

Cavendish Communications Ltd is based in Newhaven. Cavendish Communications is one of the UK's leading independent suppliers of business communications solutions to SME, mid-market and enterprise level businesses, with more than 2500 private and public sector customers nationwide.

They have been providing unrivalled customer care since 1990, delivering hassle-free reliable services by listening to business requirements and recommending the most appropriate solutions from their extensive range of industry leading products and services.

Their client White House Academy is part of the Lilac Sky Schools Academy Group. They are a primary school with 8 classrooms and 5 common areas, Hall, Library, Staff Room, front and rear playgrounds.



For their wireless solution they were looking for coverage throughout the whole school. The curriculum was to be delivered by the use of 'Chromebooks'. With this in mind there was an obvious need for a secure solution. They also would like guest access but security was their priority so they would not have the guest access at the cost of good security.



Lilac Academies as a group have a preferred option of the Meraki Solution. Cavendish Communications were offering the EnGenius Neutron Solution and they were up against a reseller of the Ubiquiti Solution.

Up against such well known competition Cavendish Communication brought in Solwise, the UK distributor for EnGenius. Having the manufacturers UK representative showed good support from the manufacturer and the supplier. Questions could be answered instantly and it showed White House Academy that Cavendish Communications could offer them excellent support. With that excellent support and competitive pricing Cavendish Communications

Solwise



secured the sale to White House Academy for the Neutron Series Managed Wireless Solutions from EnGenius.

Solution Supplied:

8 x EL-EWS360AP Indoor Dual Band Wireless AP
2 x EL-EWS660AP Outdoor Dual Band Wireless AP
1 x EL-EWS5912FP – 8 Port Management Switch



www.solwise.co.uk/controller-managed-solutions-engenius-neutron-introduction.htm

www.engenius-uk.co.uk/neutron-introduction.html

www.cavcoms.com/