



Who is Aerohive?

Aerohive is a cloud networking company that provides comprehensive access solutions to organisations requiring wireless and mobile access to applications.

What does Aerohive do?

Delivers wired and wireless LAN solutions (access points, switches, & routers) for secure, mobility optimised, enterprise-class access to every site, from a large campus or headquarters to remote branches and even single teleworker offices. All with consistent, predictable service, maximum security, and completely optimised for application reliability.

How does Aerohive do this?

Cooperative Control – Controller-less Wi-Fi architecture eliminates WLAN controllers and reduces costs.

Public or Private Cloud Management – Moves Capex to Opex and lets you start small and grow your network gradually.

No Feature Licenses – All features are built into the access points, switches, & routers for no additional costs.

Unified Wired and Wireless – Integrated management & contextual-based policy enforcement for wired and wireless users.

Zero Touch Provisioning – Plug in the device and it will automatically find the cloud system for its configuration.

Full Application Reporting & Visibility – View all applications on the network and control the quality and access to them from the cloud anywhere in the world.

No Single Point of Failure – Access points, switches, & routers self-organise and allow the network to be functional without a controller.

Enterprise-class Features – Integrated mesh, RADIUS, authentication integration, QoS, SLAs for throughput, & Client Health dashboards.

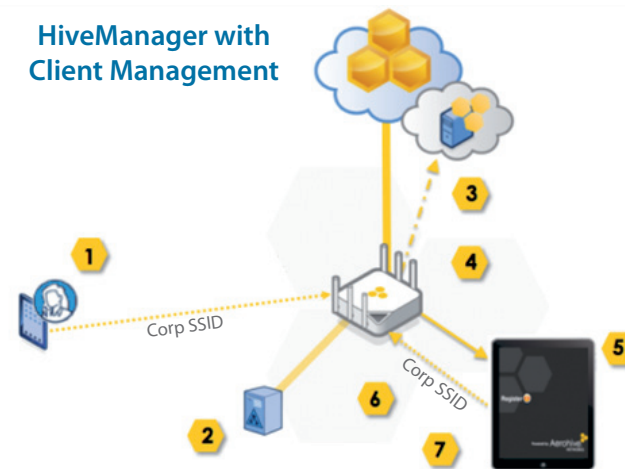
Single SSID / BYOD / Guest Access – Offer different services such as guest access and corporate access without having to publish multiple SSIDs using Aerohive's Pre-Shared Key (PPSK). Aerohive's PPSK feature enables the ease of a single SSID with many of the advantages of 802.1X solutions.

What the market is saying...

"The historical separation of wired and wireless solutions for LAN access connectivity is disappearing. End users need to connect to network resources, regardless of whether the connection is wired or wireless."

2013 Gartner Magic Quadrant for Wired and Wireless LAN Access Infrastructure

HiveManager with Client Management



- 1 Mobile user connects to corporate SSID with username and password.
- 2 User is authenticated against Active Directory or user store.
- 3 AP checks to see if device is already provisioned with HiveManager client management.
- 4 Device is checked against a list of known corporate devices (MAC addresses) entered by IT admin.
- 5 If device is not provisioned it is redirected to provisioning URL to acquire a custom device certificate and secure profile based on whether it is BYO or in the MAC address list.
- 6 Device is reconnected to the SAME SSID with a custom device certificate.
- 7 Policy is applied based on all available context, including: identity, device type, device ownership, location and time.

Vertical sector market requirements...

Enterprise – Need to increase Wi-Fi capacity to address explosion of mobile devices.

Enterprise Home & Teleworkers – Extend enterprise Wi-Fi securely to the edge with Auto VPN.

Healthcare – Workers need 24/7 Wi-Fi access to medical applications & patient data. Ensure seamless remote connectivity for Midwives, district nurses, consultants & Doctors.

Retail – Need easy to deploy and remotely manage in-store Wi-Fi to view inventory data, provide secure guest access & wireless payments. This vertical also requires easy to configure Warehouse Wi-Fi coverage and HQ connectivity.

Finance – Require a highly scaleable, enterprise class, secure, on-premise management offering that conforms to regulatory and other compliance standards.

Education – Schools need WLANs as primary learning venue for students.

Why should I buy Aerohive?

1. Fully distributed architecture with no single points of failure.
2. Visionary in the Gartner Magic Quadrant for Wired & Wireless LAN.
3. Unified policy & management for wired and wireless users.
4. Cloud-enabled management & provisioning.
5. Rich set of enterprise-class features.

Customer examples...



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Competitive Matrix

Features	Aerohive NETWORKS	ARUBA networks INSTANT	ARUBA networks CONTROLLER	CISCO Meraki	Ruckus
Cloud management	●	●	□	●	□
Unified wired & wireless policy and management	●	●	●	□	□
Application visibility & control	●	□	●	○	□
High availability (no single point of failure)	●	●	●	□	●
Enterprise-grade QoS	●	□	●	○	□
Bonjour Gateway	●	●	●	●	□
Directory integration	●	●	●	●	●
Client Health Score	●	□	● (Requires Airwave)	□	○
Free integrated Wi-Fi planner	●	●	□	□	□
Private Pre-Shared Key (PPSK)	●	□	□	□	●
Layer 3 roaming	●	●	●	●	●
Spectrum Analysis	●	●	●	○	●
Retail analytics	●	□	○	●	□
TeacherView application	●	□	□	□	□

● Fully Supported ○ Limited Support ● Limited Support (Redundant Controllers needed) ● Limited Support (Requires Clearpass) ● Limited Support (Requires onsite MX unit) □ Not Supported

Don't forget we have On-Premise option as well as Cloud Management!