

# The Estates at Carpenters

Over \$1 Million Saved on Wi-Fi 6, Managed IT, Cybersecurity, and Voice

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## Problem Solved:

Disjointed campus digital infrastructure was resolved with a fiber optic backbone that powers Wi-Fi 6 throughout public facilities and resident homes, vast numbers of 4k security cameras, managed smart locks, managed cybersecurity and IT, and a business voice phone system with smartphone apps for on-the-go communication.

"Our 400+ resident community opened in 1986. Over the years, our infrastructure aged rapidly and 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 to effectively design EAC a comprehensive solution instead of a band-aid fix," said Brian Robare, CEO & Executive Director. The Estates considered solutions from a number of local and national providers. Priority was placed on the vendors' operational capabilities, long-term viability, feature set, and financial feasibility.

Robare, CEO, and several of the department heads made up the selection committee. "We were impressed with Cosaint's process and proposal," said Mr. Robare. "Unlike the other vendors who only proposed a single or small part of what we needed, **Cosaint designed a comprehensive solution** that

cost-effectively rebuilt our entire digital infrastructure. This investment allows us to not only **stay competitive** in a growing industry, but also expand our offerings in the years to come as we look to deploy 'smart apartments' which will connect residents to technology solutions that increase their ability to enjoy far more independence in our community."

The initial engagement simply started with a enterprise grade voice solution. With **long term plans in mind**, it was designed on top of a new fiber optic network that would eventually serve as the foundation for a full digital refresh: Wi-Fi 6 throughout public facilities and resident homes, 4k security cameras, a fully managed access control system that empowers residents to move freely through both their residences and campus facilities, full coverage WiFi-6, and a robust IT network with cybersecurity.



This infrastructure platform is truly the backbone of everything we plan to do in the next 10 years. Residents now have access to campus-wide WiFi-6, digital access control to their rooms and public areas, and even remote camera-based access control for guests accessing residential premises. We are well on our way to deploying fully managed "smart apartments" to foster more independent living.

**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 enabling unified communications, cameras, and access control - despite physical separation on this pleasant campus.

Because of the inherent liability involved in providing senior care, security was a top priority. "As a Life Plan Community, we are entrusted with a comprehensive connection to data containing the most intimate aspects of our residents' lives. The **risk of jeopardizing so much centralized information** to data loss or malicious activity was concerning. Therefore, we wanted to ensure the entire solution was built redundant and secure from the ground up. Our efforts were rewarded as we then **quickly qualified for cost-effective cybersecurity** insurance to protect us as we grow," stated Robare.

Once the new redundant and secure network backbone was established, EAC was then able to rely on it to implement features that directly connect the needs of its 400+ residents to Estates' staff. Each room was outfitted with new electronic access control that is centrally monitored. Additionally, a campus-wide 4k camera system deployed with low light

capability along with state of the art secure license plate recognition technology. These tools equip residents with both convenience and peace of mind, while effectively equipping EAC security personnel with the tools they need.

"We are proud to have made a decision that enabled us to give residents the confidence they need to **enjoy their experience** in our community, all while saving over \$1.2 million in under 3 years. Cosaint really has cost-effectively addressed both our present needs and future goals, all with the least amount of disruption to our residents," Robare said.

David Littrell, VP of Cosaint, emphasized the unique nature of this project, "Our solution has allowed a fantastic community to provide their residents with life enhancing services while deploying a comprehensive IT package that allowed them to obtain **affordable cybersecurity insurance.**"