



Support to improve in-building and on campus wireless connectivity

Service Definition

A G-Cloud 15 service from Real Wireless

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About Real Wireless

Real Wireless is the world's leading independent wireless advisory firm. Its network of experts includes engineers, physicists, economists, security advisors, business strategists and deployment specialists. Real Wireless clients benefit from a comprehensive portfolio of specialists and custom tools that analyse radio network performance, techno-economic impact and the business model implications of wireless systems. With this unmatched resource Real Wireless is able to advise the industry and all user groups, spanning businesses to governments, mobile operators, regulators and technology companies on every aspect of wireless technology.

Real Wireless has applied this unique range of technical and strategic expertise to some of the UK's biggest wireless infrastructure projects – from major stadium connectivity to shopping malls to transport systems — and has worked with operators, vendors and regulators on all forms of wireless connectivity. It has also advised governments and the European Union on the technical, social and economic implications of communications policy.

Real Wireless experts help clients to understand, select and deploy technology according to need; we deliver truly independent advice as we are not affiliated with any association, company or proprietary standard. That is why, with 5G now being deployed, Real Wireless is best placed to guide and advise businesses on the choices and opportunities next generation communications systems will bring.

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Abbreviation	Definition
2G	Second-generation mobile telephone system (or GSM)
3G	Third-generation mobile telephone system (or UMTS)
4G	Fourth-generation mobile telephone system (or LTE)
5G	Fifth-generation mobile telephone system
MNOs	Mobile Network Operators
RND	Radio Network Dimensioning

1 About the Service

The Real Wireless ***Support to improve in-building and on campus wireless connectivity*** service provides strategic guidance and advice along with procurement support to building owners, landlords or occupiers who need to improve the in-building or on campus wireless connectivity including, 4G/5G mobile, Wi-Fi and IoT based building management services. Such improvements could be vital to support cloud services and key use cases required by your work processes for both staff and visitors.

1.1 Approach

We will work with the relevant departments in your organisation and other stakeholders as appropriate. These departments could include: IT services, any external contractors possibly involved in a new build design or a refurbishment and other stakeholders such as MNOs and neutral hosts.

We will then work with you to develop the key use cases that need to be supported over the next say 5 years and use these to identify the wireless service requirements necessary to support these use cases and the benefits they deliver. As appropriate we could hold one or more workshops to elicit details regarding use cases, work processes and priorities.

From this analysis we will develop the options to deliver the necessary improvements in both coverage and throughput within the building or across the camps – this will look at both the technical and commercial options and the use of public and/or private cellular networks

We will provide recommendations as to the most appropriate procurement option(s) that should be pursued and the rationale as to why – this would likely involve some form of market engagement and meetings with potential suppliers.

1.2 Timescales

Depending on your requirements the project could last from 4 to 6 months

1.3 Deliverables

The nature of this type of project means that the main deliverable is support and guidance – backed up by formal reports of our recommendations.

1.4 Project management

Real Wireless controls all assignments in the same structured, robust manner. Project delivery is in line with our ISO 9001:2015 certification which ensures consistency throughout our process from specification of requirements to ultimate delivery on projects of any size and scope.

We will allocate a Project Manager to the call-off who will be responsible for project deliverables and managing the project (including kick-off, progress meetings and peer reviewing deliverables together with tracking project risks, issues, actions and decisions). The Project Manager will be the primary day-to-day point of contact for the Buyer and will monitor satisfaction with our delivery, conduct and outputs.

2 About Real Wireless

Real Wireless is an expert on radio and wireless technologies including full-spectrum wireless: mobile, Wi-Fi, IoT, broadcast, satellite, radio propagation, business radio and more. Our total focus on the sector enables us to provide the practical and strategic advice required by our clients.

2.1 Our people

Our network of experts includes more than 40 engineers, physicists, economists, security advisors, business strategists and deployment specialists. Within our network we have senior-level and academic expertise and a wealth of experience in technical and commercial domains, from operator, regulator, vendor and systems integrator. Bridging the gap between the mobile communications industry and users means we can help the industry better understand and meet the needs of its customers and help users get the best from their mobile technologies to benefit business.

2.2 Proprietary tools

Real Wireless clients benefit from a comprehensive portfolio of specialist and custom tools that analyse radio network performance, techno-economic impact and the business model implications of wireless systems. They enable optimisation encompassing coverage, capacity and co-existence and can utilise data from live networks.

These tools can be applied to the investigation of urban, suburban and rural areas, 4G and 5G coverage and network performance, interference assessment, optimum site location, interference between indoor and outdoor systems, throughput variation within buildings, localised demand, and network dimensioning.

These tools are further extended with recognised models of viable revenue growth to enable the evaluation of business models. When combined with demand forecast tools, we establish a basis for significant strategic insight.

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