



# WIRELESS TRANSMISSION

## From Crisis to 320+ Sites

### Transforming Freight Shipping Connectivity



APPLICATION

### Background & Challenge

In 2017, a trusted KBC channel partner faced a critical challenge. Their customer, a leading freight shipping company, needed an urgent wireless networking solution to keep operations running smoothly. The original manufacturer selected quoted a 9-11week lead time, putting the project at risk and threatening delays across multiple sites. The integrator needed an alternative that offered immediate availability, reliable technology and support for future scalability.

### Solution

KBC Networks was able to step in with a reliable supply chain and in-stock inventory, designing and delivering products right away to keep the project on track. That quick response secured the first deployment and established trust with the integrator and end-user.

As projects expanded, KBC delivered more than just hardware. We worked closely with the integrator and the end-user to address specific operational challenges.

- **Reliable Wireless Connectivity**  
KBC's **point-to-point and point-to-multipoint wireless radios** provided high-performance connectivity, ensuring stable transmission of critical data and video feeds across yards, distribution centers, and remote facilities.
- **Simplified Deployment with Pre-Configuration**  
To reduce on-site complexity, KBC introduced a **pre-configuration service**, programming radios with end-user IP addresses, assigning unique SSIDs and frequencies, and labeling each unit. This created a **plug-and-play installation process**, avoiding errors, saving time and reducing costs, which was especially valuable since many installers were contracted and not part of the integrator's core team.

- **Power Reliability for 24/7 Operations**  
Many radios were mounted on light poles powered only at night by timers or photocells. KBC solved this with **UPS enclosures** that included backup batteries and integrated switches, ensuring continuous daytime operation of the wireless radios and cameras. For sites with constant power, the integrator used **KBC PWB power boxes** for a clean, reliable installation.
- **Expanded Network Solutions**  
Over time, the integrator adopted more KBC products to serve the customer's growing needs, including **Industrial rack-mount Ethernet switches** and **eCopper™ - KBC's extended IP solution** to leverage existing coaxial or UTP cabling, avoiding costly re-cabling projects.

### Outcome

What began as a one-off solution to an urgent need has evolved into a **long-term, trusted partnership** that continues today.

#### Partner Benefits:

- ✓ 320+ site deployments across the U.S. and Canada
- ✓ Multiple expansion phases at individual sites, some with up to five sub-site orders
- ✓ Faster installations and lower labor costs with pre-configured, plug-and-play wireless
- ✓ Consistent product availability and fast-response technical support

With **reliable products, streamlined design services, and proven results**, KBC continues to partner with the integrator and help the customer achieve **secure, efficient, and cost-effective connectivity** across its expanding network of facilities.

