

WIRELESS SOLUTIONS FOR

# Enterprise

# Migrating the enterprise from wired to wireless

## Finally, enterprise wireless that's enterprise-class.

Mobility is now an integral part of doing business. Employees, clients, and customers expect to connect without wires. They depend on it. The explosion of smartphones and tablets brought into the workplace has seen to that. According to the Wi-Fi Alliance, there are now about 800 million Wi-Fi-enabled devices being produced every year. Most do not come with an Ethernet port. Smart enterprises see the writing on the wall. Wireless networking is overtaking conventional wired.

At Xirrus, we see why. When we make a customer's wireless network as reliable as wired, mobility enables workflow to accelerate. When we design a wireless solution that handles critical applications flawlessly, productivity improves. And when we deliver wireless rich-media streaming in super-dense user environments, satisfaction rises. Wireless isn't a "nice to have" anymore. Done right, it's a strategic IT infrastructure advantage that fuels your enterprise and lets you do more than ever before. And Xirrus does it right.

Xirrus' solutions were developed from the ground up for a wireless world and designed to deliver wired-like performance. And Xirrus solutions support the unique requirements of enterprise environments — particularly in terms of device density, traffic capacity, and the ability to scale on demand. Our innovative, patented technology integrates multiple components into a single device. This helps provide uncompromised access to sophisticated applications and services (multimedia, mobile, cloud-based) across the entire enterprise.

Xirrus wireless solutions extend the reach of your enterprise network far beyond traditional departmental boundaries. Whether collaborating within workgroups or working on cross-functional department projects, Xirrus wireless solutions enable communication throughout the enterprise to flow faster, better, and more efficiently. Employees no longer have to be tethered to a wired LAN connection in their cubicle or office in order to get the job done. Customers and guests can access network resources without having to go through burdensome IT setup procedures. And Xirrus Wireless Arrays can be deployed in a fraction of the time, and at a lower cost, than legacy thin AP or traditional hard-wired solutions.



When it comes to enterprise-critical wireless networking, no company does it better than Xirrus. Compared to conventional AP technology, our Arrays integrate 4 to 16 radios, high-gain directional antennas, onboard multi-gigabit switch, controller, firewall, threat sensor, and a spectrum analyzer. This all-in-one architecture means you use less equipment, less cabling, and fewer switch ports, which results in lower infrastructure expenditure during implementation. All while delivering flawless and secure wireless access that helps you increase workforce productivity, achieve operational excellence, encourage employee innovation, and drive higher growth.

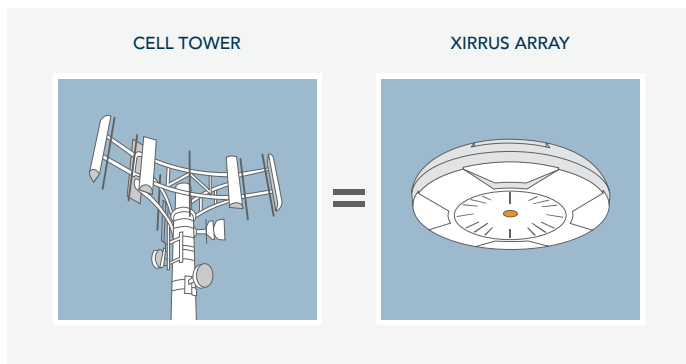
### With Xirrus High Performance Wireless Network solutions, you can:

- Meet and exceed the bandwidth expectations of employees and customers
- Effectively support cutting-edge wireless devices and applications
- Protect your enterprise from risk and security breaches
- Future proof your investment with a highly scalable solution

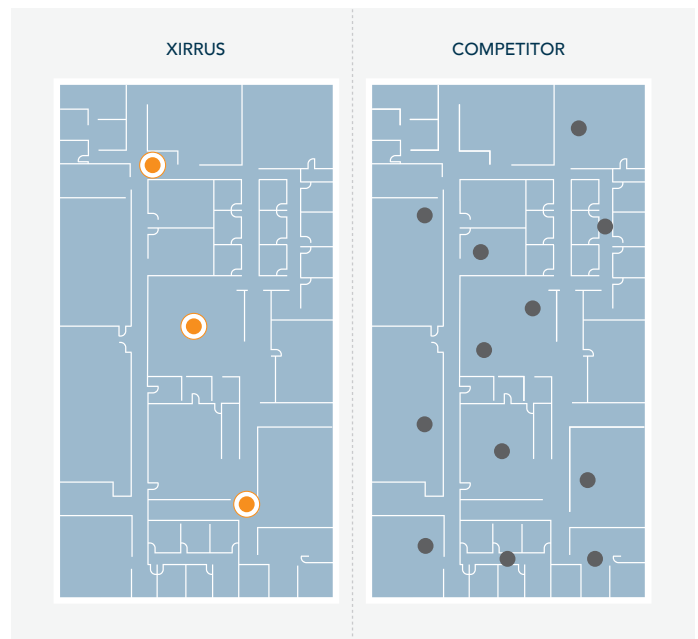
# Xirrus wireless solutions are decidedly different.

When we designed our wireless networking solution, we saw little point in developing yet another conventional thin AP + controller architecture. That technology can't provide enterprises with the high performance, wired-like reliability they require. Our technology is based on modern cell phone tower technology, where multiple radios per tower and directional antennas produce greater capacity and coverage.

What does this superior architecture translate to in operation? Noteworthy performance improvements over conventional thin AP architectures: 4X the coverage and up to 8X the bandwidth and capacity per access device. All with better security and the equivalent reliability of wired networking. And at the user level, organizations see dramatic gains in productivity and satisfaction, too.



Wireless architectures



A typical enterprise space covered with 3 Xirrus Wi-Fi Arrays versus 12 traditional access points

## Lowest cost

- 75% less equipment to deploy and maintain
- 75% fewer cable pulls and switch ports
- 75% less installation time
- Lower total cost of ownership compared to other wired and wireless solutions

## Highest performance

- Multi-radio design with 4 to 16 802.11n radios per Array
- Distributed intelligence in each Array with no central controller
- High-gain, directional antennas for greater coverage per Array
- 4X more coverage and up to 8X more bandwidth per device and per cable drop

## Additional enterprise clients

ARTSANA :: BALTIMORE SOUND ENGINEERING :: BOY SCOUTS OF AMERICA

CONCORD MUSIC GROUP :: CONNEXUS :: GAME TECH :: GUBERMAN GROUP

KONDAUR :: OCCAM NETWORKS :: OZ ARCHITECTURE :: SAPIENS INTERNATIONAL

SASAKI ASSOCIATES :: SEMTECH :: WALDER WYSS & PARTNERS

“As the leader in high performance Wi-Fi, the Xirrus product aligns perfectly with RTKL’s continuing commitment to drive innovation in the global design industry. With Xirrus, RTKL has found a wireless solution unmatched in the industry and a wireless architecture that outshines any other product offering.”

— RTKL Associates

RTKL Associates, Inc. was founded in 1946 and is based in Baltimore, Maryland. RTKL has designed and built projects in more than 50 countries and on six continents and has offices in key regions across the globe. RTKL operates as an architectural, engineering, and planning company.

### Requirements

- Replace Ethernet workgroup switches with wireless access
- Provide needed wireless support of applications such as voice and video over Wi-Fi
- Network connectivity throughout office space
- Bandwidth to support mobile power users and large CAD files
- Centralized network management and control across multiple sites
- Improve office aesthetics

### Solution

- 75% fewer access points
- 75% fewer cable pulls
- 75% fewer switch ports
- 15% average power savings per year

## The benefits of smarter wireless:

### High scalability

The Xirrus Wireless Array scales to the highest user density and traffic capacity in the industry with 4 to 16 radios and distributed intelligence in each device, as compared to traditional solutions with 2 radio APs and centralized controllers. More radios leverage the available spectrum to deliver a better experience to all clients.

### Upgradeability

While traditional APs are static, throwaway devices, the Xirrus Wireless Array employs a fully modular radio and software upgradeable design. Maximum investment value is provided by avoiding future forklift changes to add network capacity or incorporate new wireless technologies.

### Complete security

Xirrus implements multi-level security for comprehensive wireless network protection. Each Array integrates a stateful firewall and dedicated threat sensor radio for 24/7 RF security protection without compromising user servicing resources.

### High reliability

Xirrus distributes intelligence across the network into each Array, eliminating the single point of failure and performance bottleneck of centralized controllers in legacy wireless architectures. Redundant radio, uplink, and Array features ensure seamless wireless network operation.

### Economical

With 4X the coverage of traditional APs and no central controller, a Xirrus Array network can be deployed with 75% less equipment. With far fewer components to install and cables to pull, a Xirrus wireless network can be turned up much faster and more economically than traditional solutions to accelerate ROI.

## About Us

Xirrus provides unique, high-performance, array-based wireless solutions that perform under the most demanding conditions, while delivering wired-like reliability, superior security, and less infrastructure requirements. Xirrus is a privately held company headquartered in Thousand Oaks, CA.



1.800.947.7871 Toll Free in the US  
+1.805.262.1600 Sales  
+1.805.262.1601 Fax  
2101 Corporate Center Drive  
Thousand Oaks, CA 91320, USA

To learn more visit:  
[xirrus.com](http://xirrus.com) or  
email [info@xirrus.com](mailto:info@xirrus.com)