



TerraWave Case Story

TerraWave Solutions' **Wi-Fi** Expertise and Consulting Services Offer Two Complete End-to-End Wireless Solutions for a Large Trucking Company

Warehouse environments pose unique problems for wireless LAN deployment, however, these environments are no match for TerraWave's engineers who assist customers design, deploy and troubleshoot their unique wireless LAN application. The Company's extensive knowledge and experience can be helpful to the novice IT professional and even the most experienced engineer.

The Problem

After building custom heated and cooled enclosures for years, an engineer at a large trucking company came to TerraWave seeking a ready-to-install solution to fit his specific needs. The engineer needed a ready-made, quality product that could be easily and seamlessly deployed into the trucking company's existing network.

The Solution

TerraWave's innovative Solution Technology Integrator (STI) program with Cisco allowed the trucking company to purchase Cisco Access Points (APs) pre-installed in TerraWave's 14"x12"x6" Polycarbonate Heated/Cooled Enclosures. The company ordered 150 enclosure and Cisco AP solutions. When the customer received the units, all the engineer had to do was mount each solution. In addition, TerraWave's broad line of products allowed the company to purchase a number of additional supplies for the project, including antennas and cable assemblies.



TESSCO Part Number: 310530
TerraWave Part Number: V141206L02HC
14"x12"x6" Polycarbonate
Heated/Cooled Enclosure with
Latch Locks

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TESSCO Part Number: 416923
TerraWave Part Number: 100-02-03-P18
TWS-100 Series Cable Assembly with
RPTNC Plug to RPTNC BH Jack
Connectors

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TESSCO Part Number: 330562
TerraWave Part Number: T24050013602M-I
2.4 GHz 5 dBi Mast Mount Omni Antenna
with RPTNC Plug Connector and Industrial
Mast Mount

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TESSCO Part Number: 322923
TerraWave Part Number: 400-01-02-P10'
10' TWS-400 Series Cable Assembly with
RPTNC Plug to RPTNC Jack Connectors

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The Second Problem

Soon after the first project was deployed, the company had a new requirement for easy-to-install solutions that fit into an even more restrictive budget. TerraWave's sales team and engineers developed a plan to install the company's pre-purchased Cisco APs into TerraWave's tailor-made enclosure and antenna solutions.

The Second Solution

This trucking company sent their pre-purchased Cisco 1231 APs to TerraWave to integrate into TerraWave's specialized 12"x10"x6" Polycarbonate Enclosures with Clear Doors and Latch Locks. Mounted to each door was TerraWave's innovative "Quad" omnidirectional (omni) antenna. This 2.4/5 GHz 6 dBi Dual Band, Dual Diversity Omni Antenna offers a unique four-in-one solution: four dual band antennas in a single unit.

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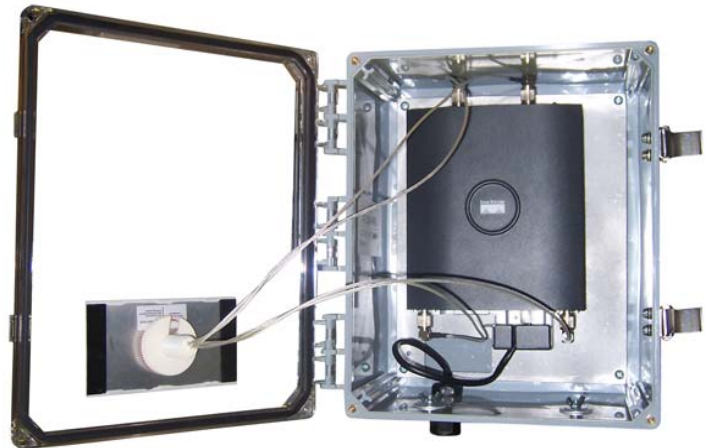
View next page for detailed images of TerraWave's customized enclosure, antenna and AP solution

TerraWave Case Story (continued)

This antenna allows for a simplified deployment because only one antenna is used for the dual band access points. The trucking company chose the Quad antenna for each enclosure solution because of its plans to soon upgrade all of its current APs to Cisco 1242 Dual Band APs.

Each complete enclosure, AP and antenna solution was deployed in the trucking company's docking area where trucks arrive to upload shipments. The enclosure solutions were easily mounted to beams with TerraWave's versatile beam clamps on the back of each enclosure. The clear doors of each solution offered the engineer a convenient, unobstructive view of the AP indicator lights within each enclosure. **Ultimately, the trucking company saved time and the project came in under budget with the assistance of TerraWave's sales team and their unrivaled expertise in creating unique solutions for any Wi-Fi deployment.**

TerraWave's Customized Enclosure, Antenna and AP Solution Displayed with a Cisco 1242 Access Point



TESSCO Part Number: 302021
TerraWave Part Number: M6040060O21802R
TerraWave 2.4/5 GHz 4/6 dBi Quad Antenna
with RA RPNTC Plug Connectors

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TESSCO Part Number: 480936
TerraWave Part Number: V12106-L-C-2
TerraWave 12"x10"x6" Polycarbonate
Enclosure with Clear Door and Latch Locks

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TESSCO Part Number: 320378
TerraWave Part Number: TIMASTMOUNT
TerraWave Industrial Mounting Kit for Omni Antennas —Includes
Ceiling Tile Clamp, Hose Clamp and Beam Clamp

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For questions on this solution and TerraWave's **Wi-Fi consulting services**, contact a TerraWave sales director at 210-375-8482, sales@terrawave.com or visit www.terrawave.com.