



# Choosing In-building Wireless Solutions

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Black Box Network Services  
Wireless Solutions Practice

# Outline

- » Introduction
- » Problem Definition
  - » Service Requirements
  - » Existing Coverage
  - » Venue Characteristics
  - » Other Considerations
- » Signal Sources
- » Carrier Coordination
- » All-inclusive Delivery
- » Questions

# Introduction

- » Seeking Value
  - » Performance
  - » Cost
  - » Rapidity of deployment
  - » Obsolescence
- » Two Flaws
  - » Putting the solution before the problem
  - » Non-economic decision making
- » Defining Problems

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  - » Services
  - » End-users
  - » Carriers
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    - » Voice
    - » Data
    - » Other
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  - » RF Benchmarking
  - » Select Service Providers
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  - » Vertical
  - » Continuity
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  - » Cost Constraints
  - » Solution Urgency
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## Carrier Coordination

- » Design Standards
- » Testing Requirements
- » Equipment Preferences
- » Sector Count
- » Signal Source Costs
- » Signal Source Lead Time

## All-Inclusive Delivery

- » System Integration Partner
- » RF Benchmark
- » Detailed Site Survey
- » Choose Solutions
- » Design Systems
- » Install Systems
- » Connect Service Providers
- » Ongoing Maintenance and Support

## Orphaned topics and other questions

- » What is the impact of installation labor rates on product selection?

# Acknowledgement

Additional editorial services provided by:

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