



KAJEET® SUCCESS STORY

Enabling Connectivity in Redondo Beach

THE CHALLENGE: BRIDGING THE CONNECTIVITY GAP

Redondo Beach, a vibrant city with approximately 100,000 residents and a yearly influx of 1 million visitors, faced a significant connectivity challenge. The city's unique waterfront, a picturesque triangle featuring a pier, an outdoor concert venue, and a yacht club, lacked cellular service. The steep hill surrounding the area rendered traditional cellular coverage ineffective, creating both inconvenience and safety hazards for visitors and residents alike.

When Mike Cook assumed the role of IT Director in 2023, the Redondo Beach City Council tasked him with deploying Wi-Fi along the waterfront, a stretch 1/8 mile wide and 3 miles long. Initial consultations with traditional communications companies yielded proposals that were not only technologically outdated but also exorbitantly expensive, some reaching seven figures. Given the absence of a budgeted expense for this project, these solutions were not viable.

THE SOLUTION: KAJEET'S INNOVATIVE APPROACH

In search of a more feasible solution, Mike discovered Kajeet while exploring connectivity vendors recommended by Gartner and Forrester. Managing a small, 8-person department, Mike needed a partner that could offer both innovative solutions and comprehensive support.

Mike's initial contact through the Kajeet website was met with a prompt response, setting the stage for a productive partnership.

Impressed by Kajeet's quick response and ability to think "outside the box," Mike found the Kajeet solution to be cost-effective and scalable for the future.

Kajeet worked closely with Mike to ensure the project remained within the constrained budget while achieving the goal of reliable Wi-Fi coverage where cellular service failed. From purchase order to installation, the project was completed in an impressive 4 weeks. Kajeet managed the entire process, coordinating with other vendors and overseeing all final adjustments, a critical factor for Mike given his limited departmental resources.

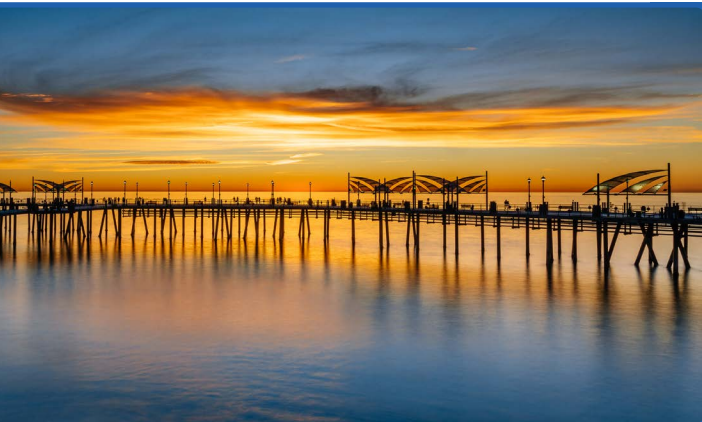
Throughout the project, Kajeet's technical expertise and commitment to communication shone through. Despite encountering a few challenges, their team equipped Mike with the knowledge to troubleshoot independently, fostering a sense of confidence and autonomy.



THE IMPACT: SUCCESS & FUTURE INNOVATION

The successful deployment of Wi-Fi along Redondo Beach's waterfront has been met with enthusiasm from the City Council, who are thrilled with the project's timing, cost-efficiency, and performance.

Looking ahead, Kajeet and Redondo Beach are eager to continue collaborating to enhance cellular signals through a Neutral Host Network. This future project underscores the strength of partnership and a mutual commitment to innovative connectivity solutions.



KAJEET'S COMPETITIVE ADVANTAGES

1. Speed to respond, design, & deploy
2. Creative, technologically advanced solutions
3. Technical expertise
4. Budget-conscious
5. Communication



Redondo Beach's success story exemplifies innovative, reliable connectivity solutions that address unique challenges and drive impactful results.

Contact us today at [Kajeet.com](https://kajeet.com) or call **866.4Kajeet** to schedule a free demo.

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