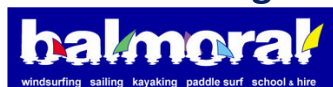


# Case Study

## Balmoral Sailing School



Industry: Sailing School

Website: [www.balmoralsailingschool.com.au](http://www.balmoralsailingschool.com.au)

Number of employees: 15

## Executive Summary

### Overview

Balmoral Windsurfing, Sailing, Kayaking Paddle Surfing, School. Rents out sailing equipment and teaches people how to sail, since 1989. Balmoral is owned and operated by people who are passionate and knowledgeable about water sports. Balmoral beach was the launch site for the 2000 Olympics sailing windsurfing, located on Sydney's lower north shore just a ten minute drive from the city. Balmoral is the harbour's premiere beach and an ideal spot to catch the prevailing north-easterly sea breezes. The sheltered bay means that it is one of the safest and easiest places to learn to sail, kayak and windsurf, while further outback in our sailing area increased wind is perfect for more advanced sailors.

### The Challenge

The sailing school at Balmoral in Sydney needed to extend their Wi-Fi coverage in order to improve their registration process.

Groups of eager wannabe sailors would arrive and queue would form as they all huddled to use the iPads and the on-line registration process.

### Solution

IP Works conducted an Onsite-survey and recommended the use of Meraki outdoor Access Points to extend the coverage to the shady parkland adjacent to the school buildings.

### Business Results

Now Balmoral can offer free Wi-Fi to 1000's of beachgoers, safely and securely capturing their details before granting access to a set amount of data for the day.

### Key benefits

- ❖ Dedicated account management team
- ❖ Fixed Price managed service – no bill shock
- ❖ Improved Internet service with single point of contact for faults and queries
- ❖ Pro-active workstation monitoring

## Next Steps

Now that MERAKEI WI-FI has been deployed, the work won't stop. Balmoral Sailing School continues to work with IPWORKS Systems Engineers to explore new ways of interacting with their growing number of happy customers.

### MERAKEI WI-FI (Action Photo)

For more information on how we can assist you - without any obligation please contact:

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