

## The Telkonet iWire System™

Hempstead House, UK



Type of building	Hotel and Conference Centre
Location	Sittingbourne, Kent, UK
Year built	1850
Number of buildings	2 buildings
Number of floors	3 floors
Number of rooms	27 rooms plus conference areas
Telkonet installation date	June 2005

### The Challenge

To provide a privately-owned hotel and conference venue quickly and economically with high-speed Internet access throughout its 27 guest rooms and 150-seat conference areas.

The hotel and hospitality market is faced with growing demand from customers for access to high-speed Internet connections. Venue owners and managers have a number of technology options, with the principal issues usually encompassing speed of installation and how much disruption they may experience during the process, as well as the initial spend and whether their system of choice is easily scalable to cater for future expansion. These were the issues facing Hempstead House, a successful privately-owned hotel and conference centre, located near Sittingbourne in the UK's Kent countryside. In particular, speed was of the essence, due to the level of demand being experienced from the venue's primarily corporate market.

With the original building dating from 1850, Hempstead House wanted to satisfy its guests' requests for Internet access, with minimum disruption to the fabric of the building. The solution also had to be easily scalable, as the hotel already has plans underway to add an additional 8 bedrooms in the near future, along with a new leisure complex. Having explored the alternatives of either taking the wireless route or installing CAT 5 across the two-building site, Hempstead House ruled these options out on the grounds of cost,

inconvenience and installation time. Wireless was also considered impractical for a site-wide solution, due to the wall thickness and type of construction used in the older parts of the building. The Telkonet iWire System was deemed by far the better option, as it simply used the venue's existing electrical wiring to distribute high-speed Internet and data access throughout the site, turning every power outlet into a data access port.

Taking this route removed the need to run new cabling throughout the venue's two buildings, saving considerable installation time. It also underlined the technical, practical and economic viability of Telkonet's system, compared to the more conventional wireless or CAT 5 network options.

### The Solution

**By installing the Telkonet iWire System, the hotel owner saved time and money compared to alternative solutions, while providing precisely the facilities that were required in a very short time frame.**

Following a successful proof-of-concept demonstration, Systemax Communications, a UK reseller, installed Telkonet's powerline communications (PLC) equipment in under one working day. This represented one of the UK's first installations to feature the Telkonet iWire System, and enabled broadband Internet access throughout the hotel's 27 guest rooms, as well as reception areas and 150-seat

conference facilities. Two Wi-Fi hotspots, fed by the Telkonet system, were also installed to provide additional mobility within the hotel's Coach House Bar and Lounge areas.

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**"It was essential for us to be able to offer broadband access to our business guests and conference delegates – by the swiftest and most economical method. This has proved to be an elegant solution, and a perfect match to our requirements."**

Amanda Holdstock, Owner  
Hempstead House

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Amanda Holdstock, proprietor of Hempstead House, explained: "We specialise in the corporate market, and it was essential for us to be able to offer broadband Internet access to our business guests and conference delegates. We had to achieve this by the swiftest and most economical method, and we also wanted to avoid having rooms out of commission during the installation process. Systemax Communications' demonstration was extremely convincing and, having made the decision to go ahead, we were very impressed by both the speed of the installation and the complete lack of disruption. We can now offer the flexibility of Internet access throughout the hotel, including the conference areas, while renting the individual Telkonet iBridge™ units brings us a return on our investment. Overall, this has proved to be an elegant and economic solution, and a perfect match to our requirements."

Chris Bright, managing director of Systemax Communications, commented: "This was one of our first Telkonet installations in the UK, and it successfully demonstrated the validity of the technology for this type of application. Its sheer simplicity surprises many people! The system was installed within just a few weeks of our first meeting at Hempstead House, and the process proved very straightforward. One small unit – a Telkonet Gateway – connects to an incoming ADSL line, and is also wired to a Telkonet Coupler, which interfaces with a building's electrical distribution panel. This is all that's needed to light up a building's entire power circuits in terms of data access, with end-users accessing the Internet via the portable Telkonet iBridge units that can be used anywhere around the hotel. At Hempstead House, the Telkonet iWire System is also used to feed the two WiFi units, which provide coverage in the hotel's Coach House Bar and Lounge areas respectively, for any guest that requires the facility. Telkonet's solution is ideal for hotels, and for almost any multi-occupancy site that needs to be up and running with broadband Internet access by the quickest and least-disruptive route. It also wins by a comfortable margin on the grounds of economy and scalability."

Successfully proven at numerous sites around the world, the Telkonet iWire System uses powerline communications (PLC) technology to offer simple and rapid installation. Irrespective of the size of building or complex involved, the technology transforms power outlets into Internet-enabled data ports. Individual Telkonet iBridge units are deployed as necessary to provide the broadband connections between the power outlets and laptops or desktops.

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