



## INDUSTRY SOLUTIONS

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## // ENTERPRISES //

In the world of business, mobility have become so widespread that providing an Internet access to visitors, partners and customers, has almost become compulsory. This is all the more important for companies that offer customers product training, and host external service providers, etc. IT departments do not want to open the corporate network to visitors, and choose to implement a captive portal solution that allow simple management of these different types of users.

### **Customer needs**

- Offer a secure access to the Internet for guests (service providers, visitors, etc.)
- BYOD (Bring your own device)
- SSID zoning
- Monitoring and reporting
- Directory access for wired internal users (AD)

### **Customer references**

**more than 1500 references**

### **The keys to success of the UCOPIA solution**

- Manage different types of users (employees, contractors, customers, guests) with appropriate levels of security (authentication, access control, etc.)
- Provide security policies for personal devices
- Strong authentication and access control (802.1x)
- Close integration with the LAN of the organization (directories, RADIUS server, etc.)
- BYOD (Bring your own device)
- Statistics, traceability and reporting modules
- Delegation Web Portal
- Self-Registration
- Sponsoring



*European market leader in high-performance Wi-Fi access controllers, UCOPIA Communications secures IP networks for mobile users, visitors or employees (BYOD).*

*The UCOPIA solutions are deployed in many enterprises, hotels, retailers, educational institutions, hospitals, event venues, airports and government organizations. They allow users to easily and securely connect to the Internet and use business applications. With an installed base of over 7500 clients, including 70% of the French CAC 40, UCOPIA Communications distributes its products through an extensive network of worldwide partners.*

*In this document, you will discover the different sectors in which the UCOPIA team performs and develops its service offerings.*

## // PUBLIC & GOVERNMENT ORGANIZATIONS //

Many local authorities now want to offer their citizens and tourists a user-friendly access to the Internet. The UCOPIA solution, combined with a Wi-Fi access point, can cover the needs of libraries, museums, schools, harbors, tourist information centers and much more. The UCOPIA solution secures guest access to the Internet, which can be monetized which can then be monetized to provide a better return on investment.

### **Customer needs**

- Compliance to legal obligations
- Offer connectivity to citizens and tourists
- Public hotspot with self-registration, freeing time at the reception desk
- Simple and centralized site management: dynamic advertising for local tourism and commerce
- Modern e-learning solutions for libraries and schools

### **Customer references**

**+ de 2000 institutions publiques**

### **The keys to success of the UCOPIA solution**

- Compliance to legal obligations
- Zero cost of operations
- Development of user database for marketing purposes
- Self-registration and password provisioning via SMS or Email
- Login through social networks
- URL filtering
- Customizable Web portal
- Billing Plan Enablement
- Web portal translated in 10 languages
- Event management: flexible licensing

## //RETAIL//

Offering free Wi-Fi in stores means that customers can use their mobiles or tablets without any frustrating connection issues. Today's shopper uses his or her mobile device in stores to compare prices, read product reviews and recommend products to friends among other things. In conjunction with barcodes, QR codes and mobile apps, wi-fi can be used to enhance the in-store experience for consumers, as well as providing retailers with precision tools to target the mobile customer.

### **Customer needs**

- Offer guest services with a centralized management platform
- Revenue generation through growth of marketing database
- Dynamic push of customer-focused ads on demand
- Facilities management (applications, price comparison, barcode payment)
- Streamlined customer experience

### **The keys to success of the UCOPIA solution**

- Simplified connectivity for visitors with their smartphones
- Login through social networks
- Flexible, revenue generation, customizable provisioning & authentication environment
- Automatic "remember me"
- Dynamic push of customer-focused ads on demand
- Online advertising / promotional offers

### **Customer references**

**more than 100 references**

## //HEALTHCARE//

More and more hospitals install Wi-Finetworks to facilitate the work of their staff as well as help their patients stay connected during their hospital stay. The volume of digital information is constantly growing and the access needs to be managed in an efficient and secure way.

### **Customer needs**

- Offer Wi-Fi access to patients, visitors and mobile staff
- Manage internal Wi-Fi applications (ease the workflow)
- Access to patient records with confidentiality
- Manage mobile access (consultants, speakers conferences, etc.)

### **The keys to success of the UCOPIA solution**

- Security & compliance to legal obligations
- Customizable authentication mode, highly secure
- Customizable access control based on user or time profile
- Revenue generation, PMS billing integration
- Plug-n-Play access
- Monetization through a variety of payment options

### **Customer references**

**more than 800 references**



## // EDUCATION //

Education is a segment which has specialized needs for public Internet access. An educational campus community demands high levels of access to both the public Internet and the institutions internal networks and requires stringent control over management of usage and bandwidth. Both wired and wireless connection availability is expected in almost every buildings on campus, labs, libraries, and residence halls. Examples of stakeholders in need for a broadband internet connection are students, faculty, staff and official visitors. The cost of providing public Internet access to such a broad range of stakeholders can easily be turned into a steady revenue stream.

### **Customer needs**

- Access control based on user profile, zone or internal resources
- Compatible with multiple devices (tablets, desktop, ...)
- Directory and database centralized management

### **The keys to success of the UCOPIA solution**

- Network security
- QoS and profile based on data volume consumption
- Network security and Plug-n-Play access
- Handle data roaming between campuses (Shibboleth)
- URL filtering
- Web portal translated in 10 languages

### **Customer references**

**more than 1250 references**



## // STADIUM / CONVENTION CENTER / PUBLIC VENUES //

During large events, participants want to easily share the moment on social networks, check their emails, etc... Be a connected spectator!

It is possible to host a large number of people with different profiles and terminals for a limited time while ensuring an efficient bandwidth for everybody. Venues will be able to send targeted advertising and provide a high-quality service to ensure an effective reception.

### **Customer needs**

- Ensure an efficient bandwidth usage
- Compatible with multiple platforms (smartphones, tablets...)
- Zero configuration
- Provide an Internet access to a large number of people in a very limited time
- Dynamic advertising on Web portal

### **The keys to success of the UCOPIA solution**

- Simplified connectivity for visitors with their smartphones
- Login through social networks
- Integration with stadium apps for personalized fan experience
- Automatic re-authentication
- Growth of customer marketing database
- Dynamic push of customer-focused ads on demand
- Online advertising / promotional offers



## // HOSPITALITY / RESTAURANTS / PUBS //

A simple and user-friendly connection is now an imperative for business travelers and a top selling point for tourists. Laptops, tablets and mobile phones have become the standard means of communication. Wireless and wired guest room access is not only an opportunity for an additional source of revenue, but also a much needed value-added amenity. Guest usage trends show an increased use of the Internet, as well as the amount of bandwidth used during each session. Hotels must provide fast, reliable Internet access that can support the multiple Wi-Fi and wired devices that many guests now travel with.

### **Customer needs**

- A high-quality, user-friendly and efficient service
- Compatible with multiple platforms (smartphones, tablets, ...)
- Event management (conferences, seminars, celebrations...)
- Seasonal Activity Management
- Compliance to legal obligations
- Integration with hotel PMS

### **Customer references**

**more than 2500 references**

### **The keys to success of the UCOPIA solution**

- Save time at the reception desk with self-registration
- Guest room QoS and quota for an authorized number of terminals
- Login through social networks
- User management (internal user, customers, VIP, ...) and automatic re-connection
- Revenue generation , Integration with hotel PMS and dynamic content publication on the web portal
- Web portal translated in 10 languages



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