



## Accelerated In-Building Coverage Deployment for OSI Pharmaceuticals

### CASE STUDY

#### CHALLENGE

OSI Pharmaceuticals develops and commercializes new drugs that prolong or enhance the quality of life for patients with cancer, diabetes, and eye diseases. Founded in the early 1980s, the company has offices in New York, Massachusetts, New Jersey, Colorado, and the United Kingdom. Until this year, however, its headquarters was in a rented, multi-tenant facility in Melville, New York. When the company purchased its own building in nearby Pinelawn, New York in 2005, the 120 employees at headquarters were looking forward to being in their own building; but there was a problem: poor cellular reception.

Over the years, management and administrative personnel had come to rely on BlackBerries and mobile phones with corporate coverage plans from Cingular and Sprint Nextel, but during a year-long remodeling process, the construction crew and corporate visitors to the site noticed that they had no cellular coverage inside the building. Situated on a hillside, the signal from nearby towers was blocked on two sides by hills, and at the back by a concrete wall.



CASE STUDY

"With our executives relying on BlackBerries for email and our IT staff needing Nextel's Direct Connect service for push-to-talk communications, it was essential that we find a way to get coverage everywhere in the building," says Maureen Cardone, purchasing manager at OSI Pharmaceuticals.

Fortunately, the problem arose soon enough that it was possible to deploy a system while the remodeling was underway. After soliciting recommendations from its wireless carriers, OSI acted on Cingular's recommendation and purchased a multi-carrier InterReach Unison Accel® solution. Designed for facilities ranging from 100,000 to 500,000 square feet, the Accel system is a compact, turnkey solution for wireless coverage.

The Accel system was easy to install and OSI Pharmaceuticals leveraged the on-site personnel for the infrastructure runs. "Since there were already electricians on site for the remodeling, we used them to run the cabling for the hubs and antennas," says Cardone. "Then, the electronics were installed and the carriers installed rooftop antennas for their services."

Located in the company's data center, cellular repeaters link to antennas on the roof of the building. From the repeater, the crew used Cat-5 cabling to carry the signals to Accel hubs located in telephone closets on each of the building's three floors. In all, the installation required four Accel hubs (two for Nextel, one for Sprint, and one for Cingular), and 32 antennas.

Thanks to this pre-deployment, employees enjoyed strong and consistent coverage from the first day they occupied the building in early 2006. "There were only a few antennas that had to be redirected after we moved in," says Cardone,

As companies like OSI Pharmaceuticals come to rely increasingly on clear, consistent cellular coverage throughout their facilities, the InterReach Unison Accel products offer a powerful, cost-effective, and easy-to-deploy solution.



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