



With the influx of wireless devices, such as one to one for K-12 students, it is a common practice to find:

- Less than capable existing networks that struggle to support the influx of new WiFi devices
- Clients dropping off the network
- End users bringing in their own MiFi devices
- Slow Internet performance

Technology is critical on today's campuses. We often see schools that have worked extremely hard to secure budgets that afford new laptops and tablet devices. Once this technology is in the hands of students, it is frustrating if they don't have a properly deployed wireless LAN network that allows them to operate the way they were intended.

Poplar Bluff Elementary School is a perfect case study. PB faced all of the issues described above. PB was diligent in their multiple attempts to "fix" their WLAN problems. Surprisingly, their solution came via "WiTS' New Partner Referral Program". They were invited to take advantage of WiTS' Referral Program through its 1-hour free phone consultation.

**For more information on the WiTS Referral Program, go to <http://www.wirelesstrainingsolutions.com/contact-us> or call 404-963-0144.**

The initial 1-hour consultation grew into a handful of complimentary consulting conversations. Though they wanted to move forward with the WiTS Team, PB chose to explore all of their options. WiFi hardware vendors were called in next, but were unable to solve the problems. After careful considerations, PB knew that it was costworthy to have the WiTS team come in and assess their network. PB was very pleased with the WiTS onsite Senior Engineer.

According to Jim Thomas, Director of Media Services, "Dave was wonderful. He took the time to explain and teach our tech staff throughout the entire visit. He was also incredibly gracious every time one of my bosses dropped by to see what was going on and he took time to explain things in terms that a novice would understand."

**WiTS delivered the following:**

- An extensive final wireless LAN report including all the needed recommendations to maximize their existing WLAN
- Education to the tech staff on all of the features of the equipment to ensure proper equipment utilization
- Detailed list of questions that should be asked of the vendors & users in order to receive proper responses & information
- WiTS SE's direct contact information to the PB techs so they were able contact him directly if additional help was needed

WiTS is excited about this growing Referral Program extended to all customers. It has proven a success and the feedback has been very positive. As a vendor neutral leader in the field of WiFi technology, WiTS effectively offers their services to those who need assistance with wireless LANs.

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**Testimonials**

“ I have worked with many fine companies and individuals in my time in this business, but I will rate this week working with WiTS and Dave as one of the most productive and positive experiences I have ever been involved with.. (and I don't blow smoke)! Thanks again! ”

**Jim Thomas**  
**Poplar Bluff R-1 School District**  
**Director of Media Services**

“ I highly recommend Wireless Training & Solutions without reservation. WiTS's drive and abilities will truly be an asset to your organization. If you have any questions regarding this recommendation, please do not hesitate to contact me. ”

**Scott D. Major**  
**Boyetown Area School District**  
**Dir. Information Technology Services**

“ I have had the pleasure of working with WiTS for the past five years. I would like to take this opportunity to recommend WiTS for your Wireless Field Services needs. ”

**Ron Francies**  
**AT&T WiFi Services**  
**Director of Field Services**