

# The Estates at Carpenters

## EAC Saves on Fiber, Managed IT, Cybersecurity, and Voice

[www.estatesatcarpenters.com](http://www.estatesatcarpenters.com) | 877-849-9815

### Problem Solved:

Design a fully redundant network in order to deploy a campus wide communications infrastructure, including Wi-Fi 6 throughout public facilities and resident homes, a fiber optic backbone, managed cybersecurity and IT, and a fully managed business voice phone system with smartphone apps for on-the-go communication.

"Our 12 building 520 room facility opened in 1984. Over the years, our infrastructure had aged rapidly and we struggled to keep up with the demands of new technologies our residents and staff had come to rely on. We needed to fully assess our needs with a reputable vendor and have them help us design a comprehensive solution instead of a band-aid fix," said Brian Robare, CEO of EAC. Proposals were solicited and EAC looked at solutions from Avaya, NEC, Mitel, ShoreTel and Cisco. Priority was placed on the vendor's operational capabilities, service coverage, feature set, and financial feasibility.

A unanimous decision was made by the selection team to choose the Cosaint Technologies platform for EAC's infrastructure refresh with a fully managed access control, camera system, cybersecurity, voice, and robust IT network.

To handle the growing demands of both present and future needs, Cosaint deployed a complete fiber optic network and service package saving them over \$1 million dollars of capital expense over a three year period.

Robare, CEO, and several of the department heads made up the selection team. "We were impressed with Cosaint's process and proposal." said Mr. Robare. "Unlike the other vendors who represented only a single or small part of the over all needed solution, Cosaint designed a 'best of breed' solution that upgraded our existing infrastructure and provided full service coverage with a complete solution."

"Cosaint implemented a fully wireless solution that allows our medical staff to move freely throughout the campus with complete coverage. This is essential to our U.S. News &



We got all of these features on top of a completely redundant, highly available fiber network for less than what we were paying before. This ability is increasingly crucial as we expand our offerings and stay ahead of the many government and medical industry requirements. That's phenomenal! The decision to go with Cosaint was unanimous!

**Brian Robare**  
CEO of The Estates at Carpenters





One of the Estates at Carpenter's beautiful living facilities, all of which are now connected by a robust fiber network and unified communications system despite physical separation on this unique campus layout.

World top rated 24 hour skilled nursing unit" said Robare.

"The Manor," as it's called, is a 24/7 full time skilled nursing facility on campus. From medical emergencies to routine rehabilitation services, residents at The Estates rely on The Manor for dependable, secure, around-the-clock care. That's why the decision to choose Cosaint largely hinged on its demonstrable ability to service The Manor's demands for uninterrupted operation, unified communications, and centrally managed campus access control.

Because of the liability involved in providing medical needs, Security was a top priority. "We wanted to ensure the entire solution was built secure from the ground up," Robare said.

On top of the new redundant network backbone, Cosaint also implemented features that directly connect the staff to

its 500+ residents needs. Each room was outfitted with new electronic access control centrally monitored through Cosaint's platform. Additionally, with the push of a button from anywhere on campus, residents can contact emergency services while simultaneously alerting The Manor's critical care team through Cosaint's ICE Control platform.

"We determined that an open architecture IP telephony platform was the way to handle both our present and future needs," CEO Brian Robare stated.

Anthony Sindoni emphasized the unique nature of this project, "Our community is a vast campus environment. Cosaint has allowed us to offer our residents additional peace of mind by having a real time presence display of their extension and immediate notification of any emergency calls from any phone on the campus network."