increase their 50/50 ticket sales by making it easier for arena patrons to purchase tickets and have real time information on prize totals. This solution included fixed touch screen sales terminal locations, and wireless handheld ticket sales and printing capabilities for remote salespeople throughout the concourse levels and seating areas. The solution also included integration into their network to show real time prize totals on the central mounted score clock as well as displays around the concourse level.

The end result is a reliable network for their communication needs, and increased ticket sales, helping to achieve an attractive return on investment, and increased future revenue generation.

Technology and Service Overview ...

Wireless: SkyNet Broadband Solutions is a leader in the wireless industry, offering a full range of solutions including internal and external LAN/WAN connectivity. SkyNet will oversee the site survey and wireless design, installation, and configuration.

Installation: Core Cabling provides structured cabling solutions and installations. Core brings a successful approach to customer service and quality installations to every customer interaction, and will oversee the physical installation in your facility.

50/50 Sales: 50/50 Central is an innovative leader in the 50/50 sales industry, and brings a robust and efficient solution to sales by making it easier for patrons to purchase tickets, and have real time access to information to drive interest and awareness.