

## CASE STUDY: METRO TORONTO CONVENTION CENTER

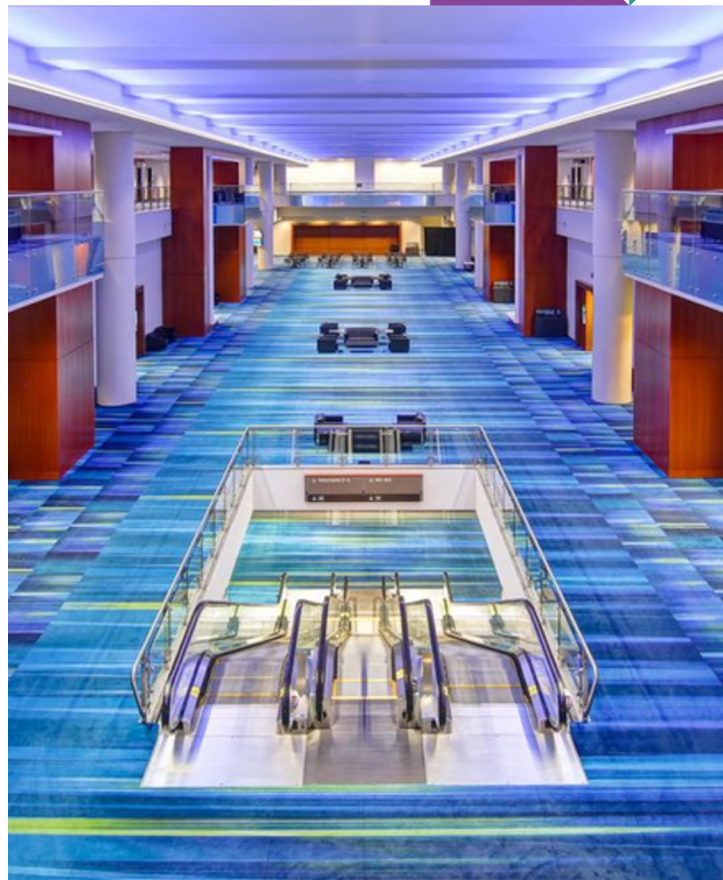
Canada's leading convention centre has been using SolutionIP FLEX® for over 20 years, and were the first customer to use Exhibitor Connect.

Here's how we've worked together to keep their hundreds of thousands of clients happy and connected.

### The Client

Metro Toronto Convention Centre (MTCC) has over 442,000 square feet of convention space. They need a solid network, both wired and wireless, and utmost control over every part.

MTCC is always on the cutting edge of technology, and their network is a big part of that. They have a dedicated, talented in-house IT staff, so any product they use needs to be easily managed by them.



### Needs

MTCC needed network management software that worked with their hardware. With multiple shows being hosted at once, they required something robust that would keep thousands of attendees connected and happy, while also keeping various networks segregated.

They also have exhibitors who wanted to stand up their own networks in their booths. This is detrimental to the overall Wi-Fi services, and MTCC wanted a better solution for separate, on-floor networks.



## SOLUTIONS

### SOLUTION IP FLEX®

- Robust gateway
- Branded captive portal
- S.M.A.R.T dashboard
- Hardware Agnostic

### EXHIBITOR CONNECT

- Self-managed by exhibitors
- Private network groups
- Ease IT staff burden
- Event branding
- Additional revenue stream



## SOLUTION IP FLEX®

### Robust Gateway to Manage it All

MTCC utilizes our industry-leading internet gateway, SolutionIP FLEX® to manage their network. It is hardware agnostic, so it will work regardless of which switches and access points are used. The captive portal is branded for the venue, and there are revenue opportunities for sponsorship of Wi-Fi networks for each event.

MTCC staff monitor performance from anywhere with the S.M.A.R.T. dashboard.

Our gateway runs laps around the competition and easily handles MTCC's thousands of users.

## EXHIBITOR CONNECT

### "At-Home-Like" Network Management

Exhibitor Connect allows exhibitors to manage their own private and secure network, with at-home-like experience. With their own access code, they can add and remove devices with ease.

This frees up MTCC's IT staff, and removes the problem-causing complexities of external routers and access points.

This solution adds extra revenue streams - the service itself is an add-on, and the portal offers sponsorship opportunities.

## TESTIMONIAL



"Exhibitor Connect provides a seamless and secure platform for exhibitors. It offers a more efficient way for exhibitors to stay connected, which saves time and resources."

**CHRIS TAYLOR**

Telecommunications Manager, MTCC



## EXHIBITOR CONNECT SAVES VENUES MONEY

### 3 Ways It Cuts Costs

When you enable SolutionIP FLEX® Exhibitor Connect, you give exhibitors the power to manage their own devices at their booth. This means saving money by:

- Fewer IT staff hours
- Less additional power
- Less infrastructure

Main screen of Exhibitor Connect, showing access code, adding a new device, trash can to remove a device, etc.

## CONTACT

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## TESTIMONIAL



"At the MTCC, we value innovation and new ideas that can benefit events. For that reason, we were eager to integrate Exhibitor Connect when it became available."

**CHRIS TAYLOR**

Telecommunications Manager, MTCC