ENTERPRISE WIFI SOLUTIONS OVERVIEW

Today, businesses need fast and reliable internet connectivity to be productive. This is true especially in sectors where companies utilize machine learning and artificial intelligence in their systems. This need has led to the rise of enterprise Wi-Fi solutions. These are advanced networks that use strategic design, more access points, and better equipment to create reliable web connectivity for business users.

Enterprise Wi-Fi utilizes slightly different management methods and protocols compared to consumer networks. The equipment can support bigger loads without being affected by dropped or dead signals. An administrator controls access so that only authorized people are able to connect. In short, enterprise Wi-Fi is an advanced version of home Wi-Fi built to manage the greater demands of public institutions and businesses.
The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings. The overall Customer Success ranking is a weighted average based on 3 parts:

**Content Score** is affected by:
1. Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
2. Customer reference rating score
3. Year-over-year change in amount of customer references on FeaturedCustomers platform
4. Total # of profile views on FeaturedCustomers platform
5. Total # of customer reference views on FeaturedCustomers platform

**Market Presence Score** is affected by:
1. Social media followers including LinkedIn, Twitter, & Facebook
2. Vendor momentum based on web traffic and search trends
3. Organic SEO key term rankings
4. Company presence including # of press mentions

**Company Score** is affected by:
1. Total # of employees (based on social media and public resources)
2. Year-over-year change in # of employees over past 12 months
3. Glassdoor ranking
4. Venture capital raised

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**Customer Success Report Award Levels**

**Market Leader**
Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.

**Top Performer**
Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.

**Rising Star**
Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.
2020 Customer Success Awards
Check out this list of the highest rated Enterprise WiFi Solutions software based on the FeaturedCustomers Customer Success Report.

Market Leaders
- Aruba
- Cambium Networks
- Cisco Meraki
- Extreme

Top Performers
- Cloud4Wi
- datto Networking
- Edgecore Networks
- Mist
- Purple

Rising Stars
- Eleven
- Globalreach
- Wifi-soft
OVERALL BEST
OF ENTERPRISE WIFI SOLUTIONS

BEST IN CATEGORY

Cisco  Meraki
Cisco Meraki believes that by simplifying powerful technology, Cisco Meraki can free passionate people to focus on their mission and reach groups previously left in the darkness. Founded in 2006, Meraki has grown to become an industry leader in the IT space, with over 140,000 customers and 2 million network devices and counting online around the world. Cisco Meraki’s comprehensive set of solutions includes wireless, switching, security, communications, EMM, and security cameras, all managed through Meraki’s web-based dashboard interface. This allows customers to seize new business opportunities and reduce operational costs.

"The ease-of-use and how easily you are able to get information is exceptional. Network administrators are able to see information that is useful for managing the network at a glance, and are able to access it at any time and troubleshoot as needed.”
Takahito Natsubori
IT Architect, Teraoka Seiko

"The troubleshooting is phenomenal. With the dashboard, I can sit down with a student who’s having trouble connecting and immediately see what access point they’re connected to or if they’re not connected, click on any access point and see what clients are connected to it, and see what’s using the highest amount of traffic.”
Lisa Weller
Senior Director, Student Accounts, Eastern University

"I can manage all of my networks in the Meraki dashboard and I can send information to the marketing department. We are so happy with the solution that we want to share it with other hotels!”
Pablo Lao
CIO, Hoteles Center

"With Meraki, you have a lot of opportunities to see what is happening on the network: traffic, where users are surfing, who’s logged in, etc. The nice thing is that you can do a lot with a little bit of tinkering and still perform quite complicated network configurations.”
Stefaan Vandendriessche
ICT Administrator, De Kade campus Het Anker
MARKET LEADERS
2020 MARKET LEADERS

aruba
a Hewlett Packard Enterprise company

Cambium Networks

Extreme

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ABOUT ARUBA NETWORKS

Aruba Networks is a leading provider of next-generation network access solutions for the mobile enterprise. The company designs and delivers Mobility-Defined Networks that empower IT departments and #GenMobile, a new generation of tech-savvy users who rely on their mobile devices for every aspect of work and personal communication. To create a mobility experience that #GenMobile and IT can rely upon, Aruba Mobility-Defined Networks™ automate infrastructure-wide performance optimization and trigger security actions that used to require manual IT intervention.

“As one of our broader technology goals was standardizing, Aruba provided the most holistic solution. It included Wi-Fi and the networking switches required for connecting the system to our wired LAN, which was also transitioning to HPE networking equipment.”
Laura Assem
CTO, Roseville City School District

“Beyond cost savings, using Aruba solutions allows us to provide seamless wireless network service, monitor the network meticulously, and future-proof the network for the next generation of devices, which is the Internet of Things.”
Rich Zarei
Network Engineer, Hewlett Packard Enterprise

“As we move toward a personalized learning model, our Aruba WLAN, with Instant APs, ClearPass and AirWave, enables us to deploy fast, secure Wi-Fi and troubleshoot it from a central location.”
Robert Gravina
CIO, Poway Unified School District

“The powerful features of ClearPass have made possible a host of benefits we did not even consider at the time of evaluation. After meeting and exceeding our expectations for NAC, ClearPass enabled us to implement Wi-Fi self-registration and onboarding, Wireless Security Policy Management, BYOD support and guest management.”
Omar Almarzooqi
Manager, IT Security & Networks, Daman Health Insurance
ABOUT CAMBIUM NETWORKS

Cambium Networks is a leading global provider of wireless broadband solutions that connect the unconnected. Through its extensive portfolio of reliable, scalable and secure WiFi and wireless broadband point-to-point (PTP) and point-to-multipoint (PMP) platforms managed by cloud-based software, Cambium Networks enables service providers; enterprises; governmental and military agencies; oil, gas and utility companies; Internet service providers; and public safety organizations to build powerful communications networks, reach users from 200 kilometers across mountain tops down to their devices, and intelligently manage their business Wi-Fi infrastructure through end-to-end network visibility and actionable analytics.

“We recommend cnPilot™ E400 enterprise WiFi indoor modules and E500 enterprise WiFi outdoor modules, with an ePMP™ distribution network, managed by the cnMaestro™ management system. This package of technology is proven to be reliable and cost effective, and is now deployed for business and industrial customers in more than 50 sites on.

Bruce McGregor
General Manager, Southern Rework

“We had limits, we had obstacles, and we had demands. The Cambium ePMP line removed these constraints and allowed us to focus on our expansion efforts without looking back. The ePMP line is a game changer for us. The bandwidth available in the ePMP series is remarkable. With 30 customers on 1 AP, we are still able to offer them up to 15 Mbps...

Curt Cormier
President & CEO, Kayse Wireless

“The school district needed WiFi connectivity in every classroom and immediate technical support to ensure uptime. cnPilot E400 and cnMaestro management gave us reliable connectivity and centralized real-time management.”

Emanuele Loi
System Engineer, SICE Telecom

“ePMP has empowered Vanilla Telecom to compete with larger networks and offer more throughput and scalability today. We are grateful for having a reliable long-term partner in Cambium Networks, which is in relentless pursuit of improvements in wireless broadband and the highest level of quality and reliability.”

David Thake
President & CEO, Vanilla Telecom
ABOUT EXTREME NETWORKS
Extreme Networks, Inc. (EXTR) creates effortless networking experiences that enable all of us to advance. We push the boundaries of technology leveraging the powers of machine learning, artificial intelligence, analytics, and automation. Over 50,000 customers globally trust our end-to-end, cloud-driven networking solutions and rely on our top-rated services and support to accelerate their digital transformation efforts and deliver progress like never before. For more information, visit Extreme's website or follow us on Twitter, LinkedIn, and Facebook.

“We saw in Extreme Networks the performance we needed as well as features, such as multilayer switching, routing, MPLS VPNs, flexibility, and great capacity in a small form factor.”
Samit Jana
CTO, WordLink Communications

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CTO, WordLink Communications

“From an IT perspective, Extreme Networks has made it possible for us to concentrate on our network without having to manage controllers, which has saved us a valuable amount of time and expense. Then, throw in simple deployment and insightful reporting tools, and the bottom line is that Extreme Networks turns problems into solutions.”
Brian Webb
Lead Engineer, Alabama State University

“Extreme Networks was found to be very sound technically. The transformation has led to great delivery with tight integration of servers and storage with other existing computing environment. The return on investment has been good.”
K. Balamurugan
Assistant General Manager, L&T Shipbuilding Limited

“We wanted reliable, redundant, 24/7 backbone switches in each of our data centers to help us leverage the benefits of cloud computing, and the ExtremeRouting MLXe core router delivered on all fronts.”
Waddaah Keirbeck
Senior Vice President, Global IT, FleetCor
ABOUT UBIQUITI NETWORKS

Ubiquiti Networks, Inc. (Nasdaq: UBNT) eliminates barriers to connectivity for under-networked enterprises, communities and consumers with its leading-edge platforms that connect hundreds of millions of people throughout the world. With over 60 million devices sold worldwide, through a network of over 100 distributors, to customers in more than 180 countries and territories, Ubiquiti has maintained an industry-leading financial profile by leveraging a unique business model to develop products that combine innovative technology with disruptive price-to-performance characteristics.

“Ubiquiti revolutionized [our] catering offerings by allowing us to process our transactions instantly - rather than [using] 3G, which was taking anywhere between 30 seconds to 3 minutes; this meant an increase of $35,000 per game or 45%, which was extremely helpful. The quality of internet offering to our fans is also amazing - delivering on average a speed...

Guy Hedderwick
Chief Executive Officer, Titanium Security Arena

“Because Ubiquiti products are easy to deploy and offer excellent quality at a competitive price, new WISPs have a great opportunity to grow and deliver the Internet to remote areas.”

Enrique Cachimuel
General Manager, Aire.EC

“Physical installation was very easy and Ubiquiti had products for all of our different mounting scenarios. Wall mount, ceiling tile mount, and in-walls that fit right over an existing single-gang network outlet with no retrofitting. We have had a lot of compliments with the way they look and blend in with the building environments.”

James Shorb
Telecommunications Specialist, Mount St. Mary’s University

“We use Ubiquiti’s products to keep our monitoring live 24/7 and provide secure remote access capabilities. It also allows us to remotely manage all devices.”

Joshua Cayo
Technical Service Supervisor, Aegis Energy Services
2020 Top Performers

- Cloud4Wi
- Datto Networking
- Edge-Core Networks
- Mist (A Juniper Company)
- Purple
ABOUT CLOUD4WI

Cloud4Wi offers Volare, the industry's leading services platform for advanced guest Wi-Fi. With Volare, large retail chains, restaurant chains, transportation hubs, and shopping centers build their brands by leveraging their existing Wi-Fi networks to provide superior on-site mobile experiences, while gaining valuable customer insights.

"Cloud4Wi gave us the opportunity to collect and validate customer data without adding any complexity to the process. The solution shows how technology and marketing can work beautifully together. Thanks to Cloud4Wi’s application suite, we’re able to gain more customer insights, which we can then use to further drive revenue.”

Yoav Guttmann
SVP Global CIO, Almod Diamonds

"Cloud4Wi is the most interesting platform we have seen. It offers our customers powerful marketing tools and valuable in-store analytics enabling them to act upon shoppers’ purchase path. At the same time, the platform provides us with the maximum flexibility and scalability in managing Wi-Fi services.”

Victor Ratnikov
CEO, Enforta

"When we first started using Volare, we were blown away by all the different customizations available - a variety of login options, Internet plans, welcome portal templates and more. The platform is so rich in features, with analytics and marketing applications available, and the best part is all these capabilities are together on one platform. This makes our…

Tyre Fant
IT Administrator, MVTA

"Cloud4Wi’s solution enables us to understand who our customers are and how they behave in the stores while respecting their privacy. Thanks to this in-depth knowledge, we will be able to deliver compelling and much more personalized experiences.”

Lorenzo Bertelli
Owner and CDO, Prada Group
As the world’s leading provider of IT solutions delivered by Managed Service Providers (MSPs), Datto believes there is no limit to what small and medium businesses can achieve with the right technology. Datto offers business continuity and disaster recovery, networking, business management, and file backup and sync solutions, and has created a one-of-a-kind ecosystem of partners that provide Datto solutions to half a million businesses across more than 130 countries. Since its founding in 2007, Datto has earned hundreds of awards for its rapid growth, product excellence, superior technical support, and for fostering an outstanding workplace.

"Datto Networking is built from the ground-up to support the MSP model of doing business. The solution allows us to deliver the end-result of secure and supportable networks for our clients that can be easily managed through a single pane of glass."

Alain Lefebvre
Great White North

"You don’t need a physical controller on site, there are no additional hardware costs, you don’t need a specific PoE switch, and the solution is easy to scale. And when I saw there was free lifetime cloud management, that was a big deal."

Robert Stanley
Director of Technology, Notre Dame High School

"A big selling point was the cloud-managed piece. We don’t have to be on site to make a change. Because it’s cloud based, we can manage it from anywhere."

Sean Graham
International Bird Rescue

"The Open Mesh equipment overcame every obstacle and delivered a reliable, cost-effective and easy to use solution for our partners and vendors."

Jared Bownds
Boundless IT, Kraft Nabisco Championship

Customer references from happy Datto Networking users

VIEW ALL REFERENCES
Edgecore Networks Corporation is a wholly-owned subsidiary of Accton Technology Corporation, the leading network ODM. Edgecore Networks delivers wired and wireless networking products and solutions through channel partners and system integrators worldwide for data center, service provider, enterprise, and SMB customers. Edgecore Networks is the leader in open networking providing a full line of 1GbE, 10GbE, 25GbE, 40GbE, 50GbE, and 100GbE open and OCP switches that offer choice of NOS and SDN software for data center, telecommunications, and enterprise network use cases.

"We are looking to reduce the network maintenance costs while ensuring the network structure can be ready for the next-generation technologies, such as software-defined networks (SDNs)."

Greg Boykin
Information Systems Manager, City of Hoover

"Specific examples show the conventional configuration and compare this with how you do it with Cumulus. We were already well-acquainted with the company and for this project, too, they offered us good advice on which products would suit us best and make the most sense."

Martin Kolly
Systems Engineer, senseLAN

"We wanted to bring in the best equipment and software we could yet be cost-efficient as this is all being paid for by taxpayer dollars. Cost reduction was a big factor but so was getting all the functionality that we needed to grow and improve our network over time. The combination of the Pica8 PICOS® NOS and Edgecore hardware enabled us to achieve that goal. It gives us a real future-proofed network – something that legacy networking vendors seem to shy away from."

Jason Cope
Director of Technology, City of Hoover

22 Customer references from happy Edgecore Networks users

VIEW ALL REFERENCES
ABOUT MIST SYSTEMS

Mist Systems is pioneering the new wireless network. Mist built the first AI-driven wireless platform, designed specifically for the Smart Device Era. The Mist Learning Wireless LAN makes Wi-Fi predictable, reliable and measurable by providing unprecedented visibility into the user experience and by replacing time consuming manual IT tasks with proactive automation. In addition, Mist is the first vendor to bring enterprise-grade Wi-Fi, BLE and IoT together to deliver personalized, location-based wireless services without requiring battery-powered beacons. All operations are managed via Mist’s modern cloud architecture for maximum scalability, agility and performance.

“We really wanted a Wi-Fi platform that could lower our ongoing operations and troubleshooting costs. Mist’s unique usage of Artificial Intelligence and microservices in the cloud immediately caught our eye.”

Gordon Riese
Network Engineer, Academy Mortgage

“With the Mist solution and its AI foundation, we are seeing higher performance and troubleshooting of user issues is simplified and faster. The intuitive design and rich visibility of the management interface make it easier for our team to configure the system and to get insight into the user experience.”

Matt McCaleb
Network & Telecom Engineer, Wonderful Pistachios

“We are trying to create the best customer experience we can. Mist allows us, through its analytics, to find out where our problems are, and even if only two percent of users are having a problem, we can resolve it on the fly. With Mist, we can create that experience for the customer.”

Mitch Davis
Chief Information Officer, Dartmouth College

“It used to take hours or days tracing data and doing manual packet captures to fix wireless issues. Now solving client issues takes just minutes with Mist. In addition, with a single glance I can see exactly what level of service we are delivering to every student, teacher, administrator and guest. We really value this new level of visibility into the user...”

John Fano
System Admin, North Canton City Schools
ABOUT PURPLE

Purple helps businesses transform their physical venues into intelligent spaces. From data capture, predictive analytics and engagement, to helping customers quickly navigate complex venues, we are the Google Maps and Analytics of the physical world. With over 140 million users worldwide across 50,000 venues, Purple works with a number of brands including McDonald’s, Walmart, AENA, Merlin Entertainments, Miami Heat, Michael Kors and more. Purple employs over 100 full-time staff with offices in the UK (HQ), US, Chile, Spain, and Australia. Purple also has an active partner base of 2,000 in over 100 countries.

“Purple WiFi is an easy to use, functional piece of software with some interesting customer data. I particularly like that you can see how many times certain individuals have logged in - this is a really easy way to see loyal customers and reward them.”

Lorna Allison
Marketing Manager, Inc Group

“Purple WiFi from a marketing perspective is a superb tool. It enables us to capture key guest information, from which we are able to profile guests into distinct segments for specific marketing campaigns. We are certain the investment in Purple WiFi as a marketing device will be an extremely valuable one and yield great rewards to our guests and the...”

Timothy Coates
Commercial Director, Fermain Valley Hotel

“Purple has provided a platform that has helped us achieve our goal of elevating the customer experience. Not only do customers have access to a strong WiFi network throughout our restaurants, but with the customer data we have collected, we will be able to begin personalizing our interaction with new and returning guests. I see a promising future...”

Ronan Alonzo
IT Manager, Mad Mex

“The experience of working with Ruckus and Purple WiFi was really good, the team couldn’t have been more helpful. We can now see who is logging in and where they are in the centre when they use the service, all of which gives us valuable consumer insight upon which we can build more effective marketing campaigns.”

Stephanie Higham
Marketing Manager, The Alhambra Centre

Customer references from happy Purple users

VIEW ALL REFERENCES
2020 RISING STARS

eleven

global reach

Wifi-soft
Helping unwire the World
Eleven pioneered cloud-based guest Wi-Fi management software for the hospitality industry in 2002. Today, thousands of companies trust Eleven to keep more than 9 million guests connected every month. The ElevenOS Smart Wi-Fi platform enables central management of guest Wi-Fi across multiple devices, properties and providers with real-time analytics.

"We selected ElevenOS to go beyond just delivering premium Wi-Fi automatically to our Hello Rewards members. Moving forward we are excited to enable Wi-Fi driven services that create the personalized guest experiences our loyalty members truly demand, and deliver revenue opportunities for our owners."

John Edwards
Chief Information Officer, Red Lion Hotels

"ElevenOS provides the power and flexibility that we need in order to revolutionize Internet communications at sea. ElevenOS helps us effectively manage a range of products, pricing, accounting, and reporting, which has helped us deliver a seamless and stress-free Internet communications solution for our guests."

Bill Martin
Chief Information Officer, Royal Caribbean

"ElevenOS provides a central dashboard where front desk managers can easily set up access codes and create portals with real-time analytics. We are very happy with the solution. Guest complaints have been reduced to virtually zero, the front desk is supported, and our IT team is freed up to focus on other priorities."

Ian Tabor
IT Manager, Sun Peaks Grand Hotel & Conference Centre

"ElevenOS helps us deliver the Wi-Fi experience our customers expect. The login process is guest-friendly, back-end administration can be done at the brand or property level, and the front desk staff doesn’t have to spend time troubleshooting. It just works."

Jack Gaido
Chief Marketing Officer, Blueport, Inc
ABOUT GLOBAL REACH TECHNOLOGY

Global Reach Technology is an award-winning captive portal, cloud-RADIUS / AAA wireless platform. Built on proprietary technology, Global Reach is used by leading wireless service providers and their customers to create, monetize and manage multiple, complex wireless services for any type of deployment - consumer to large enterprise - in any industry. Working with Cisco, Aruba, Google, BT and Virgin Media, their platform supports billions of authentications and concurrent users, using hundreds of devices and networks. Only Global Reach supports the largest number of wireless operating systems and devices, and provides secure connection and roaming using the industry’s top standards.

"We are delighted with the service we receive from GlobalReach. We chose them because they took an open and innovative approach with us, opening out new possibilities for the service; they were able to roll out the service quickly and the reporting capabilities they provide us with are impressive - Our customers now receive a reliable and high...

Richard Gill
Head of Market Development - Commercial, Birmingham Airport

"GlobalReach has proven themselves to be a reliable, committed and highly agile partner during the delivery of Virgin Media's London Underground Wi-Fi service. Their performance exceeded our expectations and their enthusiasm for the project was second only to our own. I look forward to developing our partnership with them further."

Kevin Baughan
Director of Metro Wireless, Virgin Media

"The strength of our global network enabled us to provide an effective backbone for the WiFi portal platform. Working with GlobalReach we were able to define the service that our customers wanted to support their growth - all built, branded and launched within a matter of months."

Andrew Edison
SVP of Sales, EMEA, Level 3

"Visitors and residents automatically connect and seamlessly roam onto any LinkNYC hotspot using Passpoint Hotspot 2.0 technology. The GlobalReach online signup server (OSU) for HS2.0 devices provides users' devices with a one-time profile. Similar to an app download, once installed on the phone or tablet, the Wi-Fi service connects whenever devices...

Analytics
LinkNYC
ABOUT WIFI-SOFT SOLUTIONS

Wifi-soft is a solutions provider for the hotspot and wireless ISP industry. They provide carrier-class Operational Support System (OSS) for managing wireless networks and hotspot systems. In layman's terms, they provide all the necessary products and services necessary to operate wireless hotspots and ISP businesses from a central location. Their hosted, backend management solution - WiFiLAN - help hotspot operators and service providers to easily install hotspots in any public venues and operate them from a central console.

"WiFiLAN is a vital part of our operation. We use WiFiLAN for support and for monitoring information. We have about 200 locations that we use to monitor our Wi-Fi systems. It enables us to give various reports to our customers as far as daily login reports, monthly reports, yearly reports and various other reports. I personally have been using WiFiLAN for about seven years. It makes us look very good as a business and very well organized. I've enjoyed over the past seven years working with Wifisoft team. They make it very easy to work with. They are on time doing things we ask. Like specially programing that we need to have done. Customize our reports that we need to have laid out differently. There...

Tye Wilson
Zoom Info Systems, Inc

"Thanks very much. I really like the UniBox so far. You guys have done an excellent job with the design."

Glen Ebbage
IT Manager, Kingfisher Bay Resort

"When you are looking for a wifi solution and want hassle free products and services, then Wifi-soft is the answer. They are smart, professional, very responsive to their clients and easy to work with. Our company is working with Wifi-soft products and till date there has been no complaint for any reason. In the support of [the] Wifi-soft Team, they are always available, remotely or on premises, whenever we need them. Thank you for [a] great product and great support."

Manjit Singh
IT Manager Corporate, Sayaji Group