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Network + Interop
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reefedge



ReefEdge develops infrastructure products to support mission-critical multi-site wireless LAN deployments

Several large multi-site customers, across multiple sectors

Privately held, over \$40M of venture funding raised

- The problem is not:
 - Can WLANs be made secure

- The problem is:
 - Can a CIO deploy a cost-effective, secure, usable and manageable WLAN infrastructure

Why should I buy a WLAN?

Do WLANs work?

- Security
- Obsolescence
- Coverage, bandwidth, etc.

Do WLANs work for me?

- Multiple sites
- Limited IT staff
- Existing network investment
- Existing device investment

What will it cost me?

- Acquisition
- Deployment
- Operations
- WAN bandwidth
- Upgrades
- Spares



- My network is compromised
 - Authentication
 - Access control
 - Rogue APs
- My data is exposed
 - Encryption
- My employees are tricked
 - Hostile APs on other networks
- My network is being jammed

- Lots of devices
 - PCs, PDAs, special handhelds, wired devices, embedded, phones
- Integration with wired network infrastructure
 - LDAP, Radius
 - Network structure, VLANs
- Mobility across a site and between sites
- Central management
- Skills and training

- Focus on multi-site
- Multiple hardware platforms
- Simple rapid deployment
 - Zero-configuration
- WAN connection to NOC
- Autonomous remote operations
- 3rd party interoperability
 - No forklift upgrades
 - Legacy equipment access
- Central management
 - Remote monitoring, configuration
 - Remote troubleshooting, policy management
 - Simplified management

ReefEdge Case Study: Value City

A cost-effective, secure, usable, manageable WLAN

**Network
Operations
Center**

Leading discount retailer

- 116 stores
- POS systems, VoIP phones, handhelds and laptops at each store
- Cisco incumbent vendor



Cisco networking infrastructure and access points

**Multiple
stores**

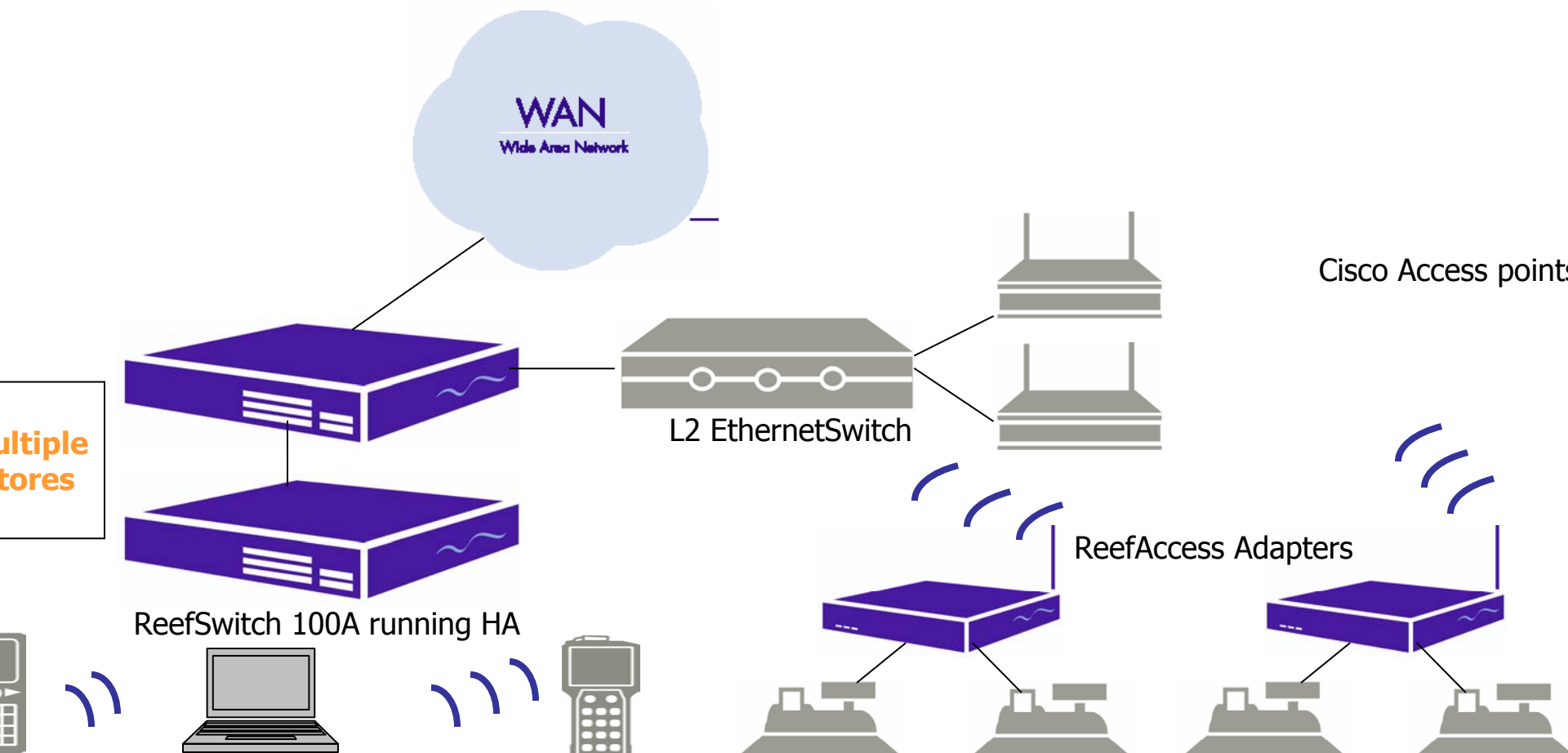


ReefEdge Case Study: Value City

A cost-effective, secure, usable, manageable WLAN

Network
Operations
Center

- ReefEdge equipment at each store
- Guaranteed availability: ReefSwitch running in HA
 - Legacy POS: ReefAccess Adapters



Case Study: Value City

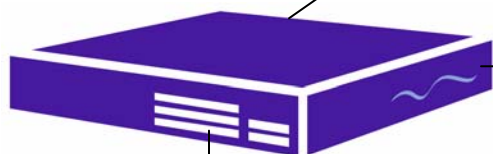
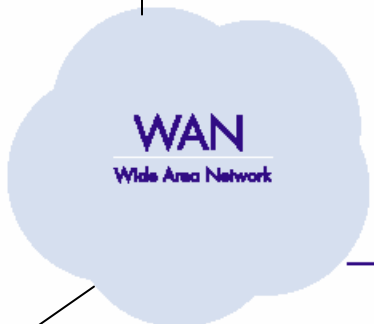
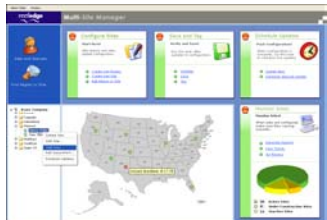
A cost-effective, secure, usable, manageable WLAN

Network
Operations
Center

ReefSwitch 100A with Multi-Site Manager
Software



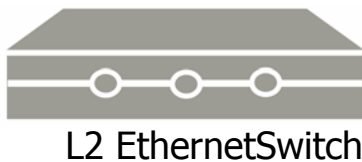
Central management, including support
for zero-config, remote monitoring,
remote provisioning via ReefEdge
Multi-site Manager at NOC



Multiple
stores



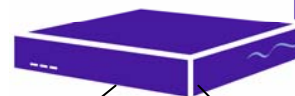
ReefSwitch 100A running HA



L2 EthernetSwitch



Cisco Access points



ReefAccess Adapters





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