

Cambium Networks and Ekahau

The Solution to Build and Maintain High-Performing Wi-Fi

Wi-Fi is like electricity for business. When it's down, work stops. That's why the world's biggest brands rely on Ekahau for their mission-critical wireless networks.

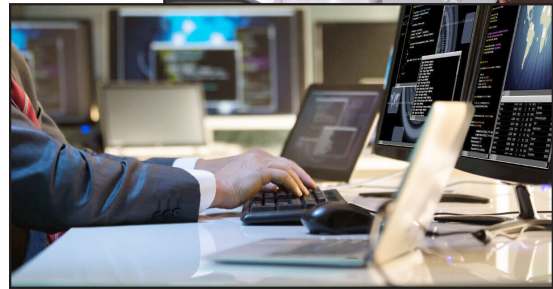
Ekahau's accurate, fast, easy-to-use tools can help you and your customers:

- Easily determine the right number of access points to install
- Identify the right locations for high-performing Wi-Fi the first time
- Troubleshoot quickly to limit work stopping downtime and keep business running smoothly

Ekahau is used in over 50% of Fortune 500 companies, including the world's biggest brands and events.

Cambium Networks offers wireless access points that ensure high-speed connection. It has partnered with Ekahau, the global leader in solutions for enterprise wireless network design, optimization and troubleshooting, to deliver a comprehensive solution for building and maintaining high-performing Wi-Fi networks.

This partnership provides customers with the hardware and tools they need to keep their Wi-Fi networks running smoothly.



KEY FEATURES OF OUR SOLUTION

Fast & Accurate

Precise Wi-Fi diagnostics paired with mobile-optimized apps deliver significantly faster site surveys, faster spectrum analysis, and more accurate and reliable data, with end-to-end scalability.

Easy to Use

Robust, professional gear that anyone can use, developed by Wi-Fi enthusiasts who consistently innovate and redefine industry-standard.

Peace of Mind

Well-designed and optimized networks reduce business-stopping downtime, giving you assurance that your Wi-Fi is always high-performing.

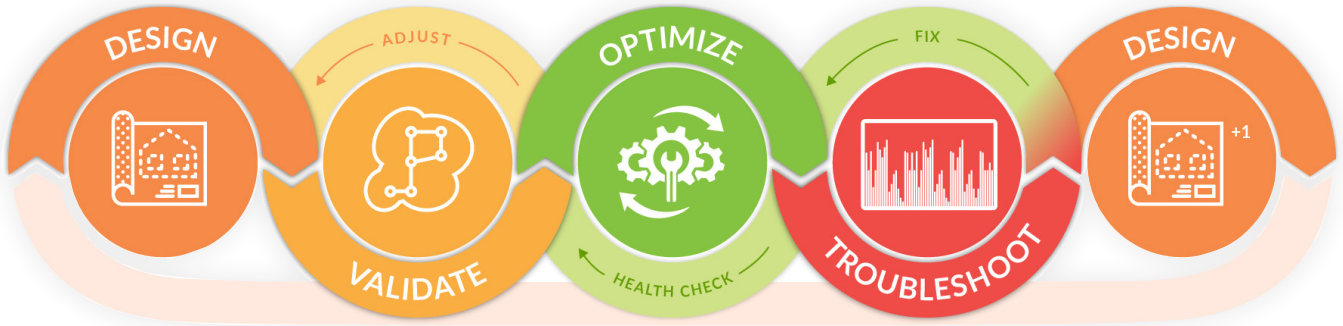
Selling Ekahau is Easy

Ekahau tools are used anywhere a Wi-Fi network with five or more access points is being set up or managed. The Ekahau Connect suite of tools helps customers deliver high-performing Wi-Fi at every stage, from design and validation, to optimization and troubleshooting.

Ekahau Connect: High-Performing Wi-Fi at Every Stage


The Wi-Fi lifecycle is a continuous process of design, validation, optimization and troubleshooting. Ekahau Connect delivers intuitive, powerful Wi-Fi tools to manage every stage of the Wi-Fi lifecycle.


Ekahau Connect enables seamless collaboration across teams, onsite staff and remote experts. From the advanced design features of Pro to the easy-to-use mobile Survey and Analyzer apps and the sheer accuracy of the Sidekick, Connect includes all of the tools you need to build and maintain a high-performing wireless network across every stage of the Wi-Fi lifecycle.




Phase 1: Design

Wi-Fi design is the process of translating network requirements into a high-performing, reliable wireless network. In order to meet or exceed business-critical applications, Wi-Fi needs to be well designed and not just deployed.


 **Ekahau Pro:** Accurately design a high-capacity network based on your requirements using built-in guidelines for all major access point (AP) and antenna vendors.


 **Ekahau Sidekick + Ekahau Survey Mobile App:** Test wall material attenuation and capture pre-design RF measurements for an accurate model of your environment.


 **Ekahau Cloud:** Simple and easy project sharing for seamless collaboration between central office and field sites.

Phase 2: Validate

Design validation is critical to successful network deployment. Staging APs and external antennas, then testing, adjusting and fine tuning to ensure the design is right the first time, helps you avoid costly redesign/rewiring after deployment.

 **Ekahau Pro:** Make real-time changes to designs with Pro.

 **Ekahau Sidekick + Ekahau Survey Mobile App:** Conduct pre- and post-installation validation surveys. Sidekick provides a more accurate understanding of how your APoS or post-implementation design is behaving and Survey transforms your smartphone or tablet into a light-weight survey tool.

 **Ekahau Cloud:** Share results via Cloud to collaborate with multiple people in the field and the Wi-Fi expert managing the project.

Phase 3: Optimize

Wi-Fi optimization is the ongoing monitoring and maintenance required for a high-performing reliable wireless network. The process of performing regular health check surveys, troubleshooting issues and implementing fixes will give you a high-performing network that will last.



Ekahau Pro: Simulate changes in requirements, test variables against your current design and view heat map visualizations.



Ekahau Sidekick + Ekahau Survey Mobile App: Perform regular network monitoring surveys to verify network coverage is performing as expected.



Ekahau Sidekick + Ekahau Analyzer Mobile App: Validate network health and performance with quick, on-the-spot validation checks.



Ekahau Cloud: Collect ongoing survey data from on-site staff at multiple locations without having to travel.

Phase 4: Troubleshoot

Remove the stress of troubleshooting with the right tools so you can implement a fix and get back to optimization.



Ekahau Pro: Validate the design was done correctly and analyze what's happening in the environment.



Ekahau Sidekick + Ekahau Survey Mobile App: Identify issues and interference sources. Survey's Autopilot mode makes it easy for even non-experts to gather measurements in trouble spots.



Ekahau Sidekick + Ekahau Analyzer Mobile App: Use the built-in spectrum analyzer of the Sidekick with the Analyzer app to identify issues and interference sources.



Ekahau Capture: Easily collect Wi-Fi packets in order to detect complex problems.



Ekahau Cloud: Remote collaboration is critical for troubleshooting and resolving remote issues quickly.

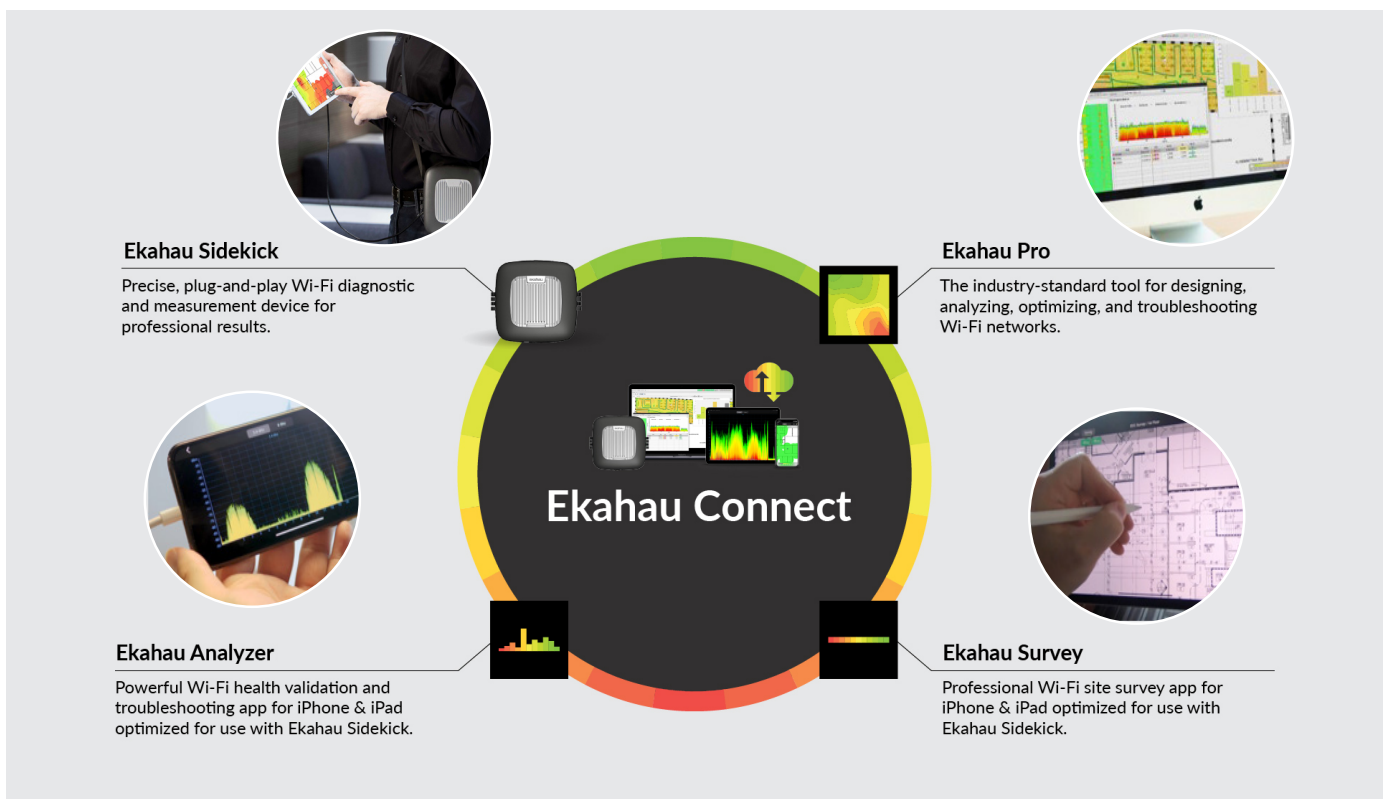
"For me it's been amazing to be able to cut down the time to plan the RF environment for a 25-floor reconstruction project from 2 days to a half a day per floor... It's certainly helped me move fast and be quick."

Doug Wyllie, Network Architect,
Enterprise Products



Phase 5: Design

Changes to network requirements or company growth can create the need for a new design or network upgrade. But good news! The process is the same, gather your requirements, design, validate and optimize your network!



Ekahau tools are used in any scenario where customers have five or more access points.


USE CASE	QUESTIONS TO ASK	BENEFITS
Any Customer with 5+ APs <ul style="list-style-type: none"> Enterprise Healthcare Education Industrial/Manufacturing Hospitality Government/Public Sector 	<ul style="list-style-type: none"> Switching AP manufacturers? Have a complex network with various manufacturers? Installing a new network? 	<ul style="list-style-type: none"> Determine the right number of access points Identify the right access point locations for high-performing Wi-Fi Quickly troubleshoot to limit work stopping downtime
Door Opener for Large Projects	<ul style="list-style-type: none"> Was your network professionally designed? Has your facility layout changed? Are you moving or expanding? 	<ul style="list-style-type: none"> Properly configure new networks and redesign existing networks Determine the right number and locations for access points the first time Manage performance over time
Network Performance Diagnostics	<ul style="list-style-type: none"> Having network issues? Slow Wi-Fi? Dead zones? 	<ul style="list-style-type: none"> Respond quickly to changing wireless demands Maintain high performance Limit work stopping downtime

Ekahau Connect Product Suite

Package with these 3 SKUs

Ekahau Sidekick

ESK-1 | \$3,295




Precise, plug-and-play Wi-Fi diagnostic and measurement device for professional results.

+

Ekahau Pro Software

ESS-PRO-SW2 | \$5,495



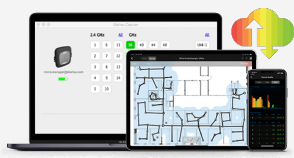
Easy-to-use software tool for designing, analyzing, optimizing and troubleshooting enterprise Wi-Fi Networks.

1 year Ekahau Connect Subscription (ECS-1YR) Required

+

Ekahau Connect Subscription - 1YR

ESC-1YR | \$1,595



Includes:

- Survey for iPad & iPhone
- Analyzer for Android & iOS
- Cloud
- Capture
- Maintenance & Support
- Connect On-Demand Training

Sidekick required to use all features

SUMMARY

Cambium Networks offers reliable high-speed infrastructure that supports Wi-Fi marketing and location services in large- and small-scale deployments. The Ekahau partnership creates an unparalleled Wi-Fi solution for small- and large-scale projects alike. Contact your local Distributor/Reseller to learn how Cambium Networks together with Ekahau delivers an industry-leading solution for high performing Wi-Fi.

To learn more about Cambium Networks Enterprise Wi-Fi solutions, please visit:

www.CambiumNetworks.com/wifi/

For more information on Ekahau's industry-leading tools for high-performing Wi-Fi, please visit:

www.Ekahau.com