



CUSTOMER PROFILE

Name: Pinthong Industrial Estate (PIN)

Industry: Office

Location: Sri Racha, Chonburi, Thailand

Profile: Pinthong Industrial Park Public Company Limited, developer of Pinthong Industrial Estate (PIN) project, provides strategic infrastructure to attract both local and international investors.

TP-Link products are expected to be applied to more PIN projects, such as factories, real estates, etc.

— Pinthong Industrial Park PCI

TP-Link Provides Reliable Networking Solution to Pinthong Industrial Estate

BACKGROUND

Pinthong Industrial Estate (PIN) is developed by Pinthong Industrial Park Public Company Limited, a prestigious company developing and managing industrial estates and logistics parks with quality standard utilities and facilities to local and international investors. The PIN project is located in Sri Racha, Chonburi, the strategic area in Thailand's Eastern Economic Corridor (EEC).



Pinthong Industrial Estate

After nearly three decades of robust development and tight cooperation with Industrial Estate Authority of Thailand (IEAT), PIN now has 6 projects currently in operation located in Chonburi and 1 project under development located in Rayong in total, which would be a promising place to grow business.

CHALLENGE

1. Weak internet signals inside the rooms and outside the buildings

The PIN projects consist of numerous utilities and facilities such as offices and warehouses, covering a total area of 7500 Rai (12 million square meters). Building a reliable and full-coverage network system puts high demands for network providers. The old access points used were installed at the corridors, when users get inside the rooms, internet signals were blocked by walls and became unstable, causing some problems to the users. When users went outside the buildings, the internet signals would also weaken due to long distance.



Pinthong Industrial Estate

Products Used

Jetstream Switches



TL-SG2428P * 5
28-Port Gigabit Smart Switch with 24-Port PoE+



TL-SG2210MP * 2
10-Port Gigabit Smart Switch with 8-Port PoE+

Omada Access Points



EAP245 * 135
AC1750 Wireless MU-MIMO Gigabit Ceiling Mount Access Point



EAP225-Outdoor * 3
AC1200 Wireless MU-MIMO Gigabit Indoor/Outdoor Access Point

Omada Controllers



OC200 * 9
Hardware Controller

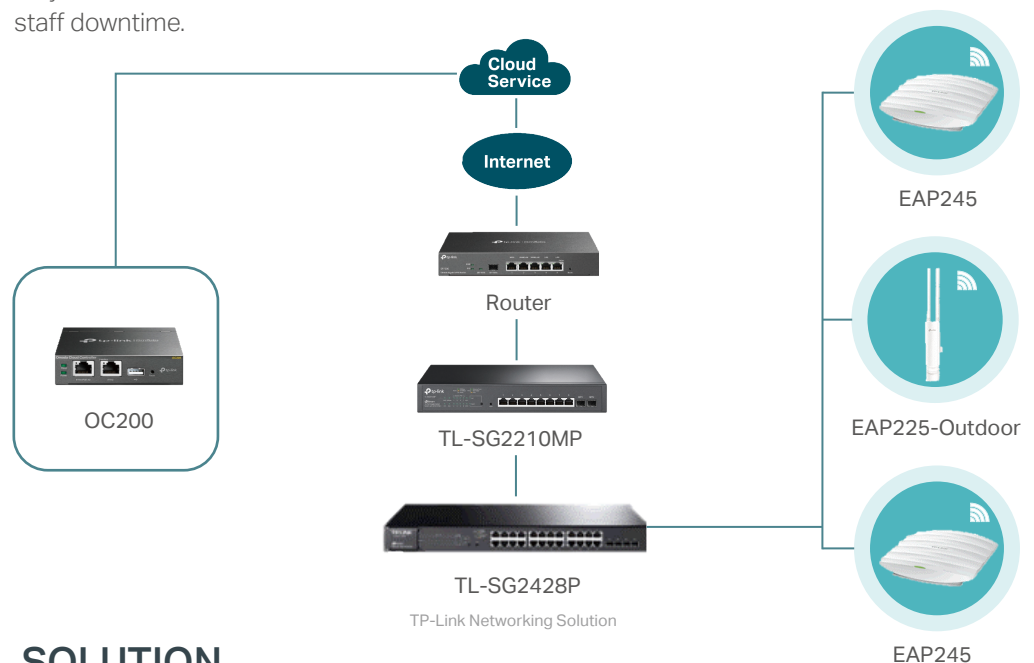
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2. Lack of a reliable and manageable business network

By far, the PIN projects have attracted hundreds of customers to run their businesses in the industrial parks. Large number of users means huge network traffic, thus, stable, reliable and manageable network connection is required. For fast-paced modern business mode, response time is very important. Connection stability, up-time, network availability and easy centralized management have all become essential to enterprise-level users, because any system failure or unavailability may result in substantial cost, as a result of staff downtime.

3. Users from different industries have various network needs

The PIN projects are open to investors worldwide, so the enterprises in the industrial parks are from different industries, such as autoparts, metal, logistics & warehouse, electronics, etc. Besides, the sizes of enterprises also vary, therefore, different users have various network needs. How to meet the various needs and even provide custom network services to the customers in a cost-effective way? This had been a big challenge to the project developer until they came to TP-Link for solution.



SOLUTION

Based on the needs of the project, TP-Link provided a targeted solution:

- To enhance signals both inside and outside rooms buildings, 135 ceiling mouting APs (EAP 245) and 3 indoor/outdoor APs (EAP225-Outdoor) are deployed throught the park, providing full-coverage gigabit network with seamless roaming to PIN customers.
- The network system includes 9 Omada hardware controllers (OC200), each of which can manage up to 100 APs, 20 switches, and 10 routers, hence centralized network management and maintenance are not a headache any more.
- With 7 gigabit PoE+ smart switches (TL-SG2428P & TL-SG2210MP), the network can be distributed to multiple users with different requirements, getting rid of complicated cabling for different scenarios.

BUSINESS BENEFIT

Since its implementation, the TP-Link solution has brought evident benefits:

For normal users, a stable, fast network becomes easily accessible.

For business operators, flexible and high-speed network connections bwtween offices help to improve work efficiency.

For network service providers, the easy-to-manage system allows for staff to spend less time on managing and troubleshooting, thus reducing the total operation cost.

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