



Cooperative Control WLAN Architecture

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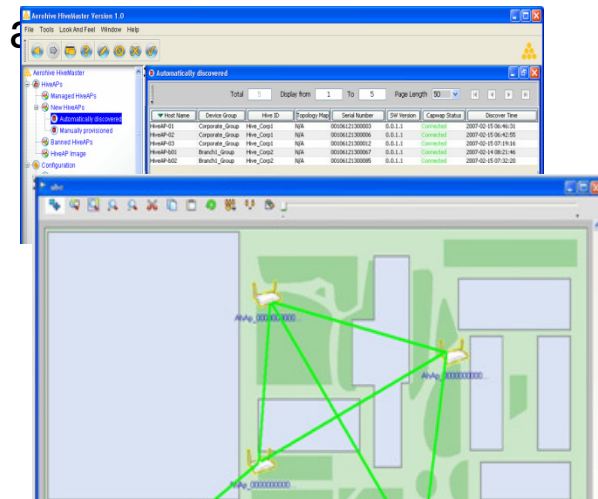


Aerohive Overview

- Pioneering a new class of wireless infrastructure equipment
 - Cooperative Control AP (CC-AP)
- Enables a next generation controller-less WLAN architecture for the enterprise
 - Cooperative Control Architecture
 - Delivers the management, mobility and security of a controller without the cost, capacity, performance and complexity issues
 - Designed for the migration of WLANs to mission-critical networks, Voice over WLAN and 802.11n
- Proven team
 - Includes industry veterans from such as Cisco, Juniper, Nortel, 3Com and NetScreen.
 - Located in Silicon Valley & China



HiveAP 20

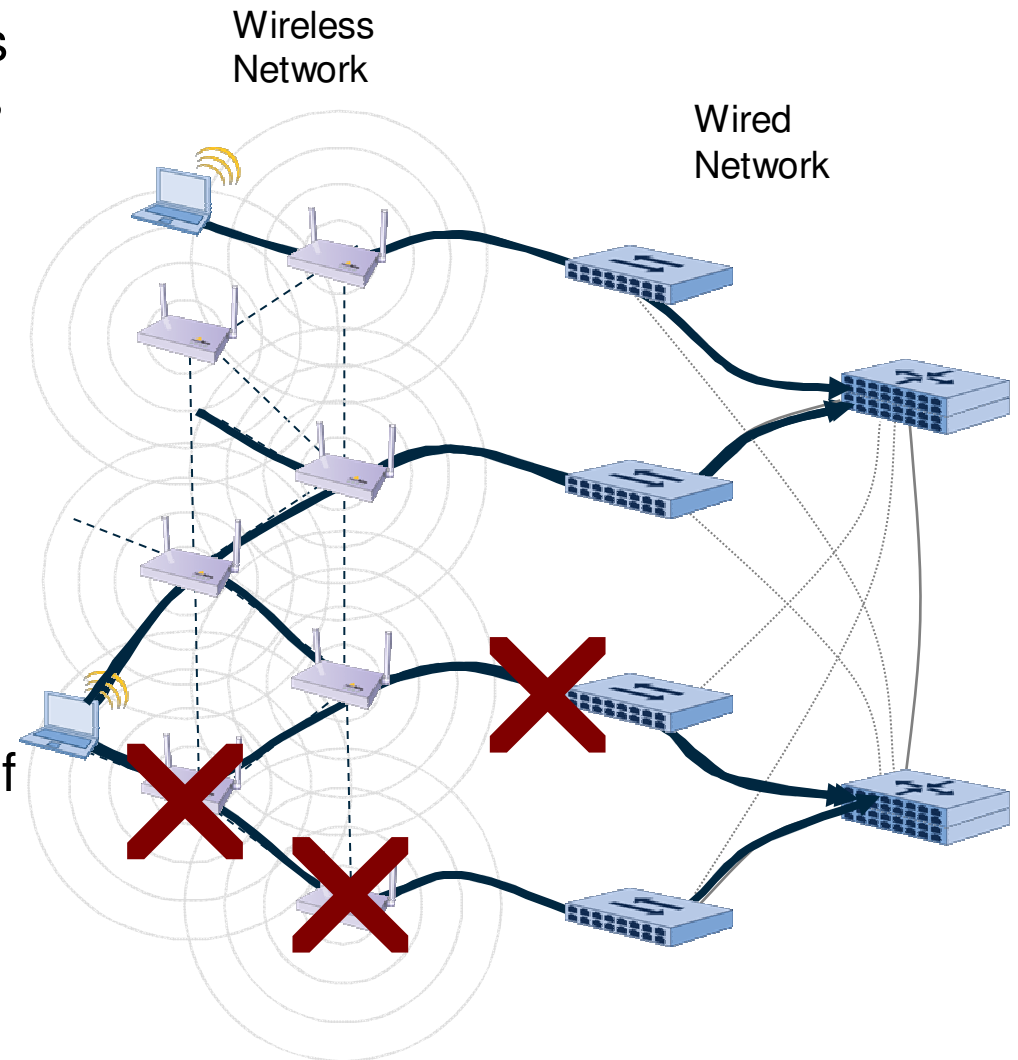


HiveManager NMS Appliance



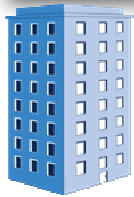
Cooperative Control: Scalable, Reliable, Voice-ready, Whole Enterprise WiFi

- A single HiveAP by itself acts as an autonomous enterprise class access point
 - Identity-based security & QoS at the edge
- With a second HiveAP, fast stateful roaming, cooperative RF, mesh networking & best path forwarding are enabled
- As more HiveAPs are added, coverage, reliability and backhaul bandwidth increases
- Stateful resiliency without loss of session state even with multiple inline failures
 - No single point of failure

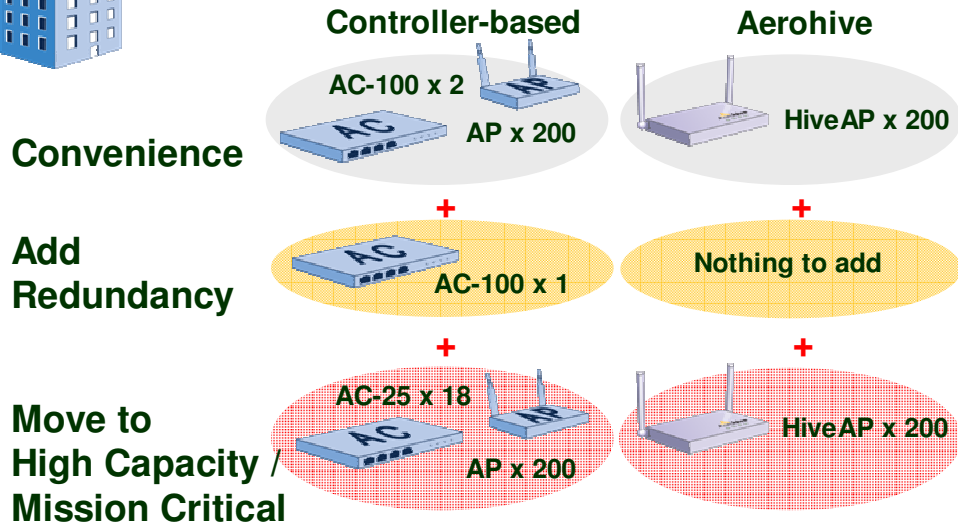




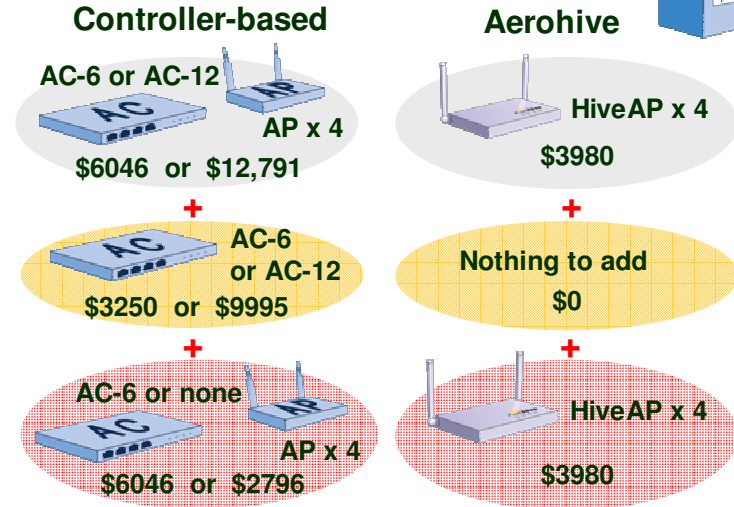
Case Study: Migration from Convenience to Mission-Critical WLAN



Corporate HQ



800 Branch Sites



	HQ Project Cost	
	Controller-based	Aerohive
Convenience	\$209K	\$199K
Add Redundancy	+ \$35K	+ \$0
High Capacity/ Mission Critical	+ \$399K	+ \$199K
Total	\$644K	\$398K

Based on Cisco 1130 AG series AP and 2000 and 4400 series controllers

	Total Project Cost (HQ + Branch)	
	Controller-based	Aerohive
Convenience	\$5M or \$10.4M	\$3.4M
Add Redundancy	+ \$2.6M or \$8M	+ \$0
High Capacity/ Mission Critical	+ \$5.2M or 2.6M	+ \$3.4M
Total	\$12.9M or \$21.1M	\$6.8M

Including NMS cost increases both solutions by ~ \$270K