



As more wireless devices are used to control and interact with automation systems, residential contractors face a substantial challenge: selling and supporting a robust wireless platform that can service the client's automation system and general wireless computing needs.

"Mobile device integration is a very real part of our industry's future. It's not going away," said Dave Pedigo, senior director of technology at CEDIA.

Residential installers must also have the skill to design, program, and implement **enterprise-grade** wi-fi

technology networking platform.

(Why enterprise-grade? Because frankly that's what it will take to make wireless work well in a significant residential install.)

The good news is, there is a strategy available that offers an opportunity for both greater project profitability and system reliability: enterprise-grade managed Wi-Fi with a centrally managed wireless controller.

To help installers develop this service offering, CEDIA's Technology Advisory Group offers **Mob**

Enterprise-Grade Wireless Infrastructure Strategy

Written by Bob Snyder
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ile Devices in Residential Systems Integration

white paper series that both examines and recommends

best practices for the adoption of mobile devices as being core to a company's strategy for a converged IP ecosystem in the home

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The first installment in this series, titled **The Business Case: Why Your Business Needs an Enterprise-Grade Wireless Infrastructure Strategy**, is now available.

The new white paper is available free of charge for CEDIA members and \$9.99 for non-members in the CEDIA Marketplace. Additional white papers on this topic will be released throughout 2012.

Go [The Business Case: Why Your Business Needs an Enterprise-Grade Wireless Infrastructure Strategy](#)