

## EION Equipment Fits Needs of Golf Course to a Tee

Enterprise solution



### CUSTOMER

The Cordova Bay Golf Course is located ten minutes outside of Victoria, British Columbia. The facility has two separate courses available to its 650 members: one 18-hole and one 9-hole course.

### CHALLENGES

Cordova Bay Golf Course opened its second 9-hole course in the summer of 1998. With the main network server being located in the clubhouse on the 18-hole course, Cordova Bay was faced with the challenge of creating a central, shared system when it opened its second course. It required a network that would transmit program and data files, enabling staff to instantly update members' account information, regardless of which course they were playing. To maintain the pristine natural environment and give seamless service to its customers, digging into the ground to lay wire was not desirable. Cordova Bay needed to reconsider its options.

### SOLUTION

Implementing two advanced wireless Ethernet bridges, Cordova Bay Golf Course created the wireless network it needed. Now, a point-to-point link between buildings on each course exists. Staff is able to enter account information on either course accurately and quickly into a central repository, and golfers are able to receive seamless hassle free service.

### RESULTS

In a business where the condition of the land dictates success, ripping up the course for network maintenance or upgrading can be done easily, without delaying or halting daily operations and activities.

EION's wireless solutions have also helped the course increase its operational efficiency. With access to Internet and e-mail, staff has increased communications and ability to provide customers with timely and accurate service. The network also gives the business operation the ability for point-of-sale inventory, tee time booking services, and easy access to customer accounts. EION products gave Cordova Bay Golf Course the speed in needed to operate.

*"Going wireless gave us a much faster speed throughput rate than wired telephone lines would have, at a much more reasonable price"*

**Michelle Egan,**  
*Cordova Bay Golf Course*

Where alternative wired solutions would have distributed the course and cost approximately \$250 a month, EION has provided a cost effective solution coupled with a low environmental impact.

*"The cost was not that much considering what we would have had to pay for the same speed and quality if we had gone through one of the telephone companies for a wired solution."*  
Michelle Egan, Cordova Bay Golf Course