



## Success Story

# Turkish Luxury Hotel Group Gets Comprehensive Connectivity with ZyXEL DSLAM Solution

**"At KBG Information, we always conduct important projects aimed at ZyXEL customers. We have conducted this project for the tourism industry, which is one of the greatest pillars of our economy. In particular, there is a high demand for Internet access in both guest rooms of large hotel chains and general customer areas. Therefore, we are extremely pleased to implement a project that can satisfy such customer needs."**

**Kerem Bilgehan Gül**  
Project Manager, KBG Information

## Overview

### Customer Name

Stone Group Hotels

### Customer Industry

Hospitality

### Challenges

- Update existing network infrastructure with the latest technology products and solutions
- Provide an uninterrupted, stable, and reliable Internet access for all customers and the personnel
- Provide a solution which can meet the requirements of Turkey's Law No. 5651 Internet regulations

- Provide a solution which can be scaled according to the increasing usage in the future

### Solution

- Wireless N VDSL2 4-port gateway with USB
- 5U 6-slot Chassis MSAN/DSLAM

### Benefits

- Comprehensive security and management solution
- Scalable and future-proof
- Stable high-performance network able to handle heavy user load
- Remote provisioning and management

## Background

Stone Group Hotels operates seven luxury resort hotels in Antalya, Turkey. All hotels within the group feature spacious accommodation along with a wide selection of facilities catered to holiday activities. Each venue in the Stone Group family has a unifying theme that is reflected in the hotel's overall décor and design. All hotels in the group feature multiple dining facilities, entertaining venues, and recreation options, as well as conference and meeting space.





## Challenges

The operators of Stone Group Hotels wished to update and modernize the wireless networks for five of its member hotels to provide the best possible wireless network service to guests and hotel personnel. The new infrastructure would be based around the latest networking products and solutions. It would need to provide uninterrupted, stable, and reliable Internet access to all customers and the staff. As with all such projects in Turkey, the new network would have to meet the requirements of Law No. 5651, which regulates Internet service. The project would also need to be scalable for future upgrades and expansion.

## Solutions and Benefits

With the goal of establishing both wireless and cable networks using the latest technology and end-to-end network solutions offered by ZyXEL, the company's experts conducted an extensive analysis to address information security and indoor Internet sharing needs.

The core of the network utilized a ZyXEL 6-slot, 312-port IES5106 chassis MSAN, which provided both comprehensive management options as well as security to protect the network from data snooping and malicious attacks.

Planning of the project began by assessing a seven-year period to determine both the current network needs and prepare for future demands. In this regard, ZyXEL not only provided the products, but also installation and support through its ZyPartner program. This local partner program assists with planning and project consulting, which can make all the difference when handling a large-scale project in this particular market.

Along with the MSAN/DSLAM, VMG1312-B10A Wireless N VDSL2 4-port gateways with USB were installed inside Stone Group hotels to ensure fast and reliable wireless network access. Upon completion, the hotels gained a modern, stable, and reliable network solution thanks to the application of ZyXEL products with high quality standards in all network units.

## Products Used



### IES-5106 Series 5U 6-slot Chassis MSAN

- Non-blocking Gigabit backplane with 10G Ethernet uplinks
- Multi-service interfaces including ADSL2/2+, SHDSL, VDSL2, VoIP (SIP & H.248), fiber-based GbE and E1 IMA
- Comprehensive QoS to Enhance Triple Play users' experience
- Field proven IGMP snooping and proxy for IPTV deployment
- Flexible ACL, VLAN-aware DHCP and Anti-IP/MAC address spoofing to prevent malicious attack
- DHCP option 82 and PPPoE IA features support versatile IP address assignment
- All front access



### **VMG1312-B10A Wireless N VDSL2 4-ports Gateway with USB**

- VDSL2 Vectoring for maximized service coverage
- 2.4 GHz 11n (2x2) for superior performance and coverage
- Remote provisioning and management through TR-069
- Always-online, always-compatible alternative 3G connection

#### **About ZyXEL Communications**

ZyXEL Communications Corp., founded in 1989 and headquartered in Taiwan, is the leading provider of complete broadband access solutions. As one of the early modem manufacturers, ZyXEL has gone through transformations in the fast-paced networking industry. Delivering cutting-edge communications innovations to more than 400,000 businesses and more than 100 million consumers throughout the world, today ZyXEL is one of the few companies in the world capable of offering complete networking solutions for Telcos, small to medium-sized businesses, and digital home users for a wide range of deployment scenarios. Telco solutions include Central Office Equipment, Customer Premise Equipment, Wired and Wireless Access Network Devices, and Carrier Switches. SMB and Enterprise solutions include Unified Security Gateways, LAN Switches, WLAN, and IP Telephony. Digital Home solutions include Network Connectivity Devices and Multimedia Solutions.

The company has 1000 employees and distributors in 70 countries, reaching more than 150 regional markets. The ZyXEL Communications Corp. includes 35 subsidiaries and sales offices and two research and development centers worldwide. For more information, visit the company's Website, <http://www.zyxel.com>.

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