






Case Study

Seamless Connectivity for Global Manufacturing Giant's Guest Facility

Customer Profile

-  **Customer Name:** Sany Group
-  **Location:** Pune, Maharashtra
-  **Industry:** Manufacturing (Heavy Machinery)

Project Scope

Wi-Fi solution for 74 guest rooms in the company's Pune guest house.

Customer Background

Sany Group is a leading global manufacturer of heavy equipment, including cranes, excavators, and concrete machinery. Headquartered in China, Sany has made strong inroads in the Indian market with manufacturing facilities and service operations across the country. Their Pune facility plays a crucial role in hosting visiting international and domestic teams, necessitating robust and reliable Wi-Fi connectivity for guest accommodations.

Challenges

- Consistent wireless coverage in all rooms
- Easy centralized management for the entire guest house network
- Reliable, scalable solution that could outperform legacy Cisco infrastructure

Solution Delivered

TP-Link provided an end-to-end Wi-Fi network using EAP230-Wall Access Points across all rooms, with supporting EAP650-Outdoor for outdoor zones. A TL-SG2428P PoE Switch powered the deployment, while the OC300 Hardware Controller and ER7206 VPN Router provided centralized management and secure routing.



Products Used



Customer Testimonial



We were used to Cisco for all our networking needs, but TP-Link impressed us with a highly customized and smooth deployment. The management is seamless, and our guests enjoy consistent Wi-Fi throughout the facility.

IT Administrator, Sany India