

# CASE STUDY

## Stonex India



### About Stonex

Stonex India is one of the largest providers of natural stone in Asia. They procure, process and sell over 500 varieties of stone curated from all over the world, highlighted by a luxury collection of white marble, granite, travertine, onyx, limestone, and semi-precious stones. In 2020, Stonex India sold over 8 million square feet of stone.

They have more than 450 employees spread throughout their headquarters in New Delhi, a showroom in Delhi, and one of Asia's finest manufacturing facilities in Kishangarh.

### THE PROBLEM

As Stonex India grew, their facilities grew too. They needed to ensure that staff and guests had Wi-Fi access throughout their showroom and their state-of-the-art manufacturing facility. They were in search of a powerful, modern solution that could handle hundreds of devices and provide strong security protection right out-of-the-box. Showroom staff required a strong Wi-Fi signal to provide top-notch customer service while being able to communicate with other staff, while factory employees needed a reliable Wi-Fi connection to ensure access to critical manufacturing plans. Most importantly, Stonex India wanted a Wi-Fi solution that could be easily installed while being easy-to-manage from one centralized interface.

**TNS**  
built by professionals

### Provided By TNS Networking

TNS is your trusted Solution provider with over 1 million Man-hours of Domain Expertise in Network Integration, Servers, Storage and Virtualization, AV Integration, Physical and Information Security, Building Management Systems etc.

## PRODUCTS DEPLOYED



**GWN7630**  
**Wi-Fi Indoor**  
**Access Point**  
Indoor spaces



**GWN7630LR**  
**Outdoor Long-Range**  
**Wi-Fi Access Point**  
Outdoor areas



**GWN.Cloud**  
**Cloud Management**  
**Platform**  
Access Point Management

## WHY GRANDSTREAM?

Grandstream was chosen to build a powerful, modern Wi-Fi network that can provide a strong and reliable connection for hundreds of devices along with strong security protection. The QoS feature on GWN series devices ensured a strong staff network bandwidth while blocking website cookies on guest networks. Captive portals were created and used in the deployment to offer secure Wi-Fi access to guests.

### **GWN7630**

The GWN7630 is a high-performance 802.11 ac Wave-2 Wi-Fi access point and offers dual-band 4x4:4 MU-MIMO technology and a sophisticated antenna design for maximum network throughput and expanded Wi-Fi coverage range.

### **GWN7630LR**

Long-range APs were chosen to provide extended coverage range both indoors and outdoors. The GWN7630LR is an outdoor long-range 802.11 ac Wave-2 Wi-Fi access point, offers weatherproof casing and heat resistant technology, dual-band 4x4:4 MU-MIMO technology, and a sophisticated antenna design for maximum network throughput that supports 200+ clients and an expanded 300-meter coverage range.

### **GWN.Cloud**

Both sites were integrated on one centralized cloud management platform, GWN.Cloud. GWN.Cloud is a free enterprise-grade, management platform for Grandstream GWN series devices. Thanks to streamlined monitoring and maintenance, managing your network across multiple locations has never been easier.

## THE SOLUTION

Stonex India hired TNS Networking Solutions Pvt Ltd to create and install their new networkingsolution. TNS Networking Solutions introduced Stonex to Grandstream's GWN Series of networking solutions, which they adopted throughout their showroom and factory. The solution featured 80 of Grandstream's GWN7630LR Long-Range Wi-Fi Access Points and utilized GWN.Cloud, Grandstream's free enterprise-grade management platform, to centrally manage the entire solution. This cloud management platform allowed Stonex India to manage all 80 access points in one account that can be accessed from anywhere via the web and a mobile app. GWN.Cloud also made it easy for them to monitor and check performance and adjust network settings remotely.

TNS Networking Solutions installed 60 GWN7630LR's indoors and outdoors at Stonex's factory and 20 GWN7630LR's indoors at their showroom. TNS Networking Solutions deployed captive portals across all APs to offer secure and trackable Wi-Fi access for Stonex India's guests. They utilized QoS to ensure that network access for Stonex's staff is never impacted-by and is prioritized-over guest traffic. QoS settings along with URL filtering were also used to limit guest network bandwidth while blocking website cookies.