

# Middleton Paper Improves Manufacturing Productivity with Xirrus 802.11n Wireless Arrays



Middleton Paper is a premier paper manufacturer located in the United Kingdom. The company deals in a diverse portfolio of products and services including graphical paper, board, and packaging board comprising flat sheets, cutter reels, HSWO and cut-star reels. Cutting-edge technology combined with a commitment to first-class customer service ensures their continued success in the paper industry.

## Best ROI in the Industry

In order to increase productivity and improve manufacturing procedures, Middleton Paper required ubiquitous coverage across four paper manufacturing and warehousing units, as well as in their offices and boardrooms. After testing solutions from several different wireless vendors for coverage, bandwidth, and interoperability with their wireless devices, Middleton Paper chose to implement Xirrus wireless Arrays. The entire deployment was finished in just one day enabling Middleton Paper to quickly connect a variety of wireless devices including the PC's, printers, barcode scanners, and wireless forklifts, which allows them to better supply real-time stock and order processing information for their clients.

"We have a difficult environment with heavy machinery that processes 50,000 tons annually and warehouses 15,000 tons of paper within four individual units – it is very labor intensive to pull CAT5 cable in these buildings," said Martin Travis, IT/project manager at Middleton Paper. "We chose Xirrus because they have the most powerful wireless networking solutions we could find – no other wireless vendor could cover each of our warehouses with a single cable drop. It just works, plain and simple. Everything Xirrus promised was delivered on time, within budget, and with zero disruption to our day-to-day business – comfortably the smoothest networking deployment I have been involved with."

## Middleton Paper

Middleton Paper is an independent merchant and converter of paper, offering a complete range of confidential and professional services for their customers.

### Infrastructure Requirements Included:

- Wireless coverage for four paper manufacturing and warehousing units
- Enough wireless bandwidth to accommodate multiple business applications
- Secure network for client and company information

### Xirrus Solution Provided:

- 80% fewer devices, cable pulls, and switch ports to cover multiple buildings with one wireless Array located in each, delivering the best ROI of a wireless vendor
- Greater coverage with high-gain directional antennas
- Distributed intelligence in each Array with no central controller
- Excellent support from wireless experts who helped plan and deploy the network free of charge
- Easier installation and network integration with on-board switch, firewall and management

### Benefits:

- 75% fewer devices, cable drops, switch ports, etc.
- Excellent support from wireless experts who helped plan and deploy the network free of charge
- Pervasive wireless coverage for voice, video, and data applications and devices

Deploying a wireless network in a manufacturing environment can be difficult due to the physical limitations and sources of interference. For example, in the same type of environment, other competitive offerings require multiple devices in each facility and over a week to pull cable and install. Xirrus was able to cover Middleton Paper's facilities with just one wireless Array in each building, drastically reducing the installation time and number of cable drops required. With such a cutting-edge device, Xirrus is able to provide a wireless network that is as reliable as a wired network quicker than any other offering.

"Middleton Paper is a very well-known independent Paper Merchant/Converter in the United Kingdom with a reputation for the highest quality customer service and products. With Xirrus wireless Arrays, they now have a wireless network that that will save them time processing orders and tracking inventory from receiving to shipping – saving enormous amounts of time filling customer orders," said Sean Lerner, vice president sales, EMEA, at Xirrus.

Established over 30 years ago, Middleton Paper has developed into a nationally known company whose philosophy is to provide the very best, both in products and customer service. This means not only supplying an extensive range of quality products, but also investing in new technology. Middleton Paper chose Xirrus for their ability to provide pervasive coverage throughout their facilities with far fewer devices. This choice saved them both time and money, while assuring a reliable and robust wireless network that they could trust to live up to the Middleton Paper standards.

### The Xirrus Advantage

With the explosion of smartphones and tablets, mobility has become ubiquitous. People expect to connect wirelessly. Organizations depend on high-bandwidth to send and receive voice, video and data, from any device to any one. And no one delivers better than Xirrus. Our array-based solutions are unique. They draw from cellular tower design principles to provide wired-like reliability, increased user density and capacity plus superior security. They perform under the most demanding conditions and have lower infrastructure requirements. When integrated with business and IT objectives, they help you do more than ever before.

At Xirrus, we apply the "best practices" of wired networking to wireless infrastructures by distributing the intelligence to the edge and outfitting the Array with dense multi-state radios in the same manner as a wired switch. That's how Xirrus delivers the best performing, most scalable wireless solutions in the industry. It's a strategic IT infrastructure advantage that fuels organizations. Because Xirrus does wireless networks right.



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MARTIN TRAVIS,  
IT/project manager at  
Middleton Paper



1.800.947.78.71 Toll Free in the US  
+1.805.262.1600 Sales  
+1.805.262.1601 Fax  
2101 Corporate Center Drive  
Thousand Oaks, CA 91320, USA

To learn more visit:  
xirrus.com or  
email info@xirrus.com