



The Osage Casino & Hotel enhanced their guest's experience throughout the complex with mobile connectivity.

CASE STUDY: OSAGE CASINO AND HOTEL

Guests win big at Osage Casino with Premiere Mobile Experience

OVERVIEW

Osage Transforms Complex and Wireless Connectivity

The Osage Casino and Hotel complex in Tulsa, Oklahoma, is located near the heart of the city, and just debuted a \$160 million expansion project that added 247,000 square feet. The 141-room hotel was designed with luxury touches in every room and artwork crafted by Osage tribal artists. The casino offers a world-class experience, from the adrenaline of the high-stakes tables to electronic gaming options. The entire complex was created with the guest's comfort in mind, and that included robust wireless connectivity. The Osage Casino and Hotel turned to leading system integrator Longent

LLC who partnered with JMA Wireless, a global leader of mobile wireless systems, to provide the right solutions to enhance the guest's experience throughout the complex.

SITUATION

Expanding complex required a dense wireless network

There were a few challenges that Longent and JMA Wireless had to contend with to make sure the hotel and casino were able to offer an unrestricted and, when possible, **fully immersive guest experience through mobile technology**. Large entertainment venues are built of materials that impede cellular signals to mobile devices. Also, a sprawling complex like the Osage Casino



\$160 million expansion project



247,000 sq. ft added



141 Room hotel



Increase
guest satisfaction



Seamless
Mobile connectivity



Streamlined
business operations

“ We are confident our choice of the JMA solution and Longent as the integrator provides our guest with outstanding cellular coverage.”

JPE ROYBAL, CHIEF INFORMATION OFFICER
OSAGE CASINO

and Hotel lures thousands of guests, which meant that the complex had to deal with the issue of densification, defined as a highly concentrated area of mobile subscribers with high demand for cellular connectivity. This was a concern because of the hotel's abundance of entertainment centers, including the casino, convention space, restaurants, bars, and even a brewery.

The biggest challenge was installing into a venue that was still under construction, as well as meeting the goal of being on-air for the Grand Opening, located in major metropolitan areas such as New York City. The wireless network must be able to support staff, guests and first responders during times of crisis. Lack of connectivity for first responders, in particular, is critical and can make an emergency situation even worse.

SOLUTION

Wireless equipment delivers with smallest industry footprint

Longent chose the JMA Wireless DAS (distributed antenna system), a modular rack-based solution with a footprint that's 30 percent to 70 percent less than other competitive offerings. The system now supports two carriers and two bands, 1900 MHz and 2100 MHz, with the modularity to add two more carriers in the coming year. This ability makes the JMA DAS future-proof, with the casino and hotel able to leverage existing equipment to add new carriers or technologies as needed. The JMA two-sector solution was deployed in fourteen weeks, phased across the newly constructed



events center. The installation was spread out over time to allow the facility General Contractor to construct just ahead of where Longent needed to install the JMA equipment.

RESULT

Strong partnership yields project success

The Osage Casino and Hotel now experience the ultimate in wireless communications, thanks to JMA Wireless technology. Guests move seamlessly across the entire complex, achieving ubiquitous coverage, as they share the excitement of their visit on social media. Longent executives stressed that the entire team made the project a success, including the executives and staff at Osage Casino, who removed every roadblock that might have kept the project from being on time and at budget.

The JMA Wireless team supported Longent through every phase of the project, providing design support, state-of-the-art technology, and constant availability during the construction process. The close partnership between JMA Wireless and Longent resulted in a very satisfied customer.

The newly constructed **Skyline Event Center** is now capable of delivering wireless capacity for fans and performers, which will help attract top talent.



The Osage Casino is another effective example of how one of many Longent financial models accomplished the customer's goals. **Osage Casino and JMA wireless were exemplary partners in this venture, and together we worked to accomplish a very successful project.**"

RICK YOUNGBAR, CEO
LONGENT LLC

About JMA Wireless

JMA Wireless is the leading global innovator in mobile wireless connectivity solutions that ensure infrastructure reliability, streamline service operations, and maximize wireless performance. Employing powerful, patented innovations their solutions portfolio is proven to lower the cost of operations while ensuring lifetime quality levels in equipment and unrivaled performance for coverage and high-speed mobile data.

JMA Wireless solutions cover macro infrastructure, outdoor and indoor distributed antenna systems and small cell solutions. JMA Wireless corporate headquarters are located in Liverpool, NY, with manufacturing, R&D, and sales operations in over 20 locations worldwide.

FOR MORE INFORMATION:
jmawireless.com

About Longent

Longent is a premier integrator of in-building and wide-area wireless solutions, supplying best-in-class design, implementation, project management, and maintenance services. To support their efforts, Longent utilizes Distributed Antenna Systems (DAS), fiber-fed repeaters, Wi-R, and multi- and single-operator systems in both public and private venues. Longent's high level of expertise in design, development, and deployment enables them to create customized, future-proof wireless solutions to satisfy customers' coverage and capacity needs.

Longent's neutral approach to developing innovative, multi-operator DAS networks is in use at corporate campuses, hospitals, universities, airports, and malls throughout the Southeast and Mid-Atlantic regions.

FOR MORE INFORMATION:
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