



In this photo, the CradlePoint MBR1000 is installed along with other home automation peripherals. The MBR1000 instantly creates a Wi-Fi hotspot that any Wi-Fi enabled device can connect to—laptop, camera, PDA, etc. The MBR1000 connects devices to the Internet in two ways: via 3G/4G mobile broadband using an EVDO or USB air card, providing high-speed web access virtually anywhere. It can also be plugged into a DSL or cable modem.

DistinctAV Uses CradlePoint to Deliver Broadband to Homes Without DSL / Cable

Distinctive Audio Visual Environments Delivers Internet Connectivity for High-End Home Automation Systems Via CradlePoint Routers and Broadband Mobile Service.

SITUATION

Distinctive Audio Visual Environments (DistinctAV) engineers, installs, and supports highly integrated and thoughtfully engineered home electronics systems such as Home Theaters, Lighting Controls, House Audio, Distributed High-Definition Video, Custom Remotes & Controls, Security, Home Automation, Media Servers, Data & Phone Networks, Structured Wiring, Interiors including Custom Fiber Star Ceilings & Acoustical Treatments, CCTV/Surveillance Cameras, Automated Blinds, Temperature Control, and Energy Management.

DistinctAV's solutions require broadband Internet access, not only to serve the online needs of the homeowners, but also to enable the unique remote management and monitoring services offered by DistinctAV.

CHALLENGE

"We have some clients that are out of traditional land line broadband areas, but have excellent 3G coverage," notes DistinctAV owner Derek Cowburn. "Because these homes do not have neighbors nearby, it's very important to have security and remote monitoring—which requires broadband Internet connectivity—as part of the smart home automation package."

SOLUTION

“We use the CradlePoint MBR1000 and CTR500—along with Verizon broadband mobile service—to provide a single broadband connection to these clients’ homes,” says Derek. “Using DDNS and sometimes Static IPs we are able to reliably connect to their homes instantly and have all the benefits of a wired broadband connection.”

“We found out about the CradlePoint routers through desperation—the other routers we were trying to use weren’t working reliably,” explains Derek. “I found the CradlePoint routers through a web search and read a review that sounded good, so we bought one. It worked well.”

“Thanks for developing a great set of products...”)))

In addition to clients without DSL or cable access, DistinctAV also has a number of clients that do have land line broadband connections, but want to avoid the disruption caused by DSL or cable outages. In these scenarios, DistinctAV uses the MBR1000 to offer failover protection. If the land line connection experiences an outage, the MBR1000 automatically fails over to its 3G broadband mobile Internet connection as a backup. There is no disruption to service and the switch is completely transparent to users. “We’ve used the MBR1000 as a fail-safe, always-up internet device for homes with solid wired Internet but a zero-tolerance client,” reports Derek.

Derek continues: “One of our clients wanted to make a change to his system and needed help. Because I can connect remotely through the CradlePoint router, I was able to write a script for him. Being able to work remotely saves us making a trip out the house.”

In addition to using CradlePoint routers in the residential market, DistinctAV is finding other uses for CradlePoint routers. “We offer a remote security solution for construction projects,” says Derek. “We’ll put a CradlePoint router inside a self-contained unit with security cameras and remotely monitor construction sites. As doors and windows are installed in the building, we’ll add wireless sensors and entry alarms...all connected to the Internet via the CradlePoint.”

BENEFITS

- **Easy.** “[CradlePoint routers] are great,” says Derek. “We don’t have to go through Cisco router training or anything like that to use them.”
- **Robust.** “We need to do a lot of things such as port mapping and port translation,” Derek notes. “The CradlePoint gives us all those kinds of capabilities.”
- **Reliable.** “So far, they’ve been really stable. Our system will automatically restart a component if it fails or looks like it’s going to fail,” reports Derek. “I haven’t seen any logs showing a CradlePoint failure or restart.”
- **Secure.** “[The CradlePoint router] allows us to limit the IP range of incoming traffic, so only our servers can connect to the home system, ensuring security and safety,” Derek reports.
- **Good value.** “If you overpay for one thing, that means you can’t afford something else,” notes Derek. “The CradlePoint costs a little more, but you’re getting a lot more features.”

Derek concludes: “CradlePoint routers are great products. The routing, filtering, and setup capabilities of the CradlePoint routers are excellent and allow us to standardize on the WAN-side interfaces as well as the LAN configurations. This simplifies support and allows us to respond to customer requests very quickly. Thanks for developing a great set of products that are well thought-out and supported!”