A major property developer owns Class A commercial and residential real estate in Southern California filled with Fortune 500 tenants. Due to the high-end cost of real estate in this part of the country, the tenants of premier properties require ubiquitous in-building cellular coverage. The developer had experience with basic Wi-Fi and other networking technology but had not had much success with DAS and needed a solution that would scale.

How do you create an in-building solution, approved by a wireless carrier, for a reasonable cost in a reasonable amount of time? After meeting with numerous carriers, the developer didn't think it was possible. Until they met with AT&T.

Using an innovative, engineered solution, AT&T was able to design a DAS that met the proper design criteria for a third of the cost in substantially less time than the industry standard. Backed by the power of the AT&T Network, the newly deployed DAS is capable of supporting multiple wireless carriers and provides seamless coverage across thousands of square feet of commercial and residential space. And the best part? The installation of the DAS did not interrupt the lives of tenants, with AT&T providing clear guidance to property staff.

The proof is in the coverage. Just days after the DAS was installed, the developer received a number of notes from business executives thanking them for addressing their cellular needs so quickly. No more dropped signals or missed calls. Just flawless connectivity. The developer now sees DAS as a great way to build long-term, sustainable relationships with tenants.