



MERAKI MR CLOUD-MANAGED WI-FI FOR HEALTHCARE

**RELIABLE HIGH-DENSITY WIRELESS WITH EXPERT EKAHAU DESIGN,
TURNKEY INSTALLATION & MANAGED SERVICES**

A complete operational transformation guide for regional healthcare provider groups, regional health systems, and physician-owned practices – brought to you by **BTI Communications Group**, Cisco Meraki Authorized Partner serving CA | AZ | IL.

99.99% WIRELESS UPTIME

Guaranteed availability across all clinical environments

EXPERT EKAHAU DESIGN





Predictive modeling, on-site validation & ongoing optimization

FIXED-PRICE DELIVERY

Zero variance, guaranteed outcomes, own installation crews

HIPAA-COMPLIANT

Built-in segmentation, audit logging & ePHI protection

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EXECUTIVE SUMMARY

Healthcare wireless infrastructure has never carried more mission-critical weight – and the cost of failure has never been higher. Every dropped connection interrupts a nurse's workflow, delays a telemedicine consultation, exposes an IoT medical device to network instability, and creates a potential HIPAA compliance gap that regulators and auditors will find before you do.

Today's healthcare environments demand wireless networks that go far beyond basic connectivity. Regional health systems, multi-site physician groups, physician-owned practices, outpatient clinics, and long-term care facilities are simultaneously managing dense populations of staff devices, patient tablets, visitor smartphones, biomedical IoT sensors, infusion pumps, cardiac monitors, and real-time telemedicine video streams – all on the same physical infrastructure. Legacy wireless controllers and aging access points simply were not designed to handle this level of concurrent demand, and the operational consequences are measurable: reduced clinical throughput, frustrated staff, patient safety risks, and mounting regulatory exposure.

BTI Communications Group delivers a complete, infrastructure-led solution that eliminates these risks entirely. Our approach combines **Cisco Meraki MR cloud-managed Wi-Fi** – the industry's most operationally proven platform for high-density healthcare environments – with **expert Ekahau-designed deployment** that uses predictive RF modeling and on-site validation to guarantee coverage where it matters most. Every engagement is executed by BTI's own fleet of certified installation crews, includes all cabling infrastructure from fiber to copper, and is backed by 24/7 managed services with SOC, SIEM, and NOC integration.

The result is a turnkey wireless transformation delivered at a fixed price with zero variance, ongoing managed services for a predictable monthly fee far below what legacy controller-based systems cost to operate, and continuous Ekahau-powered optimization that keeps your network performing at peak as your facility grows and your device mix evolves.

KEY OUTCOME: UPTIME

99.99% wireless availability with cloud-redundant Meraki architecture and proactive NOC monitoring.

KEY OUTCOME: COMPLIANCE

HIPAA-compliant coverage with built-in ePHI segmentation, audit logging, and clinical traffic isolation.

KEY OUTCOME: COST SAVINGS

Eliminate costly legacy wireless controllers and unpredictable support contracts with one predictable monthly managed services fee.

THE CHALLENGE: LEGACY WI-FI IN HEALTHCARE

If your healthcare organization is still running a traditional controller-based wireless infrastructure, you are managing a system that was architected for a fundamentally different era of clinical computing. The demands placed on today's regional health systems, multi-site physician groups, physician-owned practices, and healthcare provider networks – in terms of device density, application sensitivity, regulatory scrutiny, and cybersecurity exposure – have outpaced what legacy platforms can reliably deliver. Understanding the specific operational gaps is the first step toward eliminating them.



DOWNTIME & CARE DISRUPTION

Every minute of wireless downtime directly impacts nursing workflows, physician rounding, medication administration via BCMA systems, and real-time access to EHR platforms. Studies consistently show that unplanned IT downtime in healthcare costs between \$5,600 and \$9,000 per minute in operational productivity alone – not counting the patient safety implications of delayed clinical data access.



COVERAGE GAPS IN DENSE ENVIRONMENTS

Regional healthcare provider groups and physician-owned practices often operate in dense, mixed-use environments with reinforced concrete, imaging suites, stairwells, parking structures, and rapidly changing device populations that create persistent dead zones and interference patterns. Legacy access points cannot compensate for these conditions without expert Ekahau-level design methodology.



HIPAA WIRELESS COMPLIANCE RISK

Electronic Protected Health Information (ePHI) transmitted over wireless networks is subject to the full scope of HIPAA Security Rule requirements. Legacy wireless systems frequently lack the granular segmentation, audit logging, access control enforcement, and traffic isolation capabilities that modern compliance frameworks demand – creating real regulatory exposure for your organization.



MEDICAL IOT CYBER EXPOSURE

The proliferation of networked biomedical devices – infusion pumps, patient monitors, imaging systems, nurse call platforms, and environmental sensors – has dramatically expanded the wireless attack surface in healthcare. Legacy wireless architectures without built-in Layer 7 visibility and segmentation leave these devices dangerously exposed to lateral movement attacks that can compromise clinical operations.

⚠️ Legacy wireless controllers represent both a capital budget liability and an ongoing operational risk. Hardware maintenance contracts, manual firmware management, limited visibility, and the absence of cloud-scale analytics make them increasingly incompatible with modern healthcare operational and compliance requirements.

THE MERAKI MR OPERATIONAL TRANSFORMATION FOR HEALTHCARE

Cisco Meraki MR access points, combined with BTI's expert Ekahau design methodology and infrastructure-led managed services, represent a categorical upgrade in how regional healthcare provider groups, regional health systems, and medium-sized physician-owned and operated practices manage, secure, and optimize their wireless networks. This is not a hardware refresh – it is a complete operational transformation that delivers measurably better outcomes across every dimension of wireless performance.

ZERO-TOUCH DEPLOYMENT & CLOUD DASHBOARD

Meraki MR access points are configured and activated entirely through the cloud-based Meraki Dashboard, eliminating the need for on-site controller hardware. New APs come pre-configured, ship directly to your facility, and provision automatically upon connection. This zero-touch model dramatically reduces deployment time and eliminates the single point of failure represented by traditional hardware controllers. The Dashboard provides real-time analytics, client visibility, RF performance metrics, and alerting across every site in your regional healthcare network – from a single pane of glass.

WI-FI 6E PERFORMANCE FOR CLINICAL DENSITY

BTI deploys Cisco Meraki's latest Wi-Fi 6E MR access points, which support the 6 GHz band alongside the traditional 2.4 GHz and 5 GHz spectrum. With MU-MIMO (multi-user, multiple-input, multiple-output) and OFDMA (Orthogonal Frequency Division Multiple Access) technologies, a single Meraki MR AP can simultaneously serve hundreds of concurrent client devices with dramatically reduced latency and interference. This is precisely the performance profile required to support dense clinical environments where dozens of staff, patient, and IoT devices compete for bandwidth across a single clinic, specialty practice, or multi-site provider organization.

1

EKAHAU PREDICTIVE DESIGN

RF modeling before a single AP is mounted

2

ON-SITE SURVEY & VALIDATION

Physical walk-testing and heat map confirmation

3

TURNKEY INSTALLATION

BTI's own certified crews handle all cabling and mounting

4

MANAGED OPTIMIZATION

Continuous tuning via Meraki Dashboard + NOC

Built-in Layer 7 application control within Meraki MR allows your team to prioritize clinical traffic – EHR access, telemedicine video, VOIP over Wi-Fi – while throttling or blocking non-essential applications on staff and guest networks. Integrated IDS/IPS, malware protection, and automated network segmentation enforce hard boundaries between clinical, IoT, and guest traffic, ensuring that a compromised visitor device cannot reach your biomedical network. BTI's ongoing Ekahau-powered optimization ensures that as your facility layout, device population, and application mix evolve, your RF environment is continuously re-validated and adjusted to maintain peak performance.

EKAHAU-POWERED DESIGN: THE SCIENCE BEHIND RELIABLE HEALTHCARE WI-FI

Every BTI regional healthcare provider group and medium-sized physician-owned Wi-Fi engagement begins with a rigorous Ekahau design process that the vast majority of wireless providers – including most VARs and even some larger integrators – simply do not have the expertise or tooling to execute properly. This is the technical foundation that separates a wireless network that performs reliably in a clinical environment from one that looks adequate on paper but fails in practice.

01

FACILITY DISCOVERY & DOCUMENTATION REVIEW

BTI's RF engineers begin by reviewing your facility's architectural drawings, construction materials (concrete, lead shielding, glass), existing AP placement, switch infrastructure, and current SSID/VLAN configuration. We also conduct a thorough inventory of all device types – clinical workstations, tablets, VOIP handsets, nurse call systems, biomedical IoT, and guest devices – to understand the complete RF demand profile before any design work begins.

03

ON-SITE ACTIVE & PASSIVE SURVEY

For existing environments or pre-deployment validation, BTI engineers conduct on-site Ekahau active and passive surveys using Ekahau Sidekick hardware. These walk-testing surveys capture actual RF conditions in your facility, identify interference sources (microwave ovens, patient monitoring equipment, competing networks), and validate or refine the predictive model with real-world data.

02


EKAHAU PREDICTIVE RF MODELING

Using Ekahau Pro software, BTI engineers build a full predictive model of your facility's RF environment, incorporating material attenuation values, channel planning, AP placement optimization, and power level configuration. The output is a detailed heat map showing predicted signal strength, interference potential, and channel utilization across every area of your regional healthcare provider group – before a single access point is installed.

04

POST-DEPLOYMENT VALIDATION TESTING

Following installation, BTI performs a full Ekahau validation survey to confirm that actual coverage matches the design specification. We verify signal strength, roaming performance (critical for VOIP-over-Wi-Fi and clinical mobility), channel utilization, and application throughput at clinically relevant locations throughout the facility. Any gaps identified during validation are corrected before the network is signed off.

 BTI's Ekahau methodology is not an add-on service – it is the engineering foundation of every healthcare Wi-Fi deployment we execute. This is why our regional healthcare provider group and physician-owned practice clients experience the performance outcomes that other providers promise but rarely deliver.

REAL-WORLD HEALTHCARE WI-FI RESULTS & ROI

Operational outcomes are the only metrics that matter in healthcare IT. Below is a representation of the measurable improvements BTI's Meraki MR deployments consistently deliver across regional healthcare provider groups, regional health systems, and medium-sized physician-owned practices. These results are achievable because of the combination of Cisco Meraki's platform capabilities and BTI's expert Ekahau design and managed services methodology.

99.99%

WIRELESS UPTIME

Achieved across multi-site Meraki MR deployments with cloud-redundant architecture and 24/7 NOC monitoring.

60%

FASTER ISSUE RESOLUTION

Reduction in mean time to resolution for wireless incidents via Meraki Dashboard real-time alerting and remote diagnostics.

40%

COST REDUCTION

Average reduction in total wireless infrastructure cost vs. maintaining legacy controller-based systems with hardware maintenance contracts.

3X

COVERAGE IMPROVEMENT

Increase in verified RF coverage in previously problematic areas including stairwells, imaging suites, and basement clinical spaces.

CLIENT SUCCESS: REGIONAL HEALTH SYSTEM

A 340-room regional clinical health system operating 20 sites replaced aging Cisco WLC-based infrastructure with a BTI-designed Meraki MR deployment covering 207 access points across all facilities. Following Ekahau validation, the health system reported zero wireless-related EHR downtime incidents in the first 12 months post-deployment. Telemedicine session drop rates fell from 8.3% to under 0.4%. The IT team reduced wireless helpdesk tickets by 55% through Meraki Dashboard self-service visibility. Total annual wireless infrastructure cost decreased by \$142,000 versus the previous controller and support contract model.

CLIENT SUCCESS: MULTI-SITE PHYSICIAN GROUP

A 12-location outpatient specialty group standardized on Meraki MR with BTI managed services across all sites. BTI's Ekahau pre-deployment design identified and corrected seven critical coverage gaps that previous surveys had missed, including dead zones in two procedure rooms used for video-assisted clinical consultations. The group achieved HIPAA wireless audit readiness within 60 days of deployment completion, eliminating a pending compliance finding. Staff device roaming performance – critical for the group's VOIP-over-Wi-Fi deployment – improved from a 3.2-second average roaming transition to under 50 milliseconds.

- ✔ BTI clients consistently report that the Ekahau design and post-deployment validation process alone identifies and resolves coverage and performance issues that would have taken months of reactive troubleshooting to diagnose without it. This is the operational difference that expert methodology delivers.

HIPAA COMPLIANCE & MEDICAL IOT SECURITY ON MERAKI MR

Wireless network security in healthcare is not optional, and it is not a feature you can retrofit after deployment. HIPAA's Security Rule requires covered entities to implement technical safeguards that protect the confidentiality, integrity, and availability of ePHI transmitted over wireless networks – and the specificity of modern OCR audit expectations means that vague, controller-based configurations are no longer sufficient. Meraki MR, deployed with BTI's clinical segmentation architecture, delivers a compliance posture that withstands rigorous audit scrutiny for regional healthcare provider groups, multi-site physician groups, and physician-owned practices.



CLINICAL TRAFFIC SEGMENTATION

BTI configures dedicated SSIDs and VLANs for clinical staff, biomedical IoT devices, and guest/patient access. Meraki MR enforces hard Layer 2 and Layer 3 boundaries between these segments, ensuring that guest devices cannot reach clinical systems and that compromised IoT devices cannot pivot to EHR servers or clinical workstations. This architecture directly satisfies HIPAA's access control and transmission security requirements for regional health systems and physician-owned practices.



AUDIT LOGGING & REPORTING

The Meraki Dashboard maintains comprehensive audit logs of all administrative actions, configuration changes, and client association events. BTI integrates Meraki's API-driven logging with your SIEM platform to deliver the continuous, tamper-evident audit trail that HIPAA's audit controls standard requires. Our GRC team can generate compliance-ready wireless network reports for your annual risk assessment or OCR audit preparation across multi-site physician groups and regional healthcare provider organizations.



INTEGRATED IDS/IPS & MALWARE PROTECTION

Meraki MR's integrated Adaptive Policy capabilities, combined with the Meraki MX security stack that BTI typically co-deploys, deliver Layer 7 application visibility, intrusion detection and prevention, and cloud-based malware scanning at the wireless edge. Threats targeting medical IoT devices – including known vulnerabilities in infusion pump firmware and patient monitoring systems – are detected and blocked before they can propagate laterally through your clinical network.



802.1X & CERTIFICATE-BASED AUTHENTICATION

BTI configures Meraki MR with WPA3-Enterprise and 802.1X authentication for clinical SSIDs, ensuring that only authorized devices with valid certificates can access clinical network segments. This eliminates the risk of rogue device association on clinical wireless networks and provides the authentication controls required under HIPAA's person or entity authentication standard for wireless access for physician-owned and operated groups.

WHY BTI GROUP DELIVERS RESULTS OTHER PROVIDERS CAN'T

The healthcare wireless market is crowded with providers who can sell you Meraki hardware. Very few of them can do what BTI does: design it with Ekahau expertise, install it with their own certified crews, integrate it with a full managed security and compliance stack, and back the entire engagement with a fixed-price guarantee and ongoing managed services for a predictable monthly fee. Here is what operationally distinguishes BTI from every other option regional healthcare provider groups, regional health systems, and medium-sized physician-owned practices will evaluate.



EXPERT EKAHAU ENGINEERING

BTI's RF engineers are among the most experienced Ekahau practitioners in the healthcare vertical. We use Ekahau Pro and Ekahau Sidekick for every engagement – predictive design, active/passive surveys, and post-deployment validation. In the most challenging healthcare environments (lead-lined imaging suites, reinforced clinical floors, multi-site outpatient campuses adjacent to medical office buildings), our Ekahau methodology produces designs that perform exactly as specified. No guesswork, no reactive troubleshooting after go-live.



OWN FLEET – OWN CREWS – OWN CABLING

BTI does not subcontract your installation to third-party crews. Our own fleet of certified low-voltage technicians handles every aspect of the physical deployment: cable runs from fiber backbone to copper drops, access point mounting and alignment, switch port configuration, and infrastructure testing. We maintain our own lifts, tools, and equipment inventory. This is not a minor operational detail – it is the primary reason why BTI installations execute on schedule, on specification, and without the coordination failures that plague subcontracted deployments.



24/7 SOC, SIEM & NOC INTEGRATION

Every BTI managed services engagement includes 24/7 integration with our Security Operations Center, Security Information and Event Management platform, and Network Operations Center. Meraki MR telemetry, API-driven alerting, and client event logs feed directly into our monitoring stack, providing continuous visibility into your wireless environment and immediate escalation for security events, coverage anomalies, and performance degradation – before your clinical staff notices an issue.

FIXED-PRICE GUARANTEE

Detailed scope of work with zero cost variance. You know exactly what you are getting and what it costs.

DISCOUNTED HARDWARE PRICING

As a Cisco Meraki Authorized Partner, BTI passes itemized discounts on every hardware and software component to your organization.

ISNETWORLD CERTIFIED

Approved for high-risk environments including regional health systems and physician-owned facilities. Also on LA County TESMA, GSA, and CMAS contract vehicles.

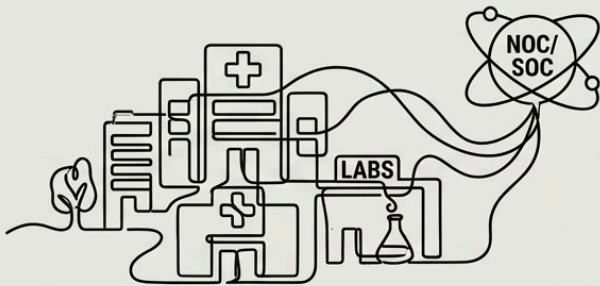
LOCAL ON-SITE TEAMS

BTI maintains local crews in CA, AZ, and IL for rapid on-site response when remote resolution is not sufficient.

FLEXIBLE MANAGED SERVICES FOR EVERY HEALTHCARE MODEL

BTI's infrastructure-led managed IT approach is built around the operational reality that regional healthcare provider groups and systems, as well as medium-sized physician-owned and operated groups, vary significantly in their internal IT maturity, staffing capacity, and risk tolerance. We offer three core delivery models that can be tailored, combined, or transitioned between as your organization's needs evolve – all at a predictable monthly fee that is consistently lower than the true cost of operating equivalent capabilities in-house or through less specialized providers.

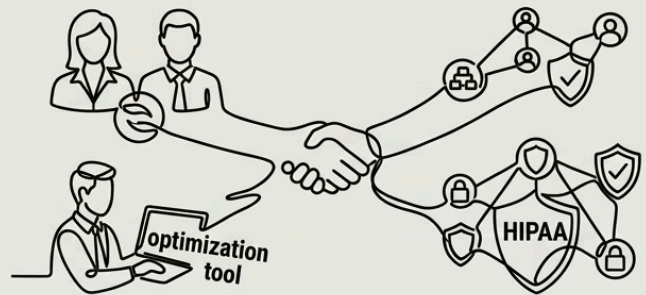
FULLY MANAGED



BTI owns all wireless operations, monitoring, and support.

Ideal for lean IT teams.

CO-MANAGED & MANAGED CYBERSECURITY



CO-MANAGED: BTI supplements your internal IT with NOC, SOC, and optimization expertise.

MANAGED CYBERSECURITY: BTI provides SIEM, SOC, IDS/IPS, and HIPAA compliance monitoring as a standalone overlay to your existing wireless infrastructure.

The fully managed model is particularly well-suited to regional healthcare provider groups, multi-site physician groups, and physician-owned practices that cannot justify the staffing cost of dedicated wireless engineering expertise. BTI's team handles all Meraki Dashboard management, firmware updates, configuration changes, SSID management, client troubleshooting, and compliance reporting – delivering enterprise-grade wireless operations at a fraction of the cost of equivalent in-house capability.

WHAT'S INCLUDED IN EVERY MANAGED SERVICES ENGAGEMENT

- Meraki Dashboard administration and configuration management
- 24/7 NOC monitoring with proactive alerting and escalation
- SOC and SIEM integration for wireless security event management
- On Demand Ekahau optimization reviews and RF adjustments
- HIPAA wireless compliance reporting and audit support
- Firmware and software update management
- Moves, adds, and changes (MACs) included in monthly fee
- GRC integration and annual wireless risk assessment support

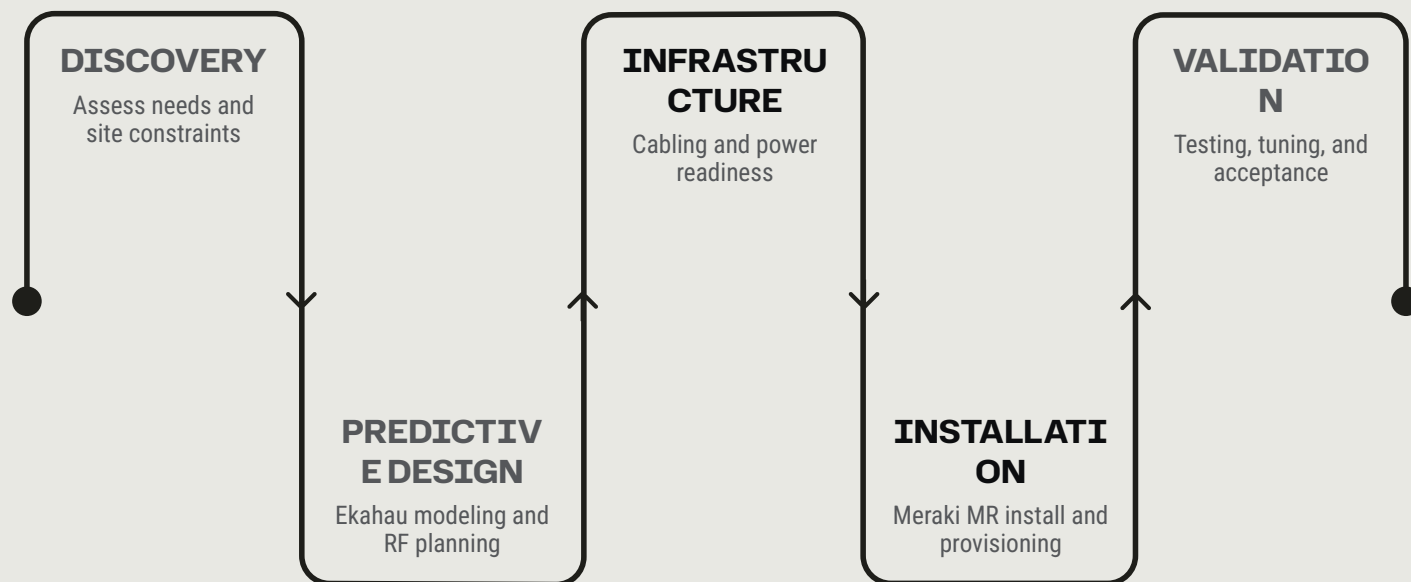
ONE PREDICTABLE MONTHLY FEE

BTI's managed services pricing consolidates all of the above into a single, transparent monthly fee that covers every aspect of your wireless operations. There are no surprise charges for moves and changes, no separate firmware support contracts, and no per-incident billing for troubleshooting. You budget once and receive continuous, expert-level wireless operations delivered by a team that knows your specific facility, its Ekahau design, and its clinical operational requirements.

For most regional healthcare provider groups and physician-owned organizations, BTI's managed services monthly fee is **40–60% lower** than the true all-in cost of maintaining equivalent in-house expertise, hardware maintenance contracts, and reactive support arrangements.

IMPLEMENTATION BEST PRACTICES: BTI'S PROVEN DEPLOYMENT FRAMEWORK

A successful healthcare Wi-Fi deployment is not measured at go-live – it is measured at 12, 24, and 36 months post-deployment, when the network continues to perform reliably despite changes in facility layout, device population, and application demands. BTI's implementation framework is designed for long-term operational excellence, not just successful installation.



Each phase of the BTI framework is executed by the same team that designed the solution – eliminating the handoff failures that occur when design, installation, and managed services are performed by different vendors with different accountability structures. Your BTI project manager, lead RF engineer, and managed services account team are introduced at project kickoff and remain your primary points of contact throughout the engagement lifecycle.

DASHBOARD VISIBILITY & PROACTIVE MANAGEMENT

From day one of managed services activation, BTI configures Meraki Dashboard alerting thresholds specific to your clinical environment: AP offline alerts with 60-second detection, client density warnings for high-usage areas, RF interference detection, and security event escalation to our SOC. We tune these thresholds based on your facility's specific operational patterns – not generic defaults – to minimize false positives while ensuring that genuine issues are escalated immediately.

CLINICAL ENVIRONMENT-SPECIFIC BEST PRACTICES

High-density clinical environments require configuration choices that differ significantly from enterprise office deployments. BTI applies healthcare-specific best practices for minimum RSSI thresholds (ensuring clinical VOIP-over-Wi-Fi quality), band steering configuration (maximizing 5 GHz and 6 GHz utilization), RRM (Radio Resource Management) tuning, and roaming aggressiveness settings for clinical mobility devices. These configurations are documented in your facility's Ekahau project file and updated with every optimization review.

LONG-TERM RELIABILITY THROUGH CONTINUOUS OPTIMIZATION

Healthcare environments are not static. New construction, department reconfigurations, new biomedical equipment deployments, and EHR platform changes all affect your wireless network's performance. BTI's quarterly Ekahau optimization reviews include updated surveys of changed areas, RF model adjustments, and configuration tuning to ensure that your Meraki MR infrastructure continues to deliver peak performance as your regional healthcare provider group, regional health system, or multi-site physician-owned practice evolves. This is not a reactive service – it is a proactive operational discipline that prevents problems before they impact clinical operations.

CERTIFICATIONS, CONTRACTS & COMPLIANCE CREDENTIALS

When you engage BTI Communications Group for a healthcare Wi-Fi transformation, you are working with an organization whose operational credentials, safety certifications, and procurement contract vehicles have been independently verified and approved for high-risk healthcare environments. These are not marketing claims – they are documented, auditable qualifications that protect your organization when selecting a technology partner for mission-critical clinical infrastructure.

ISNETWORLD CERTIFIED

BTI holds active ISNetworld certification, the leading contractor safety and compliance verification standard required by regional healthcare provider groups, multi-site physician groups, and physician-owned practices for work in high-risk clinical environments. Our ISNetworld profile documents our safety programs, insurance coverage, and compliance history – giving your facilities management and risk teams the verification they need to approve BTI for on-site work without additional vetting.

LA COUNTY TESMA CONTRACT

BTI is an approved vendor on the Los Angeles County Technology Enabled Services Master Agreement (TESMA), enabling public health systems, regional healthcare provider groups, and government-affiliated healthcare organizations in California to procure BTI's services through an existing competitive contract vehicle – eliminating the time and cost of individual RFP processes.

GSA SCHEDULE

BTI's General Services Administration Schedule contract provides federal healthcare facilities, VA medical centers, and federally qualified health centers (FQHCs) with a pre-negotiated, competitively priced procurement path for Cisco Meraki hardware, BTI professional services, and ongoing managed services engagements.

CMAS CONTRACT

California Multiple Award Schedule (CMAS) contract approval allows California state and local government healthcare organizations – including regional health systems, physician-owned practices, and state agency clinics – to procure BTI's full service catalog through an expedited, pre-approved purchasing vehicle.

CISCO MERAKI AUTHORIZED PARTNER

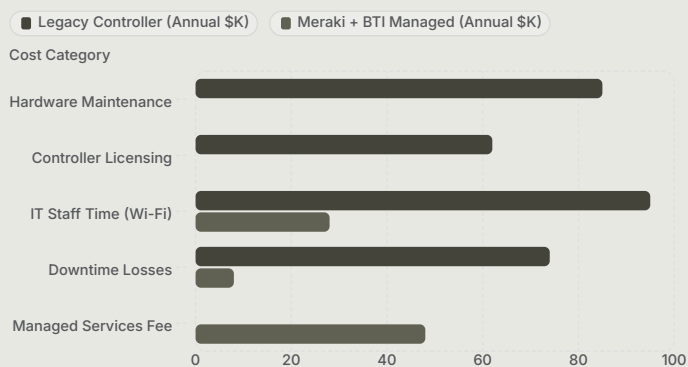
BTI's Cisco Meraki Authorized Partner status provides your organization with access to factory-direct Meraki hardware pricing, priority TAC support escalation, and the assurance that your network is designed and configured by engineers with verified Cisco Meraki expertise and certified training in the Meraki MR platform.

HIPAA GRC INTEGRATION

BTI's managed services include seamless integration with your organization's Governance, Risk, and Compliance (GRC) framework. Our compliance team delivers wireless-specific controls documentation, risk assessment support, and audit-ready reporting that maps directly to HIPAA Security Rule requirements – reducing the burden on your internal compliance team and accelerating your readiness posture.

ROI ANALYSIS: MERAKI MR VS. LEGACY WIRELESS INFRASTRUCTURE

The financial case for replacing legacy controller-based wireless infrastructure with Cisco Meraki MR managed by BTI is compelling across every cost category. The comparison below represents typical findings from BTI's pre-engagement cost analysis for regional healthcare provider groups, regional health systems, and medium-sized physician-owned and operated practices with multi-site environments.



THE FINANCIAL CASE AT A GLANCE

For a typical 200-provider regional healthcare group or multi-site physician-owned practice, annual wireless infrastructure costs under a legacy controller model average **\$316,000** when hardware maintenance, controller licensing, IT staff time dedicated to wireless management, and productivity losses from downtime events are fully accounted. The same environment managed by BTI with Cisco Meraki MR reduces that total to **approximately \$84,000 annually** – a savings of over \$232,000 per year, every year, with dramatically better performance, compliance posture, and operational visibility.

This ROI analysis does not include the avoided capital expenditure of replacing aging legacy controller hardware, which typically runs \$80,000–\$150,000 for a group of this size when hardware end-of-life forces a refresh. The Meraki cloud model eliminates this capital cycle entirely – your next-generation wireless capabilities are delivered through the same access points via firmware and Dashboard updates.

- ✔ Most BTI healthcare Wi-Fi clients achieve full **payback on their Meraki MR investment within 18–24 months**, with positive ROI in Year 1 when legacy controller disposal costs and productivity recovery are included.

NEXT STEPS: REQUEST YOUR NO-COST EKAHAU-POWERED HEALTHCARE WI-FI ASSESSMENT

Your patients, clinical staff, and organizational mission deserve wireless infrastructure that performs reliably, protects ePHI, and scales with your care delivery model. BTI Communications Group has the Ekahau expertise, Meraki platform depth, own installation crews, and managed services infrastructure to deliver that outcome – at a fixed price, with a guaranteed scope of work, and ongoing support that keeps your network optimized for years to come.

"The question is not whether your current wireless infrastructure has limitations – every legacy system does. The question is how long you can afford to let those limitations affect patient care, staff productivity, and your HIPAA compliance posture before taking action."



OPTION 1: NO-COST SITE SURVEY & PREDICTIVE DESIGN REVIEW

BTI's RF engineers will conduct a preliminary Ekahau-based assessment of your facility, identifying coverage gaps, performance bottlenecks, and compliance risks in your current wireless environment. You receive a written findings report with prioritized recommendations – at no cost and no obligation. Available for regional healthcare provider groups, multi-site physician groups, physician-owned practices, and regional health systems in CA, AZ, and IL with remote assessment options for other locations.



OPTION 2: FIXED-PRICE WI-FI MODERNIZATION WORKSHOP

A structured half-day working session with BTI's healthcare Wi-Fi team, covering your current infrastructure, clinical requirements, compliance obligations, and budget parameters. Output is a preliminary fixed-price scope of work for a complete Meraki MR modernization – including hardware BOM, Ekahau design specifications, installation plan, and managed services terms. Delivered within 10 business days of the workshop.



OPTION 3: FULL OPERATIONAL TRANSFORMATION PROPOSAL

For regional healthcare provider groups, multi-site physician groups, physician-owned practices, and larger organizations ready to move forward, BTI delivers a comprehensive operational transformation proposal including full Ekahau predictive design, multi-site deployment plan, phased implementation timeline, HIPAA compliance integration plan, managed services agreement, and detailed ROI analysis. This proposal becomes the contractual foundation for your fixed-price, guaranteed-outcome engagement with BTI.

CALL US

800-435-7284

Healthcare Wi-Fi Specialists Available Mon–Fri, 6AM–5PM PT. Emergency support 24/7 for managed services clients.

REQUEST ONLINE

Visit [btigroup.com](https://www.btigroup.com) and select "Contact Us" to schedule your no-cost consultation within 24 hours.

LOCAL TEAMS READY

On-site teams available in **California · Arizona · Illinois** for rapid response, on-site assessments, and local installation support.