



The National Trust for Scotland

Introducing free guest Wi-Fi to the National Trust



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- **Scott Newton**
Head of IT, NTS

Strive are delighted to announce their most recent project with the National Trust for Scotland.

As the largest conservation trust in Scotland, NTS found a need to understand their ever evolving tourism base. The trust attracts tourists from all over the world, attending treasured buildings, Museums, libraries and cottages. The core focus of the project was to provide a high density wireless environment for the tourism locations which provided significant challenges, especially relating to the castles and war memorials.

The project was focused on providing a reliable Wi-Fi service which had become more of a necessity in recent times. Xirrus was the chosen solution due to the ROI it presented and the granular functionality of the reporting. The Application Control provided an enormous advantage to the trust, enabling the ICT team to limit bandwidth to guests without compromising mission critical applications.

Having reviewed the technology it was clear that Xirrus was the right technology that out performed all other competitive solutions evaluated.

Strive were instrumental in the design providing the wireless, coming onsite to a number of our locations completing LIVE site surveys and full installation.

"NTS were looking to provide wireless to our ever evolving client base. This was not only to provide free guest Wi-Fi, but to better understand our customers. We approached a number of vendors and partners who presented a variety of options. We chose Strive Consultancy Solutions as our partner of choice due to their value add services and their specialism in Xirrus.

The solution offers us granular control to the application layer and as such helps remove unwanted traffic on our WLAN, this in turn frees up more bandwidth for our mission critical applications and reliable guest Wi-Fi. Our latest round of purchasing includes an upgradeable Wi-Fi point to the latest ratification of 802.11ac, a must have to future proof our network.

Strive offered us site surveys as part of the contract, installation and most recently, training to my team so that we have become a Centre of Excellence for Xirrus wireless. We are now an accredited Xirrus team that can offer Wi-Fi surveys to all of our Conservation sites, visitor centres and restaurants. Strive were pragmatic in their approach, offering the best of breed technology and more importantly a fit for purpose Wireless system, protecting the Trust's ROI for years to come. One of the other value add services they have provided, is the regular customer contact and willingness to help the Trust anyway they can."

-Scott Newton, Head of IT, NTS

Product Information:

- **XR-520 & 620 Access Points:** The XR-520 & 620 both support an integrated controller and a programmable radio that enables dual high-speed (5GHz) operation. Ideally suited for office spaces, hotel rooms, retail areas, and more.

- **XMS Cloud:** Xirrus simplifies Wi-Fi management with a full suite of powerful, easy to use tools and services, all from a single platform. Xirrus offers the choice to manage the Wi-Fi with an on-premise or cloud based Xirrus Management System.



About Strive

Strive Consultancy Solutions Ltd is a pure breed Wireless Value Add Reseller with a focus on the Educational Vertical. With over 18 years experience in Wi-Fi, we are one of the leading Xirrus Reseller in the UK. With over 100 installations completed to date, we specialise in site wide coverage and high user density deployments.

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