



# Manufacturing Case Study



"Spotwave provided our customer with effective, instantaneous coverage for an in-building area of 70,000 square feet with the installation of two SpotCells. The installation was fast and effortless, saving us more than half of the time and cost required to install a traditional BDA solution. The Spotwave solution also eliminated any potential interference with the base station performance, despite the close proximity of our customer's offices to the base station. We were thrilled with the SpotCell solution and the customer service expertise provided by Spotwave. Quite simply, our customer's cell phones now work with clear and reliable reception."

Jim Mason Senior Sales Engineer – Wireless Century Tel

#### The Customer

Century Tel's customer is a contract manufacturer providing a full spectrum of engineering, manufacturing and testing services to the electronics industry. Communications are critical for this company who have multiple locations and an international customer base.

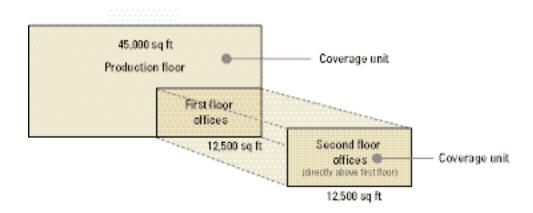
## The Challenge

The company was searching for a solution which would provide reliable cellular coverage for an area of 70,000 square feet including first and second floor offices and a production floor area. It also required a solution which would not interfere with performance from the nearby base station.



#### The Solution

After a site evaluation was conducted throughout the facility, two SpotCell® 100 indoor coverage systems were deployed in less than one hour. One Coverage Unit was mounted on a pillar located in the production area and provided signal coverage throughout an area of 45,000 square feet. The second Coverage Unit was mounted on an interior office wall just above the ceiling tiles and out of sight, providing coverage to the first and second floor offices (25,000 square feet). The Donor Units were deployed outside and directed toward the base station.



#### The Results

The company was thrilled with the dramatic coverage improvements. Prior to the SpotCell® 100 coverage system installations, employees were inaccessible by cell phone. As installation was complete, sales representatives were calling international customers and the engineering and production staff were making and receiving calls with strong signals and clear reception. This greatly improved Century Tel's customer responsiveness and internal communications. In addition to the coverage improvements, Century Tel was particularly impressed with the cost-effectiveness of the Spotwave solution, which was dramatically less expensive than traditional offerings.

For more information on Spotwave and our full line of indoor wireless coverage solutions, please visit our Web site at:

### www.spotwave.com

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