



Xirrus Customer Presentation

riverbed[®]

Agenda



Introduction



Why Xirrus?



Customer Examples and Use Cases

Who Is Xirrus?

- Leading provider of cloud-managed Wi-Fi
- Recognized for Product Innovation
- Deployed around the globe from the smallest to most demanding Wi-Fi networks in the world



Customer Examples

ENTERPRISE / GOVT

Google Microsoft
SAP Epic
FEMA PAUL HASTINGS
Hormel
Bloomberg
USAID Red Bull

EDUCATION

BYU Adams12 Five Star Schools
HOUSTON COUNTY BOARD OF EDUCATION HIGH-ACHIEVING STUDENTS Ole Miss
Colorado State University FORSYTH COUNTY SCHOOLS
THE UNIVERSITY OF ALABAMA
Bristol Brunel Academy UNIVERSITÄT OSNABRÜCK
PLANO Independent School District NEW ENGLAND LAW BOSTON

PUBLIC VENUES / HOSPITALITY / RETAIL

LIVERPOOL FC JW MARRIOTT
Sands
SYDNEY OPERA HOUSE the Y CAESARS PALACE LAS VEGAS
LSO London Symphony Orchestra Specialty's CAFE & BAKERY
sochi 2014 MOSCONE CENTER

Why Xirrus?

Xirrus Solution Overview

Management



CommandCenter



XMS-Cloud

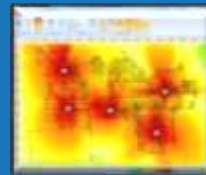


XMS-Enterprise

Applications



EasyPass



Wi-Fi Designer



Wi-Fi Inspector

Services



Application Control



L2-4 Firewall



XPS Location



Analytics

Infrastructure



Access Points



High Density Access Points

3rd Party APIs and Interfaces

Xirrus Key Value Propositions



Scalability

Standard and high density solutions that right-size the Wi-Fi and reduce equipment costs



Security

EasyPass access and application policy control in every AP to secure the network edge



Simplicity

Cloud or on-premise management with zero-touch install simplify and speed operations

Scalability Challenge: Increasing Usage Everywhere



Offices



Classrooms



Outdoors



Auditoriums



Stadiums



Libraries

Scalability: Wi-Fi to Any Density

Xirrus Delivers More Bandwidth Per AP – Requires Less Equipment



Dozens



2 radio AP



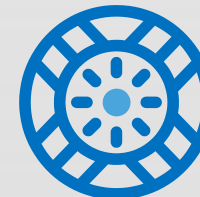
Hundreds



4 radio AP



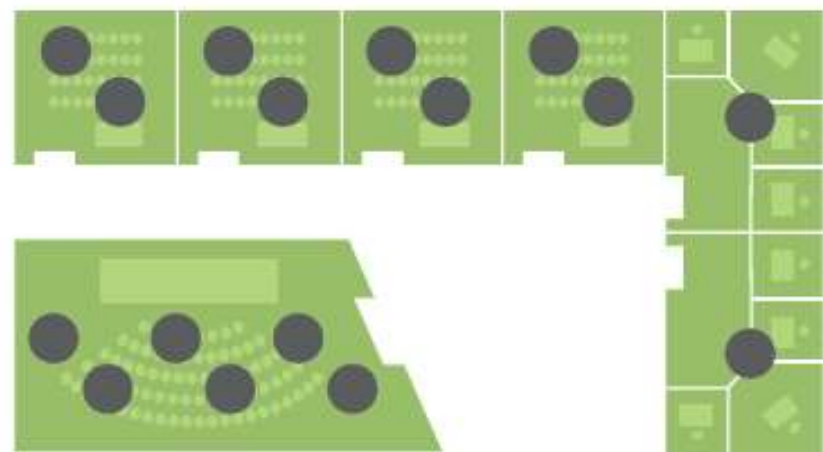
Thousands



8 radio AP

Less Equipment Reduces Total Cost of Ownership

Traditional Approach



16 ACCESS POINTS

- Non-Flexible Fixed Radio AP's
- More cabling and switches required
- Complex installation

Riverbed Xirrus

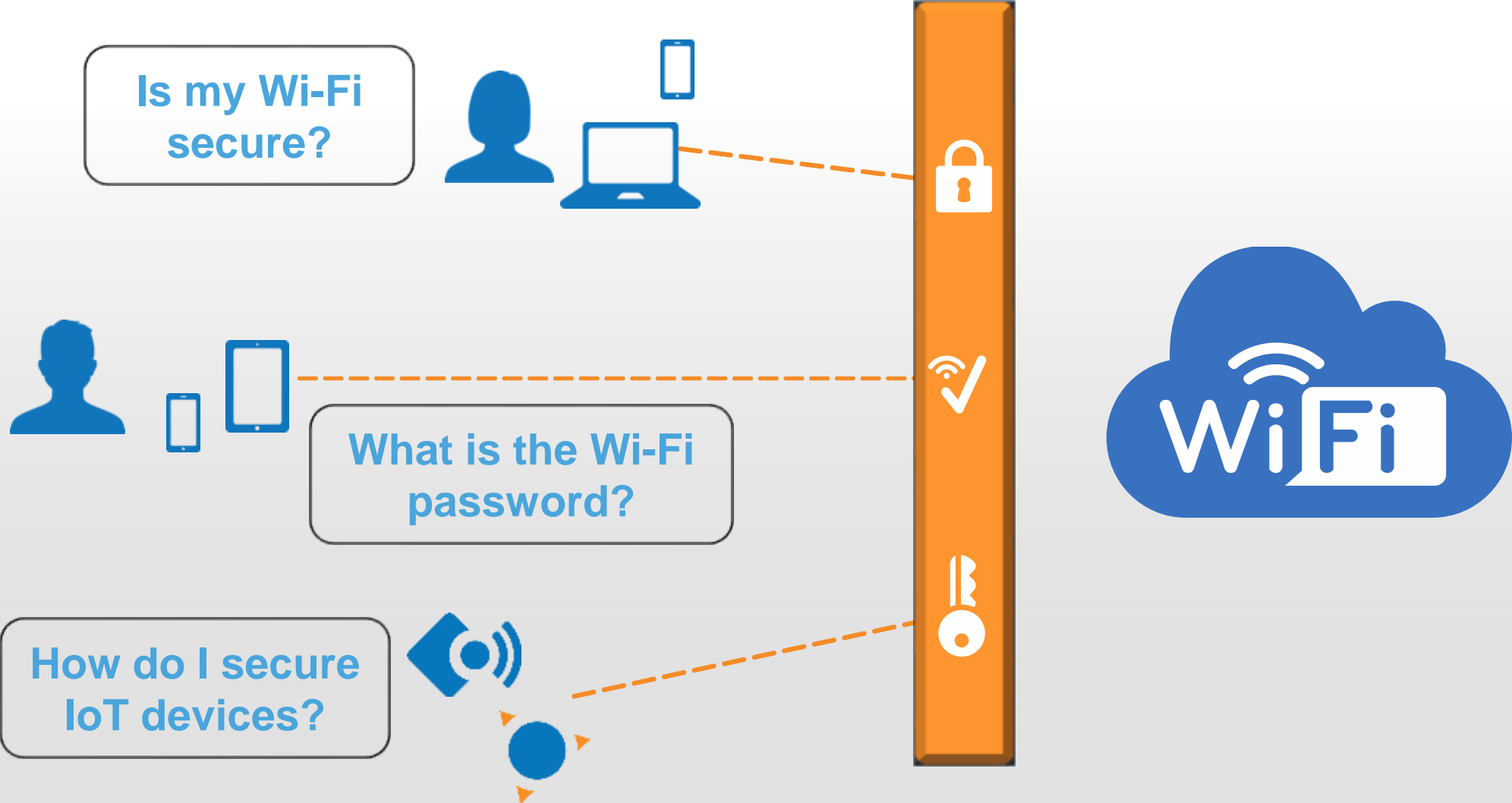


5 HIGH-DENSITY ACCESS POINTS

2 ACCESS POINTS

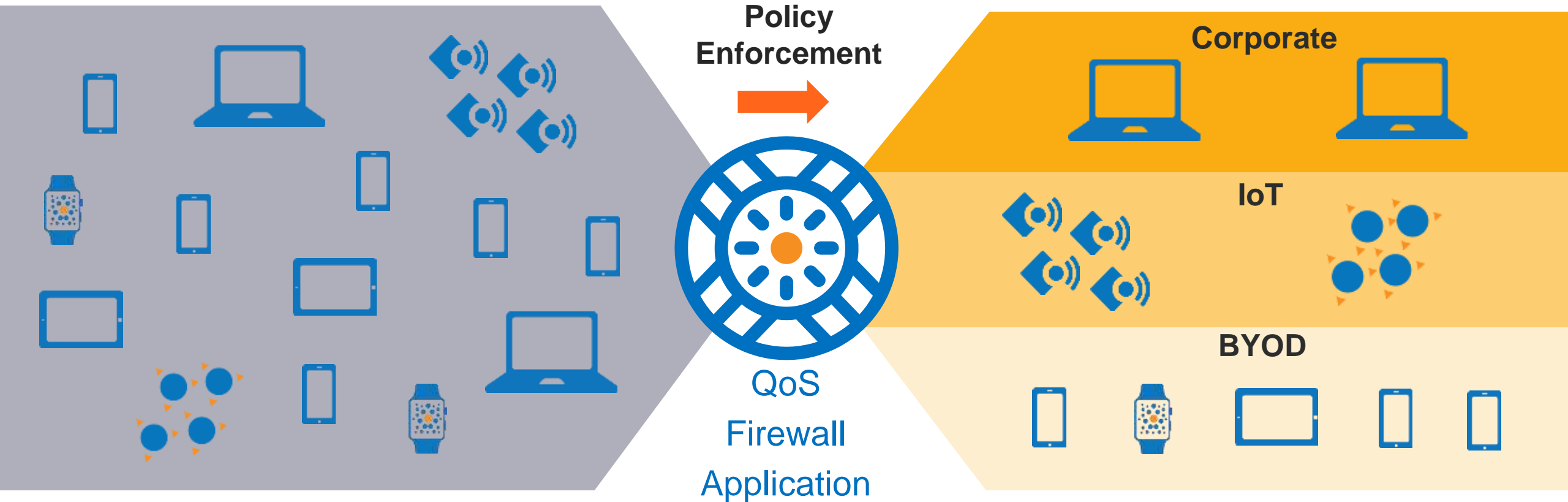
- Less Access Points
- Less Cables & Switches
- Reduced Installation Costs

Security Challenge: Complex Access and Security



Security: Orchestration to the Network Edge

Xirrus Enforces Security and Performance Policies Directly in the AP



Security: EasyPass Access for All Types of Users

Simplifies and secures Wi-Fi connections

Employees/loT



Onboarding

Users gain secure access using a unique PSK.



Microsoft Azure

Users gain secure access using Microsoft Azure authentication.



Google Login

Users gain secure access using Google authentication.

Guests



Self-Registration

Guests sign up to gain access using an online form.



Guest Ambassador

A guest ambassador must register the guest.



Personal Wi-Fi

Users create their own secure personal network.

Customers



Voucher

Users gain access using a pre-assigned access code.



One-Click Access

Guests gain access after agreeing to terms of use.

Flexible Management

Cloud and on-premise solutions with flexibility to migrate between

Pick Your Approach



Public Hosted
Vendor's Data Center



Partner Hosted
Reseller Data Center



Customer Hosted
End-User Premise

Simplicity: Cloud-based Control

XMS-Cloud single console management with 'infinite' scalability



CommandCenter
Multi-tenant Control

EasyPass™
Access Control

Zero-touch
Provisioning

Dashboard
Realtime Monitor

Policy
L1-L7 Control

Analytics
Who, What, Where

Xirrus Key Value Propositions



Scalable

Standard and high density solutions that right-size the Wi-Fi and reduce equipment costs



Secure

EasyPass access and application policy control in every AP secure the network edge



Simple

Cloud or on-premise management with zero-touch install simplify and speed operations

Superior Value: Easy Deployment + Less Equipment = Lowest Total Cost

Riverbed + Xirrus Integration

Riverbed® SteelConnect™

Application-Defined Networking for the Cloud Era



SteelConnect Manager

Secure SD-WAN Gateways



Amazon Web Services
Microsoft Azure



Virtual Gateways
ESXi, KVM, Xen



Branch Gateways
Model 130 / 330 / 1030



Data Center Gateways
Model 5030



SteelHead SD
570-SD, 770-SD, 3070-SD

Secure SD-LAN Access

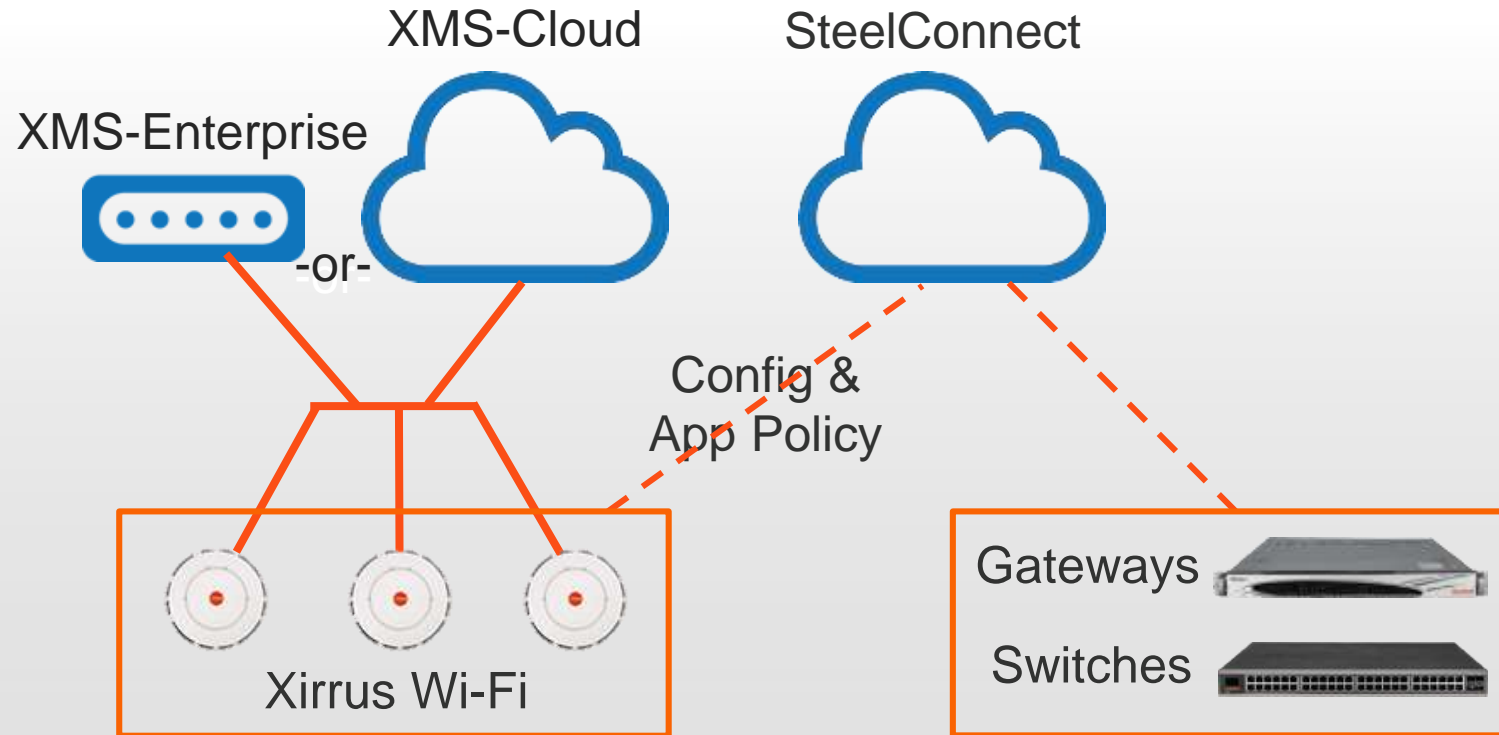


LAN Switches
Model S-12 / S-24 / S-48



Wi-Fi Access Points
Model Series X, XR, XD, XA, XH

SteelConnect + Xirrus Integration



Customer Examples and Use Cases

Microsoft Events



“

We've increased our capacity and solved a problem that we've never been able to solve and we've been able to do all the other wireless needs at the event at somewhere under half of the cost for the facility side of things as we have in the past.

—JOHN O'GARA

Group Manager for Microsoft's CMG Events & Studies

REQUIREMENTS

Simultaneously connect 10,000s of Wi-Fi users

Temporary deployment minimizing amount of equipment

Simple network that can be centrally managed

SOLUTION

High performance 4 and 8 radio High Density APs

80% less equipment and 80% less time to deploy

Paul Hastings Law Firm



Top 20 US Law Firm

Mobile phone and iPad use on this network has exploded in the past three years,” says Searl Tate, director of engineering at Paul Hastings. “There are probably five times as many devices on the network now.

—SEARL TATE
Director of Engineering

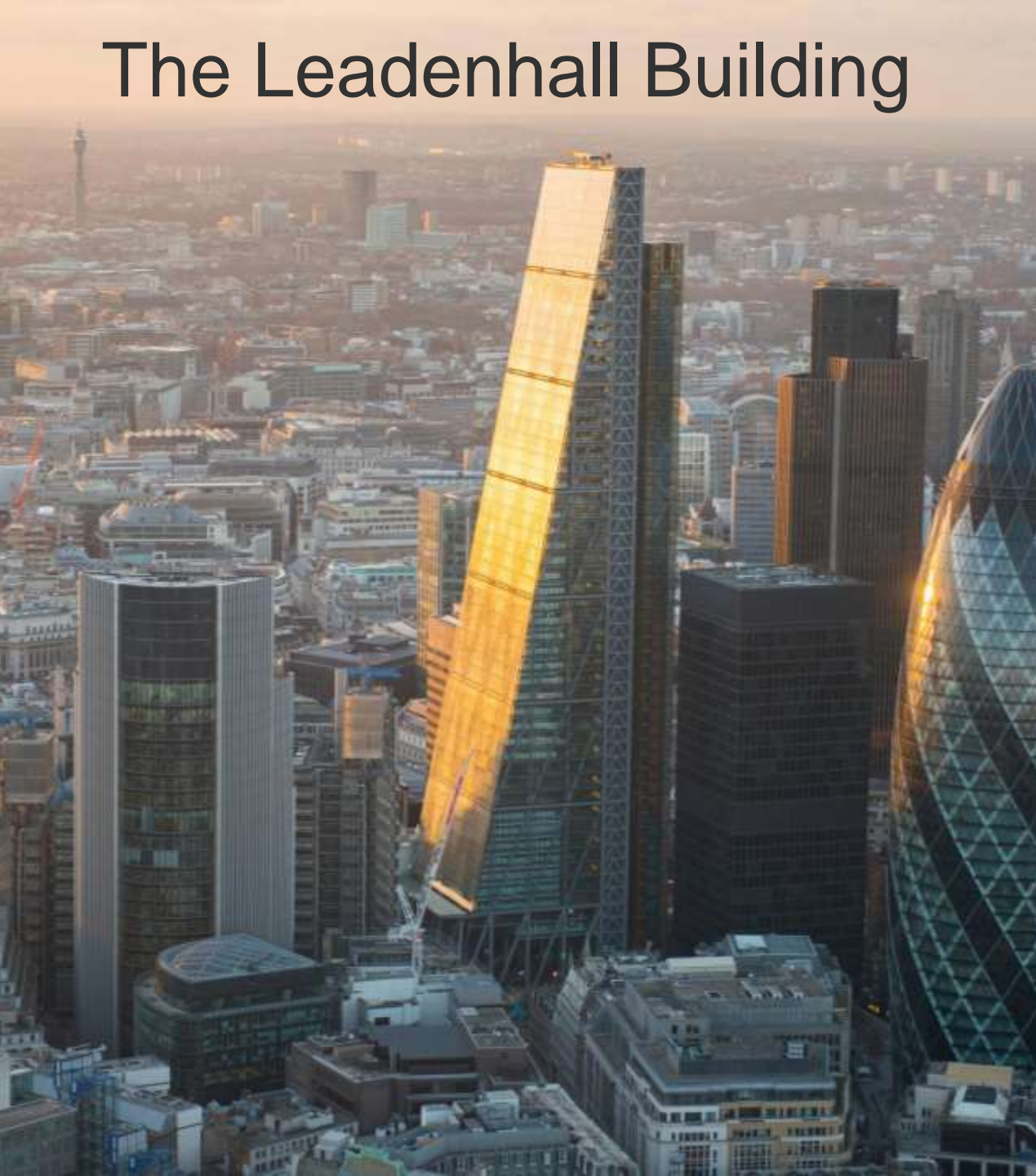
REQUIREMENTS

Wireless access a critical business requirement in 21 locations for over 1,100 employees globally
Existing wireless network failed from device and mobile application growth

SOLUTION

250+ 2, 4, and 8 radio APs managed by XMS
Eliminated cost of additional cabling, controllers, switch ports

The Leadenhall Building



London Office Building

48 story skyscraper is the 4th tallest building in the UK. It is known as the “Cheese Grater” due to its distinctive wedge shape.

REQUIREMENTS

Robust Wi-Fi for VoWiFi services

Secure connectivity for security, facilities, IT

Ubiquitous 5GHz coverage in all indoor/outdoor areas

SOLUTION

230 Xirrus Software-definable APs

XMS-Cloud management

EasyPass for Guest access

Application Control to manage usage

Fred IT Group



Australian Pharmacy/Drug Stores

MSP for Chemists, Pharmacies, and Drug Stores across Australia

Approximately 3000 retail locations

Services include POS, dispensary systems, store management, Internet, phone

REQUIREMENTS

Wi-Fi to support POS and dispensing solution

Future extension to guest services

Centrally provisioned/managed with no onsite IT

SOLUTION

1 AP per retail site as part of managed service

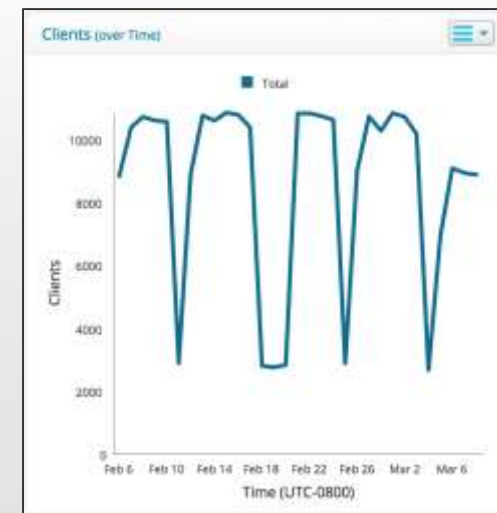
XMS-Cloud management

Rankin County School District



Mississippi K-12 district with
27 schools, 19,000 students

10,000+ simultaneous devices, 99%+ 5GHz
Nearly 4TBytes traffic daily



SOLUTION

Over 1500 2 and 4 radio APs across 27 sites
App Control to block BitTorrent, etc. & throttles
Google Drive

Sands Expo and Convention Center



“

The architecture of such a network, typified by Xirrus, provides greater bandwidth and coverage and supports more wireless devices than conventional Wi-Fi systems.

JUSTIN HERRMAN
IT director for The Sands

\$248K 5 Year Savings

200 vs. 1500 competitor AP quote

33% More
Wi-Fi
bandwidth

50% Less
cable
runs

One of the largest convention centers in the United States with 2.2 million sq ft.



Thank You