

## TP-Link Wi-Fi Network Solution in 3 State-Of-The-Art hotels of the Epic Hotel Group, Greece



### ▼ END-CUSTOMER GENERAL PROFILE

**Name:** Pelagos Suites Hotel & Spa

**Industry:** Hospitality

**Capacity:** 202 Suites and 5 Villas

**Location:** Lambi Beach, Kos, Greece

### ▼ Used Products:

• **Jetstream Switches:**

3 x SG5412F,

16 x T1600G-28PS

• **Omada Access Points:**

120 x EAP115-wall,

8 x EAP225,

10 x EAP225-outdoor

• **Omada Controller:**

OC200

(Cloud Management)

### ▼ BACKGROUND

3 State-Of-The-Art hotels:

**I. Aqua Blu Boutique Hotel & Spa**, Boutique hotel, Lampi beach, Kos, Greece —A unique 5 star boutique hotel (53 suites) with an indulgent SPA center set on a beautiful waterfront corner on the Northern Lighthouse Peninsula of Kos Harbor.

**II. Albergo Gelsomino**, Historical & Artistic hotel, Kos Centre, Greece —Standing out for its high ceilings, tall windows with beautiful sea and boulevard views, exceptional restaurant and exclusive beach club, Albergo Gelsomino (8 Luxury Suites) defines the essence of luxury with a nod to the past and a legacy for the future.

**III. Pelagos Suites Hotel & Spa**, Luxury Family hotel, Lampi beach, Kos, Greece —A family friendly complex of rooms, suites and villas with vast outdoor premises, a selection of swimming pools, bars and restaurants and an indulgent Spa Center that will make your stay on Kos Island as comfortable and summery as ever!

### ▼ CHALLENGE

Epic Hotel Group, collaborated with TP-Link Hellas & Datalab, for a reliable networking solution, to resolve inefficiencies such as:

- Network infrastructure that did not meet modern requirements
- Hotel areas where there was no WiFi coverage
- Unstable and unsecure Internet connections
- Low connection speeds in Internet
- Lack of centralized management

## ▼ ACTIONS & TARGETS

- Study to analyze needs and propose the optimal solution, both technically and financially
- Integrated solution for all required wired and wireless Network infrastructure
- The access points have to be aligned with the high aesthetics of the hotel design
- High speed, uninterrupted and secure access
- Centralized management with many add-on services

## ▼ PELAGOS SUITES HOTEL & SPA NETWORK INFRASTRUCTURE

### • Wi-Fi network

120 x EAP115-wall (for rooms)  
 8 x EAP225 (for lobby, bars, Spa etc.)  
 10 x EAP225-outdoor (for Pools and outdoor facilities)

### • WAN: Internet Access

200 Mbps Symmetrical LMDS  
 (primary) , 2 x 50 Mbps VDSL (backup)

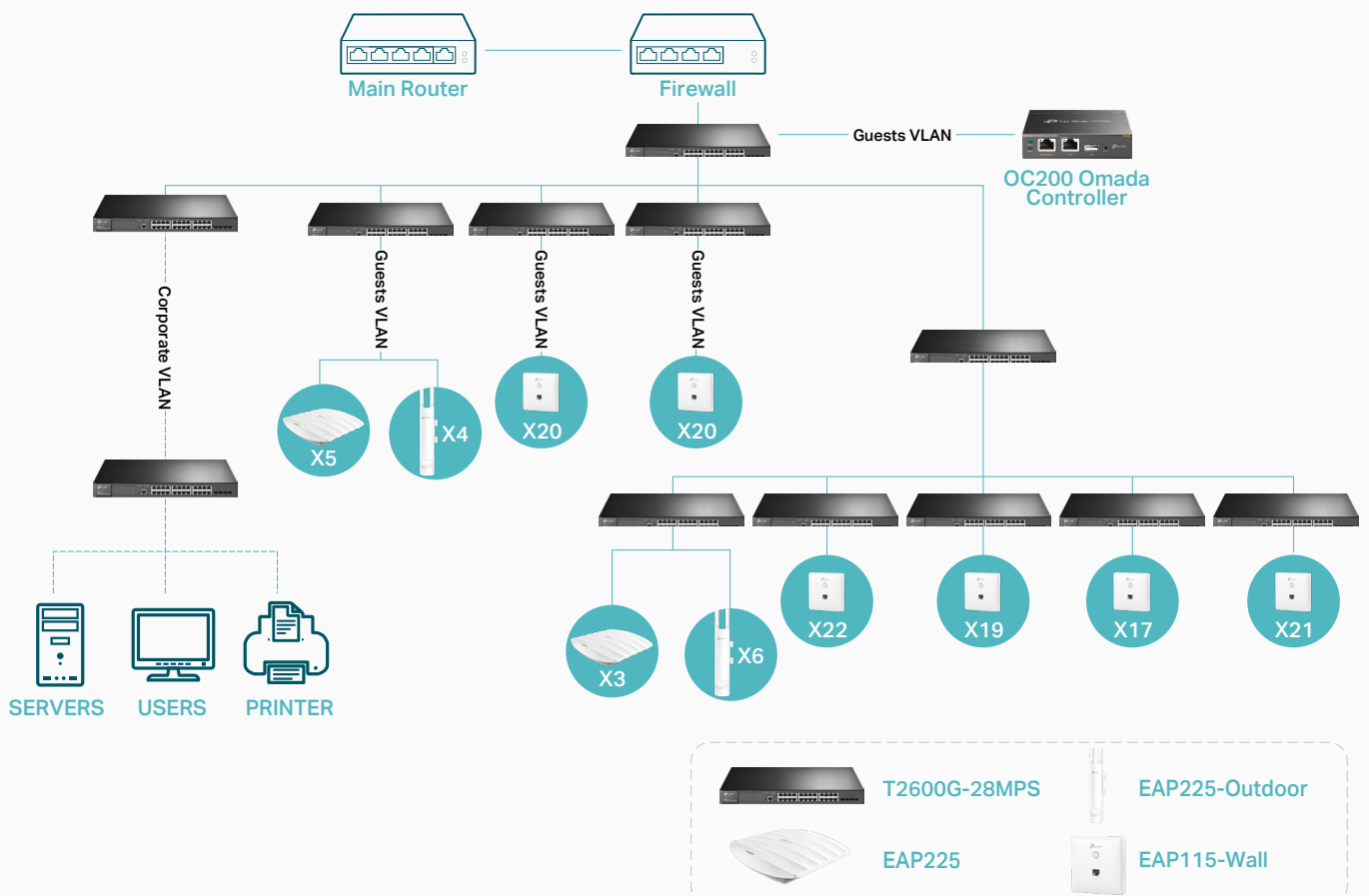
### • LAN: Core & Access switches

Core switches: 3 x SG5412F (Fiber Switches)  
 Access switches: 16 x T1600G-28PS (PoE switches)  
 Multimode Fiber Networks link 11 buildings  
 with 2 Data Centers

### • Cloud Management

Omada software controller

## Pelagos Hotel Network Diagram



## ▼ BUSINESS RESULTS

- Pelagos Suites Hotel & Spa was the first hotel of Epic Hotel group that TP-Link wired and wireless network was installed and operated.
- Hotel customers enjoy the experience of uninterrupted and reliable Internet access at high speeds even in peak seasons with numerous connected clients. Customers feedback of the quality of Internet access service has been very positive.
- The hotel administration, satisfied with the high-level operation of the network, proceeded with the installation and operation of the TP-Link network in two other hotels of the group, initially in Albergo Gelsomino and recently in Aqua Blu Boutique Hotel & Spa.
- In the above two hotels have been installed and operated 2 x OC200 cloud controllers, 6 x PoE switches (T2600G & T1500G series), 70 x Omada Access points (EAP225, EAP225-wall & EAP225-outdoor).



### HOTEL MANAGEMENT TESTIMONIAL

“In Epic hotel group high quality Wi-Fi networks is of vital importance for our guests. We were looking for a vendor to meet our criteria and implement next generation networks, ensuring the consistency of our guest's experience on Internet access, content and speed.

TP-Link team and Datalab were very efficient in the design, installation and operation of the overall solution in our hotels. As a result, we have great systems in place that contribute to a remarkable customer experience.”

—By Mr. Petros Kefalianos (General Manager)

