



Taylor-Made Technology Deploys Omada in Hotel-to-Apartment Conversion Project

The Project

Convert a four-building legacy hotel to apartment units with fast, stable internet in each, while providing ongoing network management

The Challenge

Replace all outdated wiring with new ethernet cable, while designing around poorly designed conduit paths

Control the four-building network remotely, pushing updates and managing access for each tenant

The Omada Solution

SG6428X 24-Port Gigabit L3 Managed switch

- Serves as the network backbone
- Four 10Gbps SFP+ slots to link each building with fiber

SG3452P 52-Port PoE switches

- 1x in each of the four buildings
- Supplies data and PoE to all access points

OC300 Controller

- License-free cloud access for management and control

EAP683 UR Ceiling Mount Access Point

- For coverage in the property manager's office

EAP615-Wall Access Points

- Dual-Band Wi-Fi 6 APs for each apartment unit

The Chicago-based company, **Taylor-Made Technology**, has grown rapidly in recent years, delivering network installation and management services to businesses in industries including legal, manufacturing, healthcare, and real estate, with a focus on large Multi-Dwelling-Unit (MDU) conversion projects nationwide.

The Challenge: Modernizing Legacy Infrastructure at Scale

As more housing options are being considered around the US, many developers are looking at existing hotel structures to convert into new multi-dwelling units like apartments or condominiums.

For property owners, they want to be able to bundle wireless access as part of the incentive to attract tenants and need to provide internet to each individual unit as well as cover operational needs.

But these hotels are often plagued by outdated networking equipment and

infrastructure. Legacy wiring like telephone lines and inaccessible conduit can be obstacles for network deployment.

With a priority on streaming and uptime for tenants, this most recent project entailed bringing network connectivity to **four separate buildings of newly converted apartments**. For **Kris Taylor**, the founder of Taylor-Made Technology, the decision to use Omada products came after a trial run that soon converted him into an advocate – and it all started with availability.

Supply Chain Issues Lead to New Discovery

Back in 2021, Kris Taylor had recently founded his company and was finishing installations on five large apartment complexes. "I had five big projects going, and I was using a different networking vendor at the time. When we came to the last project, there were literally no in-wall access points available from that provider," says Taylor. "I was trying to source them from anywhere and I just couldn't find them. But I noticed TP-Link's Omada in-wall APs were available, and I was familiar with the brand on the consumer side, so I figured I would try them out and give it a shot."

Though Taylor was familiar with TP-Link's consumer products, he was at first skeptical of Omada's performance, figuring he would

try them on this one job and if he wasn't satisfied, he would return to his original vendor of choice.

"What I didn't expect was just how reliable the Omada in-wall APs would be," Taylor says. "They were more stable than what I was previously using, so that surprised me. And ever since, I've been a big advocate. Omada products are priced affordably, they're stable and reliable, and the customer support is great. And now I'm seeing newer products come out [from Omada] that have been on my wish list for years, like the new gateways with built-in controllers, and the camera systems about to roll out. I'm definitely a supporter and excited for these new releases."

“Simplistic, reliable, and cost-effective. Those are the three main things I would say — for any integrator or installer — that we want. Something that is stable, affordable, and easy to use, and Omada checks every box.”

– Kris Taylor, founder of Taylor-Made Technology

Hotel to Apartment Conversions: Priority on Fast, Reliable Internet

For developers doing conversions, Taylor reports their main priority is reliable connectivity for tenants. “Their number one concern is stable internet. No one likes to be in the middle of a TV show and the internet goes down, so that’s first and foremost,” says Taylor.

“And they also want to be able to manage the service, pushing updates and controlling internet access for tenants as they move in and out of units.”

On this project, after being brought in at the development stage, Taylor set out with a plan.

“We went in and did a full scope of the project for the property manager, giving them an overview of what it would entail,” says Taylor. “They were still using old, outdated wiring, and we go in to modernize. So we ripped out all the old wiring installs, and re-installed with Cat6 cable, and just brought everything up to modern networking standards.”

The Setup for MDU: Omada Hardware + Cloud Control

Taylor used one **Omada SG6428X 24-Port Gigabit L3 Managed switch** as the backbone for the network. With four 10Gbps SFP+ slots, this switch connected to pre-existing underground fiber cable, linking all four buildings together. Then he used four **SG3452P 52-Port PoE switches**, one in each building, to connect the APs.

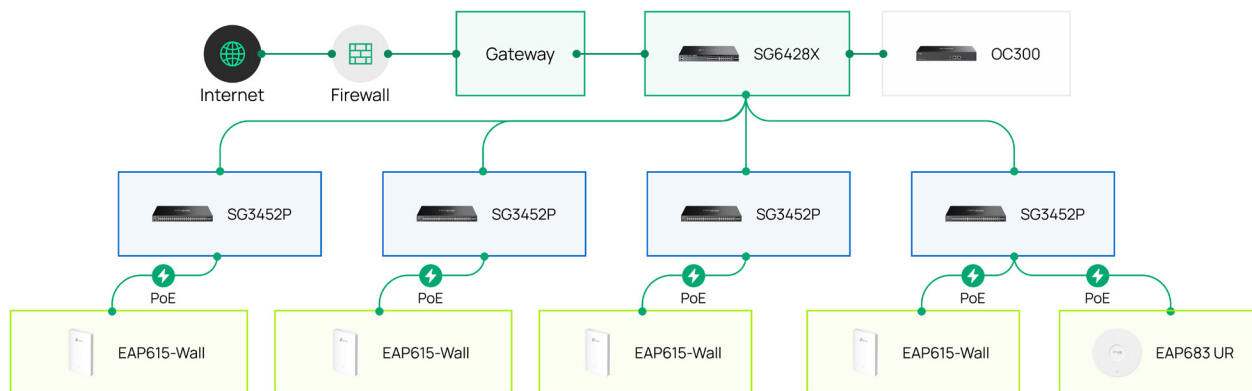
The apartment units each received a single **in-wall EAP615-Wall** access point, with the

management office using a **ceiling-mounted EAP683 UR**. For controller, Taylor used the **Omada OC300**, which enabled him to monitor and control the entire network using the **Omada Cloud Portal**.

“These are on-prem deployments but we still manage everything in the Omada Cloud,” Taylor says. “We’re able to monitor and control everything remotely, which has been great.” Taylor-Made Technology operates as a

Managed Service Provider (MSP) as well as an installer and being able to remotely manage and control the network has been vital for apartment to MDU conversions.

“I love being able to reboot the access points remotely,” says Taylor, “which I don’t have to do too often with Omada because they are pretty stable, but it does help if an AP gets stuck.”



The SG6428X 24-Port managed switch serves as the backbone, with four 10Gbps SFP+ slots connecting to four SG3452P 52-Port PoE switches to connect and power the APs.

Client Satisfaction with Modern Solutions

When asked how the clients have been responding to projects after completion, Taylor says they’ve been very satisfied. **“They love it. I mean there are literally no complaints.”** The property managers report tenants are happy about their internet service, and that ongoing control over each unit helps with retention and simplifies onboarding when someone new moves in.

For Taylor, the simplicity and reliability of Omada products have been a gamechanger in his ability to fulfill his customers’ expectations — and even exceed them.

Taylor says he would recommend Omada to any other installers or MSPs handling similar deployments, stating that Omada is “Simplistic, reliable, and cost-effective.

Those are the three main things I would say — for any integrator or installer — that we want. Something that is stable, affordable, and easy to use, and Omada checks every box.”



Kris Taylor, founder of Taylor-Made Technology

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