

CASE STUDY



4G LTE to High-Speed WiFi for Aer Lingus

The Challenge

To deliver secure, high-speed mobile WiFi for 250 guests as Aer Lingus unveiled its new branding at a high-profile aircraft hangar event.

The Westbase.io Solution

- + Working with Aer Lingus partners, Vodafone and Touchcom
- + Implementing a rapid, scalable Cradlepoint solution incorporating LTE routers and WiFi access points
- + On-hand technical advice and expertise before and during the event
- + Simple but secure user access via a password authentication process

The Results

- + A pop-up solution that was simple, rapid and efficient to implement, and worked seamlessly
- + Delivery of two high-speed, stable and secure WiFi channels
- + The ability to remotely monitor and manage the solution via the NetCloud platform
- + The ability to easily deploy the solution to other parts of the Aer Lingus business following the event for further operational benefits

As Ireland's national airline, Aer Lingus flies twelve million customers a year to various destinations. Aer Lingus is part of the IAG group of companies, which owns British Airways, Iberia and Vueling, and is an essential part of the country's air transport network. Its sixty-five aircraft take passengers on over one hundred routes within continental Europe and North America, connecting Ireland to multiple destinations around the world.

Rapid delivery of guest WiFi for a major event in the aviation calendar

As part of its investment programme, Aer Lingus was undertaking its first major re-branding of its fleet in twenty years; the airline's iconic green shamrock was being restyled to symbolise "dynamism and speed". To launch the new branding, and showcase their new aircraft and uniforms, Aer Lingus were hosting a launch event to over two hundred and fifty associated press and VIP guests. This was to take place in a specially converted Aer Lingus aircraft hangar.

To make sure guests had the best event experience, and to aid any media needs, the Aer Lingus IT team was tasked with providing easy access to high performance WiFi. Beyond having a power supply however, the infrastructure of the vast hangar was limited.

In addition to being suitable for the hangar and number of guests, the solution needed to be:

- + Highly secure
- + Quick and easy to deploy
- + Able to deliver two WiFi channels – one providing unlimited bandwidth for selected guests with more demanding requirements, and the other limited to providing 10Mbps for standard users to ensure an optimised experience

For ease and to ensure a seamless delivery, the Aer Lingus IT team wanted to work with partners on this project who could come together to deliver a simple, single solution:



"The solution had to accommodate up to two hundred and fifty concurrent users and these users were high profile guests, including VIPs and journalists from the news and aviation industry. This, coupled with making sure we had network coverage to enable internet access, meant we needed partners that could come together to deliver a single solution."

Mike Flynn, Head of Business Technologies, Aer Lingus

Why Westbase.io?

Aer Lingus already had partnerships with Vodafone Ireland and Touchcom who, in conjunction with Westbase.io, were able to deliver a robust WiFi solution for the event:

"As a trusted distribution partner for Vodafone Ireland and Touchcom, Westbase.io were consulted to help deliver the required solution quickly; their considerable networking experience, rapid deployment expertise and value-added distribution capabilities made them an ideal partner. They demonstrated how the Cradlepoint platform would meet all of our requirements, and they worked seamlessly with our appointed providers."

Mike Flynn, Head of Business Technologies, Aer Lingus

The Cradlepoint solution

To ensure a superior WiFi experience for all two hundred and fifty users, Westbase.io specified five separate LTE connections. These were delivered by a dual-modem Cradlepoint AER2200 device and three Cradlepoint COR IBR900s, all supported by the Cradlepoint NetCloud platform for simplified management and security.

The AER2200 intelligently managed the multiple LTE connections to ensure an optimum network performance during the high demand event. Featuring LTE-Advanced Pro, the Cradlepoint solution was able to access the fastest possible 4G LTE speeds offered by Vodafone Ireland's advanced network. This was then connected to four Cradlepoint AP22 access points to deliver high performance WiFi across the hangar.

The AP22 supports "fast roaming" (802.11r), meaning users could seamlessly switch between the access points as they moved around, and the need for two WiFi connections was accommodated by Cradlepoint's Quality of Service features.

In combining these elements, Westbase.io's recommended Cradlepoint solution easily delivered the pervasive, superfast WiFi connectivity that Aer Lingus required. As a value-added distributor with extensive experience, Westbase.io was able to work closely with Aer Lingus, Vodafone Ireland and Touchcom to ensure all the requirements were met – delivering the right solution, fast, and ensuring it was appropriately supported.



"Cradlepoint offer the perfect wireless solutions that allow enterprise customers to take advantage of 4G LTE technology. The ability to rapidly deploy effective cellular solutions as we did for Aer Lingus can help to empower businesses as they innovate and look for new ways of working."

James Kenny, IE & UK Enterprise Sales Manager for Westbase.io.

"The solution was deployed quickly and seamlessly – and it worked very well. The Cradlepoint equipment really showed the power of 4G technology in relation to rapid deployment connectivity. The Westbase.io team were on hand to support the internal IT teams leading up to and during the event, assisting with setup and deployment of the equipment as well, ensuring the event was a success."

Noel Craig, Transition and Compliance Manager for Aer Lingus.

Additional management and future benefits

The Cradlepoint NetCloud Solution package enabled the Westbase.io and Aer Lingus technical teams to remotely monitor the network's performance during the event to ensure no interruptions were experienced. An additional advantage of the Westbase.io solution was that post-event, the equipment could be redeployed to other parts of the Aer Lingus business, offering further operational benefits.

*"It was fantastic to be involved in such an important event for Aer Lingus, and to work through leading partners such as Vodafone and Touchcom," said **James Kenny, IE & UK Enterprise Sales Manager for Westbase.io**, "the Cradlepoint solution we helped to deliver for this event was a perfect example of how cellular technology is proving it not only matches traditional connectivity solutions, but exceeds them for some deployments – such as the agility and speed with which it can be installed."*



If you have any questions about this case study, or the solution and products involved, then please contact Westbase.io:

