RELIABLE WI-FI AT FLC SAMSON BEACH & GOLF RESORT

FLC Samson Beach & Golf Resort features the largest golf course-resort-hotel complex in northern-central Vietnam. In addition to its golfing facilities, the resort also offers various amenities across its 450 hectare property, including a 1,300 seats International Conference Center and an amusement park. In an era where guests expect stable and high-speed Wi-Fi service in luxury hotels, it was crucial for FLC Samson Beach & Golf Resort to meet customers' satisfactions. As a newly constructed multi-complex resort, the primary concern was to provide sustained Wi-Fi coverage, while having the capacity to centrally manage all the access points and perform detailed user policy enforcement.

"It is essential that we meet customers' expectations, since their feedbacks can greatly impact our long-term success," said Nguyen Van Kien, head of the resort's IT department.

After evaluating several vendors' Wi-Fi solutions, FLC Samson Beach & Golf Resort decided on 4ipnet as their final choice. 4ipnet WHG controller-gateways are unique from other solutions available by integrating service zones, user access control, and centralized WLAN management into one box. Service zones allow a single WHG controller to simulate multiple independent virtual networks, each with their own user roles, schedule-based access policies, and customized login pages. With this architecture, the resort was able to offer location-based advertisements that catered to Wi-Fi users in different areas of the property, such as the Clubhouse, Conference Center, and A La Carte and Fusion hotel zones.

For the access points, 4ipnet provided the resort with various options – EAP727, EAP760, EAP767, and OWL530 were installed to accommodate over 500 hotel rooms, residential villas, as well as outdoor facilities. The built-in enterprise-grade features and configurable connectivity thresholds of 4ipnet APs successfully met the demand of higher density environments, delivering a reliable user experience.

Once the new Wi-Fi deployment started operating, FLC Samson Beach & Golf Resort was more than pleased with 4ipnet's Wi-Fi solution, as Mr. Kien commented with great enthusiasm, "with 4ipnet, we can now ensure fast and uninterrupted service across the entire resort. 4ipnet Wi-Fi solution provides the highest functionality and reliability at the best price."

4ipnet offers one of the most comprehensive solutions for hospitality Wi-Fi. Guests and tourists visiting FLC Samson Beach & Golf Resort can now enjoy the high-performing and steady Wi-Fi service during their stay at this coveted golfing and vacation destination.

OVERVIEW

Covering 450 hectares, FLC Samson Beach & Golf Resort is the biggest golf course-resort-hotel complex in northern-central Vietnam. 170km down to the South of Ha Noi or 17km from Thanh Hoa city, has an extremely unique location, between the Ma River's mouth and the scenic East Sea, it's close to the Sam Son Beach where is one of the most popular swimming places in Vietnam.

REQUIREMENTS

- Separate authentication methods and usage policies for guests and staff
- Segregated virtual networks for general usage and for special events
- Customizable captive portals for each hotel to serve information and perform branding
- Centralized management to reduce the workload for IT department
- Seamless and fast roaming between individual access points to ensure uninterrupted Wi-Fi experience

SOLUTION

The following were deployed in FLC Samson Beach & Golf Resort :
- **WHG711** Wireless LAN Controller
- **WHG325** Wireless LAN Controller
- **EAP727** Wireless Access Point
- **EAP760** Wireless Access Point
- **EAP767** Wireless Access Point