

WIRELESS SOLUTIONS

5 Keys to Choosing Wisely (and 5 pitfalls to avoid)

High-performance wireless networking is essential for any organization that needs to keep the mobile workforce moving, and the Internet of Things grooving.

But every business has its own unique needs that will dictate what's most important when it comes to wireless networking. That's why we've created an easy-to-read list of the most common wireless objectives we've seen out there, and the keys and pitfalls to consider for each.



Business Agility



THE KEY

Seek out wireless vendors that focus on interoperability and integration - so you have the choices you need to deploy a best-in-class network that has the agility to adapt with the needs of your business.



THE PITFALL

Watch out for vendors that require you to buy into their entire ecosystem of switches, firewalls, security tools, servers, and anti-virus platforms to get all the benefits of their wireless platform.



OUR ADVICE

Go with a multi-vendor wireless network.



Network Scalability



THE KEY

Look for wireless access points that work just as well for small businesses as they do for large enterprises - a unified approach can help make scalability seamless.



THE PITFALL

Beware of vendors with multiple access point families that don't work together or even compete with one another - it will almost certainly require a rip and replace when your business grows.



OUR ADVICE

Find a wireless portfolio that can grow with you.



Integrated Security



THE KEY

Consider security as a core capability of the wireless network, not an add-on feature - to us that means granular visibility into user behavior and a whole bunch of industry and federal certifications.



THE PITFALL

Avoid wireless vendors that require expensive standalone tools to generate meaningful usage data - and never compromise your security strategy based on the limitations of a wireless platform.



OUR ADVICE

Choose a wireless vendor with a security-first mindset.



Flexible Management



THE KEY

Find a wireless vendor with a single user interface that can manage its entire portfolio or multiple management platforms that work with all of its devices - that way you can move between them as your needs change.



THE PITFALL

Step away from management platforms that lock you into a hardware family - or force you to sacrifice the capabilities, scalability, and security you need.



OUR ADVICE

Evaluate hardware and management options simultaneously.



Optimized TCO



THE KEY

Look beyond initial pricing and consider long-term cost benefits such as software updates for the life of the device, cloud services that reduce on-site hardware requirements, and the choice between purchase (CapEx) and subscription (OpEx) models.



THE PITFALL

Steer clear of solutions that stop working or stop being supported without costly maintenance contracts - they can make your total cost of ownership skyrocket.



OUR ADVICE

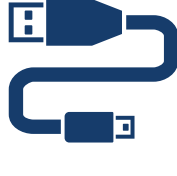
Create a 5-year TCO analysis before selecting a wireless solution.

ONE MORE THING: BE SURE IT SUPPORTS YOUR NETWORKING USE CASE

Industry experts recently identified six core use cases for wired and wireless networks*. If any of the ones below describe your networking need, it's important to make sure that whichever wireless solution you choose is well suited to it.



Large campus or enterprise that requires unified wired and WLAN access



Large campus or enterprise that only requires wired access



Single location to large enterprise new builds where WLAN is the primary connection



Facility or campuses that use performance-intensive applications



Headquarters and a remote branch that require wired/WLAN-access networking



Multiple locations that can run their own hardware, but need unified management and security