

CASE STUDY

City of Clermont

Aerohive's HiveManager helps city to expand its Wi-Fi operations and drive IT efficiencies for Public Works department



City of Clermont

The Coast-to-Coast Connector bicycle trail is a 250-mile bicycle and multi-use trail across Florida. The trail provides a path from the Gulf of Mexico on peninsular Florida's west coast to the Atlantic Ocean on Florida's east coast. The City of Clermont is at the center of this trail and wanted to provide a robust Wi-Fi network to drive economic growth of local businesses in the area, provide additional public safety through connectivity, and create efficiencies for the Public Works department.

The Challenge

The City of Clermont needed an outdoor public Wi-Fi network that would be easy to set up, easy to manage without the need for hiring consultants, met budget requirements, and could integrate with technology meant to drive economic growth in the city. Aerohive's solution was chosen due to its ease of management for the IT staff without adding

additional work, as well as flexible deployment options with Aerohive's local cloud network management system, and its integration with Go-Zone. vTECHio, an Aerohive certified partner headquartered in Naples, FL, served as the prime integrator on the project.

The Solutions

vTECH io worked with the city IT department and chose 65 locations for access point deployments, and the Aerohive AP1130 was used in all locations along with 55 of Aerohive's SR2208P switches to provide

backhaul connection and power over ethernet. vTECH io handled all the access point and switch installations and configurations.

The Results

The Aerohive solution has allowed the city to collect users' zip codes during login to gain insight into where visitors are from, how long they are staying, and what areas of the downtown they are visiting more frequently. This insight is vital to local businesses and the city in understanding visitor and resident movements throughout the city. From a city growth standpoint, this will allow the City of Clermont to promote what it has to offer for citizens who would normally just walk right through it. By making Clermont a destination for travelers, it will be able to market its local businesses through the free public Wi-Fi. As non-residents spend money inside the city, businesses will continue to grow, hire additional people, and increase tax revenue for the city.

"The simplicity of HiveManager, as well as the deep insights provided by machine learning capabilities, have surpassed our expectations and we have plans to drive Public Works efficiencies by leveraging our Wi-Fi connectivity powered by artificial intelligence. "

– Don Dennis,
City of Clermont IT Director



Future Outlook

The public Wi-Fi network has opened additional revenue opportunities for the city, such as sponsorships and ad sales for local businesses. These new revenue opportunities help recoup the cost of the project and support the city's financial health. The overall solution is made possible by the integration with Aerohive, HiveManager, and vTECH io. As the local businesses continue to grow, the City of Clermont will be able to continue to grow capacity through the scalability of Aerohive's solution.

All of this comes at a time when the City of Clermont business community is looking for new ways to compete with digital retail giants and at-home experiences to bring people into the downtown area and help the local economy flourish. Free, reliable, and fast Wi-Fi has become a requirement for today's consumer when deciding where to spend their

time, so they can stay connected to friends, family and the world around them. The City's network exceeds that demand and promises to do so in the years to come.

Because of the new Wi-Fi network, the city is also looking to roll out Wi-Fi-enabled locks for public restrooms. Currently, they spend hundreds of man-hours per year having the Public Works staff unlock them every morning and manually re-lock them after dark. After the installation of the Wi-Fi-enabled locks, it will all be done over the network. In the future, it's possible that using the artificial intelligence built right into HiveManager, the City will be leveraging the public Wi-Fi network for even more enhancements.

Challenges and Results for City of Clermont

The Challenges

- Needed an affordable network that would provide the choice and flexibility to start small and scale up as necessary
- Required a network that could integrate with technology meant to drive economic growth in the city
- Needed a solution that was easy for city IT staff to manage and did not add extra work

The Results

- Offered reliable and secure coverage in high density areas
- Provided vital insight into local businesses and understanding visitor and resident movements throughout the city with Aerohive's local cloud network management system
- Saved time with the ability to manage and provision from the cloud with self-sufficient, adaptive software protocols and no extra equipment with easily GoZone integration

