Tower 1

Tower 7

Tower 6

Tower 3

Tower 2

Tower 5

TP-Link Provides Reliable Network for St Martin Development

❤ CUSTOMER PROFILE

Customer Name: St Martin Development Residential Project
Capacity: 1,444 Flats/Apartments
Industry: Hospitality
Location: Hong Kong, China
Year of Project: 2018–2020

❤ BACKGROUND

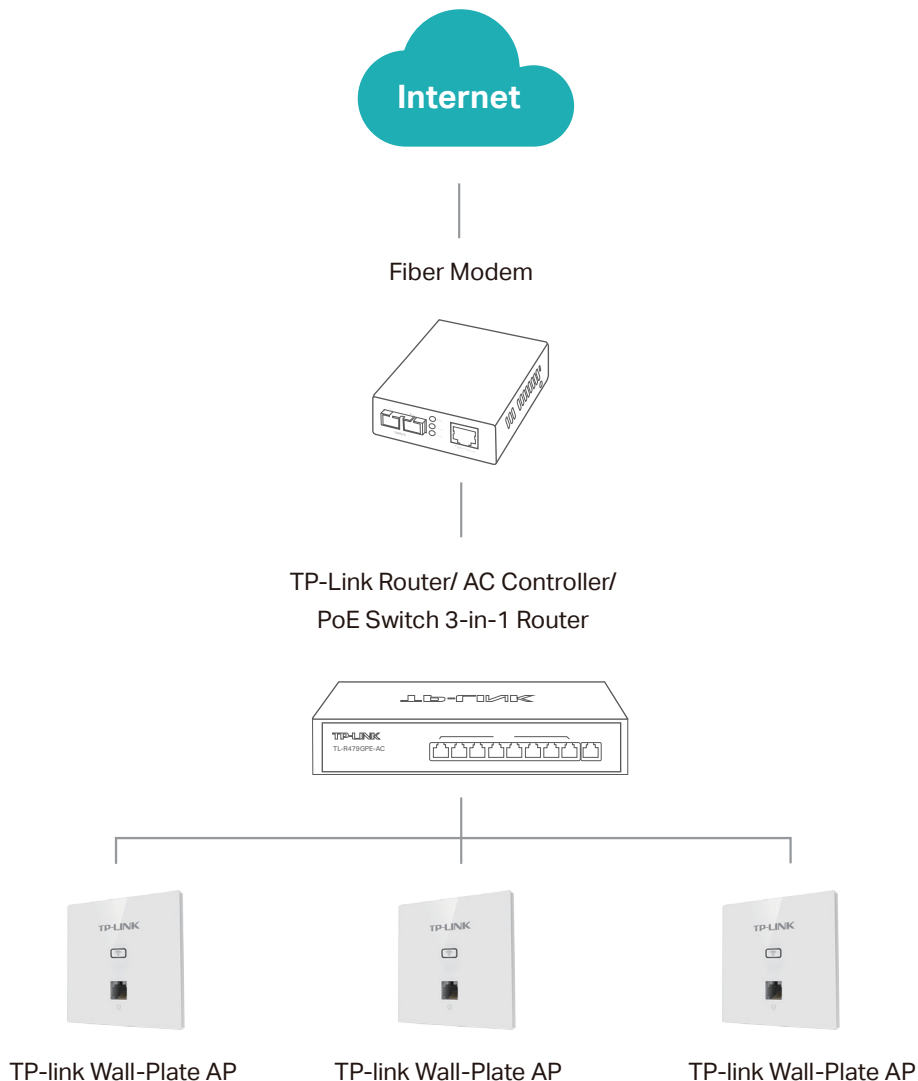Sun Hung Kai plans to construct the St Martin Development residential project, which consists of six buildings with up to 1,444 flats and apartments. To ensure households' convenience, and in keeping with the concept of "Smart Home & Smart City", the developer of St. Martin Development decided to install fast and stable Wi-Fi in the building. SmarTone was contracted to select network devices and deploy the network for the project. SmartTone is a professional wireless communication service provider with a leading position and has operations in Hong Kong and Macau. As a subsidiary of Sun Hung Kai Properties, SmarTone provides voice, multimedia, and broadband services over its 4G and 3G/HSPA+ networks throughout the territory, and enhances the on-board speed experience with its own X-celerator acceleration engine.

❖ SOLUTION

In Hong Kong, flats are relatively small, and each square foot costs over 20,000 HKD. As a finely decorated residential project, St Martin Development requires that the appearance of products used in the units fits the interior decor of flats. As a result, compact and elegant product design is the first thing that the developers consider.

After demo testing and actual product testing, TP-Link has been selected as the vendor to provide these network devices. TP-Link offers a comprehensive and high-performance network solution with professional technical support.

The solution is constructed based on TP-Link wall-plate access points and 3-in-1 devices (router, access point controller, and PoE switch). 4,882 units of TL-AP1202GI-PoE access points have been installed into flats to deliver Wi-Fi coverage to every room. Further, in order to simplify the topology and save space, 3-in-1 routers, which include the functions of routers, PoE switches, and AC controllers, have been implemented to provide data, power, and centralized management for the access points. This includes 712 TL-R473GP-AC units and 732 TL-R479GPE-AC units. Each flat is equipped with one 3-in-1 router and multiple access points.

Internet

Fiber Modem

TP-Link Router/ AC Controller/
PoE Switch 3-in-1 Router

TP-link Wall-Plate AP   TP-link Wall-Plate AP   TP-link Wall-Plate AP

❤ BENEFITS

Fast Wi-Fi Speed and Complete Wireless Coverage

The access points deliver AC1200 dual band Wi-Fi to every room, with speeds of up to 300 Mbps on a 2.4 GHz band and 867 Mbps on a 5 GHz band, guaranteeing a strong wireless signal and ensuring the smooth network experience of residents. At the same time, band steering, load balance, and automatic channel selection functions minimize the interfaces of nearby access points and maximize the Wi-Fi performance. In the Sun Hung Kai group, all of their products relate to household, and the free Wi-Fi of developers is provided to households complementary. So first, this solution can match the basic Wi-Fi coverage request, and second, it could be an added selling point for customers to increase their satisfaction and improve their experience.

Reliable Wired Connections

The gigabit Ethernet port of each access point provides lightning-fast, stable wired connections for the residents, meeting the high-speed wired network requirements of daily life.

Compact and Elegant Appearance

The wall-plate access points with dimensions of 86×86 mm minimize the occupied space. Additionally, they blend seamlessly into any business setting with a refined, minimalist appearance.

Easy Installation and Effortless Deployment

With 802.3af Power over Ethernet supported, there's no need for additional wiring or power. Simply plug in the Ethernet cables and you're ready to go. Installation is easy with just simple four steps.

Easy Centralized Management

The functions of AC controller, PoE switch, and router are integrated into a single device—TP-Link 3-in-1 Gigabit VPN router. Consequently, centralized management, power supply, and data transmission of access points are realized through a single device. This simplifies the topology and management. Every flat is equipped with one 3-in-1 router and multiple access points. As a result, all of the access points can be centrally managed through the router, easily and conveniently. Additionally, standalone configuration of each access point via the web is also available.

Publicly Recognized Brand and Reliable Products

TP-Link is a popular brand for home-usage Wi-Fi—consistently ranked as the No. 1 provider of Wi-Fi products for consecutive eight years, according to analyst firm IDC. Customers trust TP-Link for their home devices, which is a bonus point for the developer and residents.
Furthermore, detailed demo testing and actual product testing are conducted to ensure the optimal solution. Factory tour of TP-Link was organized for SmarTone before purchasing to observe products being manufactured and processes at work, in order to increase confidence in choosing TP-Link as the supplier.

❤ RESULTS

The solution provided by TP-Link matches the Wi-Fi coverage request perfectly. 4,882 units of access points have been deployed into the 1,444 flats of St Martin Development in Q2, 2019. Likewise, TP-Link has earned a trusted relationship with customers, and assisted SmarTone to build a stable giga-bit-based access layer network.

Additionally, SmarTone expressed a great will for further implementations of TP-Link devices into more other projects.

"TP-Link is the first vendor which can provide suitable solution for developers. We need dual-band and gigabit WAN/LAN AP, also it shall be smart and small. TP-Link access points perfectly match our requirement." SmartTone