

5 Reasons that you are overpaying for your Wi-Fi

Discover the new economics of enterprise Wi-Fi that are driving adaptable, scalable, and affordable connectivity

Wi-Fi has rapidly evolved over the last decade, with the industry adoption of cloud, controllers, and cooperative control. As you upgrade or expand your network this year, ensure that you avoid hidden costs, get the right solution for your needs, and future proof your investment.

So why might YOU be overpaying?

1

You are being SOLD outdated technology

"The Wi-Fi market is transitioning to controller-less solutions"

- Chuck Robbins, CEO Cisco.

86%

of Network Managers are concerned about how fast Wi-Fi technology evolves and whether their vendor can support mixed environments

TIP

Make sure your vendor supports cloud networking, doesn't rely on WLAN controllers, and can protect your hardware investment for at least 5 years. You don't want to start upgrading AP's before you have to!

2

Batteries NOT included – Hidden costs

Who really needs redundancy? Security? Guest access? Well, a lot of people!

ALL organizations are concerned their vendor may be hiding costs

33%

Guests

16%

Security

24%

Redundancy

27%

Other

TIP

Read the fine print – make a fair comparison between solutions noting that redundancy, security, management, guest access etc. may all be hidden line items that could come back to haunt you.

3

Your solution can't SCALE with you

97%

of organizations said it was important to have a solution that could start small and easily grow

TIP

Sometimes vendors have different solutions based on your initial scope, that may not be suited to your plans down the road. You may have to rip and replace, or get hit with controller and other upgrade costs.

4

You weren't WARNED about ongoing costs

1 in 2

of organizations are looking to reduce ongoing management costs with cloud Wi-Fi

TIP

Make the netWORK for you, not the other way around. Some solutions have complex management, some aren't optimized for high capacity, others don't make it simple to administer secure access or troubleshoot which will all hurt your resources and budget.

5

RRP - doesn't stand for REAL retail price

The cost of connectivity is falling but it's not always reflected until deep into negotiations.

TIP

Make sure your vendor is upfront about pricing, and is providing solutions to meet your needs, not theirs. Always question why a vendor is positioning a certain number and type of access points. Work with a vendor who doesn't hide behind massive RRP discounting and makes it easy to do business with.

Want to stop overpaying for your enterprise Wi-Fi?

Read the full ebook from Aerohive to learn more



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