




Managing WLANs: What Wired History Suggests about Wireless Evolution

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Back to the Future, Again



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Remembering Our Wired History

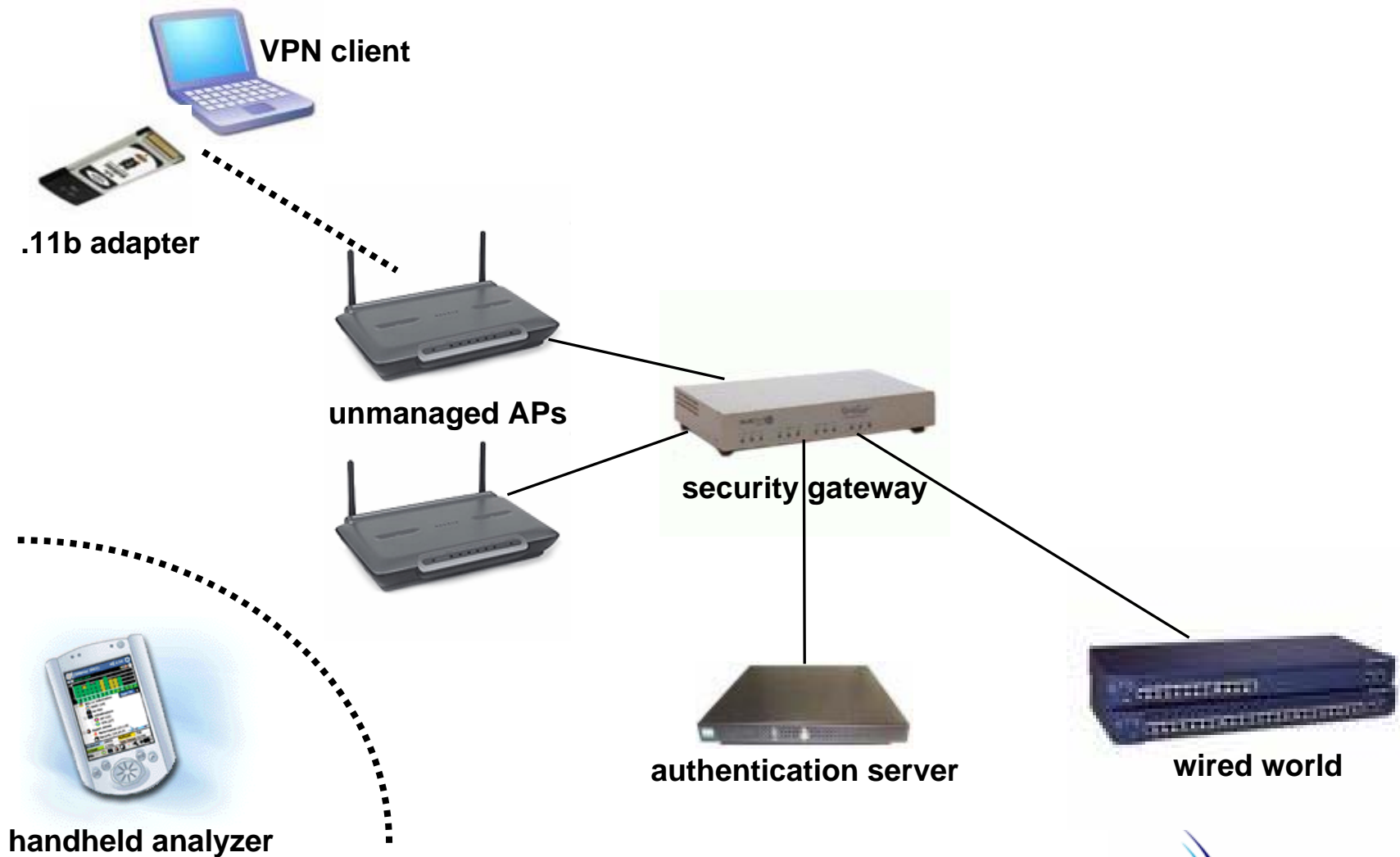
- **Network vendors promising self-managing networks since early 90's**
- **Enterprise customers are still assembling their own solutions**
- **Marketplace has naturally segmented into**
 - ***Wired infrastructure and switches***
 - ***Consolidated network consoles***
 - ***Specialty security and performance***



Who Won in the Wired World?

- **Wired infrastructure and switch players**
 - Cisco, Nortel, Lucent, Juniper, Foundry...
 - *Speed, cost, future-proofing, config utilities*
- **Specialty security and performance monitoring**
 - Symantec, McAfee, ISS, Agilent, Network General...
 - *Cross-vendor, deep solutions, intellectual jousting*
- **Consolidated network consoles**
 - Tivoli (IBM), OpenView (HP), UniCenter (CA)...
 - *Integrate all of the world's information sources*
- **Different incentives, skills, pressures, problems**

First Generation WLAN Pieces



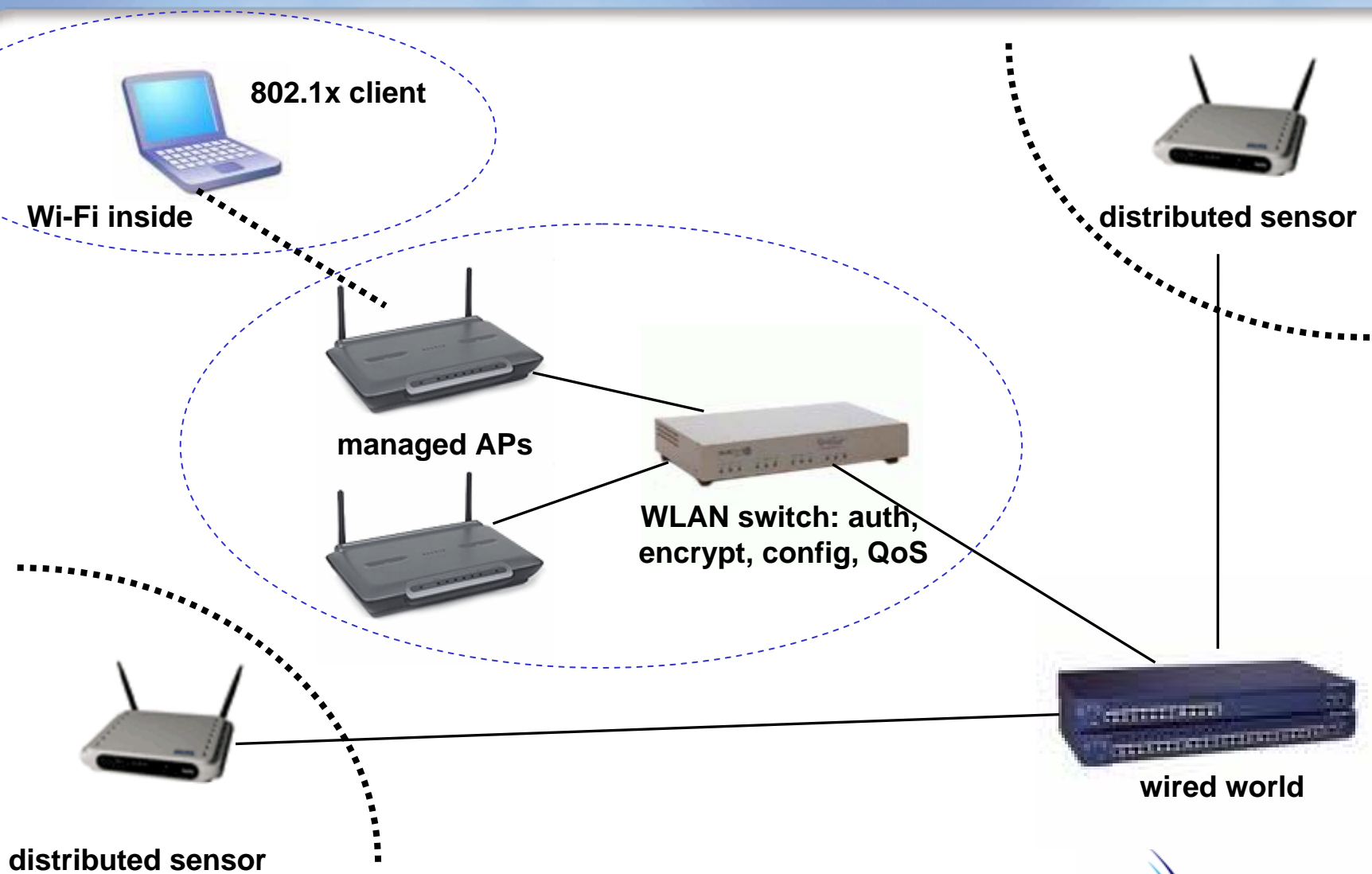
Second Generation Evolution

Fewer vendors and pieces needed

- **Standardized authentication and encryption**
- **AP/switches combine configuration, encryption, early location services**
- **Laptops get built-in Wi-Fi**
- **Security monitoring goes full-time and remote**

Wired vendors begin to notice

Second Generation WLAN Pieces



Next Generation Here at N+1

Multi-radio, multi-function APs

- Fat devices: 2 to 16 radios reduce TCO
- Can dedicate one radio to full-time scanning



Partnering for security “smarts”

- OEM to get deep monitoring expertise
- Defend multi-vendor installations



Enterprise consoles start receiving WLAN alerts

Pick One from Column A...

Choose an infrastructure vendor

- Cost, mobility, configuration, app-level QoS...
- Compete to displace each other
- Differentiate ahead of standards

Choose security management

- End-to-end analysis, smartest app wins
- Software migrating into APs

Keep your existing enterprise consoles

- Absorb Wi-Fi events: just another data source



Conclusions

Why not single-vendor WLAN solutions?

- Competitive pressure to race ahead of standards
- No big customer has just one vendor
- Device/cost and feature focus: not environment
- *Historically has never happened*

Security and performance management

- Deep, narrow, best-of-breed
- Link upstream to consoles and MoMs

Vendors back to their respective corners