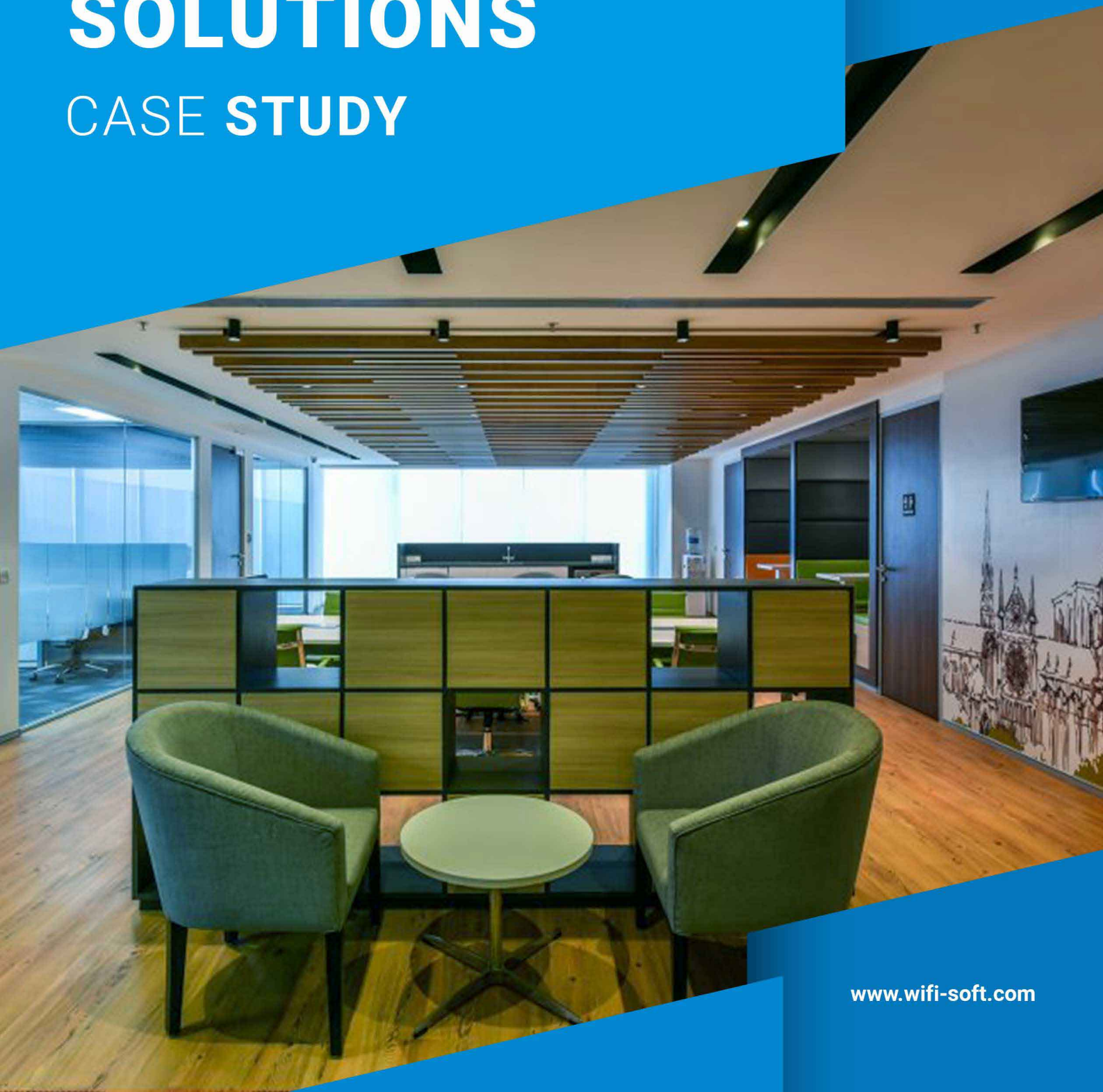


# AWFIS SPACE SOLUTIONS

## CASE STUDY





## OVERVIEW

Awfis is a shared working space facilitator. What this basically means is that they provide a shared office space for companies who either want a modern workspace at a prime location or free lancers who want to network while they work. They have 30 centres in 10 cities with over 5000 members and 500 companies as partners. They were funded by Sequoia India for \$ 20 Million in 2017 and are on its way to be India's largest shared working space provider.



## REQUIREMENTS

Awfis wanted to deploy a wireless internet connection for its occupants at various locations.

They required a solution which could function 24x7 and handle a load of 10000 users daily across over 30 locations in India. They also needed to integrate the authentication with their own database and provide users to login automatically at the facility any Awfis location if they had registered once.



## HOW WE HELPED

- ▶ Reduced OpEx and CapEx
- ▶ Visitors were given access if they had registered once at any location
- ▶ Easy tracking of number of users, bandwidth control, policy management and reporting
- ▶ Ability to manage 10000+ users who transfer around 3 TB of data daily from over 30 locations each
- ▶ Large volume of data to perform analytics
- ▶ Integrated BYOD support
- ▶ Simplified and centralized network management
- ▶ A reduction in network fault calls
- ▶ Ability to remotely control, monitor and troubleshoot
- ▶ Ubiquitous Wi-Fi coverage and stronger signal
- ▶ The ability to support high density environments with more concurrent users per access point
- ▶ Access point Monitoring
- ▶ Proximity marketing and ability to send push notifications and ads

# CASE STUDY AWFIS SPACE SOLUTIONS

Awfis is a pioneer in providing young Indian entrepreneurs the ability to share a modern and advanced workspace in the growing years of their companies. To facilitate this, they decided to deploy an Advanced and Seamless internet connection for its occupants.

With India now embarking on developing new and innovative ideas to support its various schemes like 'Make in India', there is a boom in the number of entrepreneurs in the country. Awfis helps these new entrepreneurs by providing an affordable and technologically advanced work environment. Their founder, Mr Amit Ramani, wanted to promote a 'sharing economy' and came up with this idea in 2015. In a short span of time, they have become the leading players in the industry. Occupants are given the option to buy/ lease a space or work from areas in the cafes and restaurants. They also have 100+ partners that give promotional offers to the Awfis occupants.



# CASE STUDY

## AWFIS SPACE SOLUTIONS

This brings us to their requirement. To be able to cater to such a large number of occupants and to keep them up to date on the ever changing offers promoted by Awfis's partners, they needed a reliable and scalable solution that could be installed at a low cost.



30+

Centers



10+

Locations



5000+

Occupants



500+

Companies



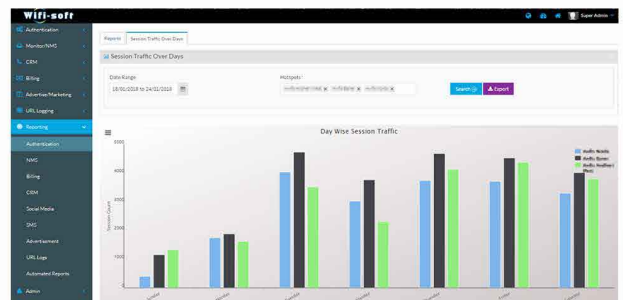
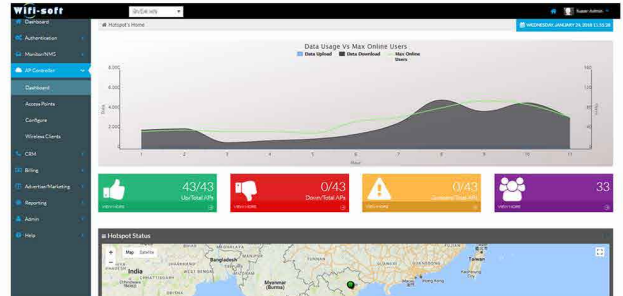
100+

Partners

A brief about their requirement is as below,

- o Handle 10000 users daily
- o Competence to manage over 3 TB of data transfer per day per location securely
- o Integrate authentication with their database
- o Send push notifications and ads for offers to occupants
- o 24x7 operation (as they offer flexi work timings)
- o Employees had to get access across all locations if they were registered at any one location

Wifi-soft's controller can manage all these requirements from a single dashboard and allows the network administrator to troubleshoot remotely. We gave Awfis a 2 month Proof of Concept (PoC) considering the magnitude of users and locations. The PoC was successful and the deployment at all locations is under way.



### Solution details

- ▶ Ability to manage more than 10000 plus users on a daily basis
- ▶ Secure solution to deliver over 20 TB of daily data transfer per location
- ▶ The authentication mechanism was linked to the company's database to provide a more reliable network
- ▶ Awfis partners with other companies to offer many promotions to its occupants. Push messages and ads were sent to the occupants as per their location, company of employment etc.
- ▶ The network is so stable that it can operate 24x7 without any downtime, helping users to work at any time of the day.

# CASE STUDY

## AWFIS SPACE SOLUTIONS

- ▶ Once a user is registered at any location, they are automatically connected to the WiFi at any Awfis location
- ▶ Once an employee leaves the organisation or discontinues its tenure with Awfis, they are automatically disconnected and their registration is cancelled
- ▶ Bandwidth allocation is done to promote fair usage
- ▶ URLs of unwanted and mature content is blocked
- ▶ For users who have not purchased or leased a space and work from cafes and restaurants were to be disconnected after a pre-defined time.
- ▶ BYOD support was provided to help people use a variety of devices with ease
- ▶ Elaborate reports could be generated to keep track of each user's activity
- ▶ User logs and a database with the list of all registered users were maintained to help in analytics and future promotions
- ▶ Integrated billing
- ▶ Access point management was inbuilt in the controller to help save cost
- ▶ Social media integration
- ▶ SMS/OTP authentication while registering a new user
- ▶ Customised captive portal with AD and promotional space
- ▶ MultiWAN and load balancing
- ▶ Reduced capital and operating expenses
- ▶ Uninterrupted and pervasive connection

After the installation, Awfis has seen a steady increase in the occupancy rates, as a major concern at any office is the quality of the wireless network. As per an online survey, the satisfaction level has also increased drastically.

“

*I love the whole idea behind Awfis. It is a lively and inspiring place to work. Moreover, they do not compromise on the services that they provide, like the internet. We have a great high speed internet connection which helps me do my job 24x7.*

- Kavita Deshpande  
Content Writer & Freelancer



📍 Wifi-soft LLC  
815-A Brazos St, Suite 326  
Austin, Texas - 78701 U.S.A

☎ +91 (20) 3018 5500

✉ sales@wifi-soft.com

📍 Wifisoft Global FZE  
P.O.Box - 120360,  
Sharjah, UAE

☎ +971 555310434

✉ sales@wifi-soft.com

📍 Wifi-soft Solutions Pvt. Ltd.  
C-410, Teerth Technospace  
IT Park, Baner, Pune - 411045,

☎ +91 (20) 3018 5577

✉ sales@wifi-soft.com