

Montreal Condo Case Study

When it comes to luxury condominium buildings, tenants want top-of-the-line amenities: doorman, views, gyms, lounges, outdoor terraces, and more. Developers spare no expense because of these high-end demands and you'd think best-in-class cellular connectivity would be part of the package, but not always. In fact, with floor-to-ceiling glass windows covering many modern condo buildings, cellular signal is often compromised. That was the case with a newly built luxury condo in the center of downtown Montreal.

The Challenge

As the condo neared its grand opening, the building's key systems were not functioning due to lack of cellular service. The glass windows and doors that covered the building interfered with the signal that drove the building's intercom, security and elevator telephone systems, despite the fact that the antennas operating these systems were located just a few feet from the glass doors. When the glass lobby doors were open, the cellular signal was a strong -60 decibels, but as soon as it closed, the signal fell dramatically to -120 decibels.

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Further complicating the situation was a tight deadline and the fact that all of the fixtures and marble floors had already been installed, meaning installation would need to be handled carefully.



The Solution

Needing a quick fix, the building developers and Bell Canada contacted Stephen Friedman, vice president and chief operating officer of WilsonPro dealer Cellworx.

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Friedman met with architects and engineers to locate the best spot for a donor antenna. They pinpointed a spot on top of a parking garage behind the building from which they could run a low-loss cable into the ceiling of the condo building's lobby. From there, Friedman could run the cable into the security room where most of the affected equipment was stored. In the security room, Friedman installed a Wilson AG PRO 4G amplifier, which provided enhanced, carrier-agnostic service to the building.

The Results

After installation, all critical systems inside the building were up and running just in time for the opening. The signal inside the building was enhanced to approximately -50db, far improved from the -120db the lobby received before the project began.

Friedman called specific attention to the value of the passive distributed antenna system (DAS) solution. "When compared to active DAS, there's no wait period, it's lower cost and it's carrier neutral," he said.

While the project was a success, Friedman cautions developers against waiting until the last minute to think about cellular connectivity. "You can save a lot of time, anxiety and money by thinking about the process ahead of time," he said. "It's 50% more expensive to do an installation after the fact"

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