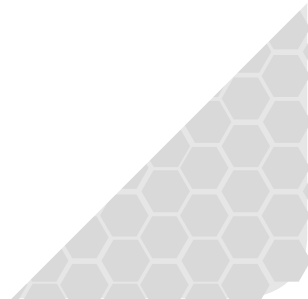




Simpli-Fi Enterprise Networking.



“Aerohive addresses one of the key issues that companies like us have with controller-based access points. We have some larger sites, but also quite a few smaller ones. Deploying an expensive controller for just one or two access points in a small satellite office is cost-prohibitive.”

—Martin Walker, *Director of Global IT Architecture, Engineering, and Operations*
Flow International Corp.



Welcome to Wireless 2.0

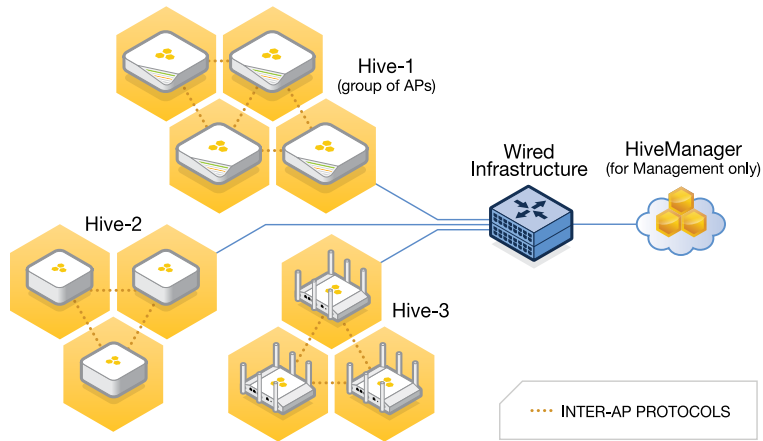


The way that Wi-Fi is being used and the requirements on an enterprise Wi-Fi network are going through a fundamental and generational change, so much so that we are calling it Wireless 2.0. It's not a new term, but it is a relevant one.

Today, there is an explosion of Wi-Fi enabled devices, with 3-4 times the number of clients appearing on the network, an order of magnitude performance increase with the 802.11n standard, and the migration of Wi-Fi from convenience to mission-critical Ethernet replacement networks. This is driving the enterprise to demand a new type of wireless LAN infrastructure. Enterprise's want a secure multi-service infrastructure capable of supporting different application (voice, video, data), user and client types as though they each had their own networks. A ubiquitously accessible, low-cost, mobile network with wire-like resilience and determinism, that is easy to use and deploy, is expected. In other words, enterprises want the mobility and productivity of Wi-Fi with the scale, performance, resilience, and ubiquity of the Internet.

Characteristics of Wireless 2.0

- The “iEverything” Wi-Fi client explosion
- Applications built specifically for mobile users
- 8-10x bandwidth with 802.11n
- Voice over Wi-Fi usage
- Location services with RFID and RTLS
- Ubiquitous Wi-Fi Coverage
- Wi-Fi as an ethernet replacement
- Secure guest access



Aerohive devices form a 'Hive' and share network intelligence and settings, therefore requiring no dedicated controller.

Enterprise-grade Solution

Enterprises shouldn't have to 'make-do-and-mend' with their wireless infrastructures; neither should they have to invest over the 'odds on' systems just to make them deliver what they need. Seamless mobility, straightforward management, cost-effective deployment, and low-cost upgrades are critical attributes for wireless networks that organizations can depend upon.

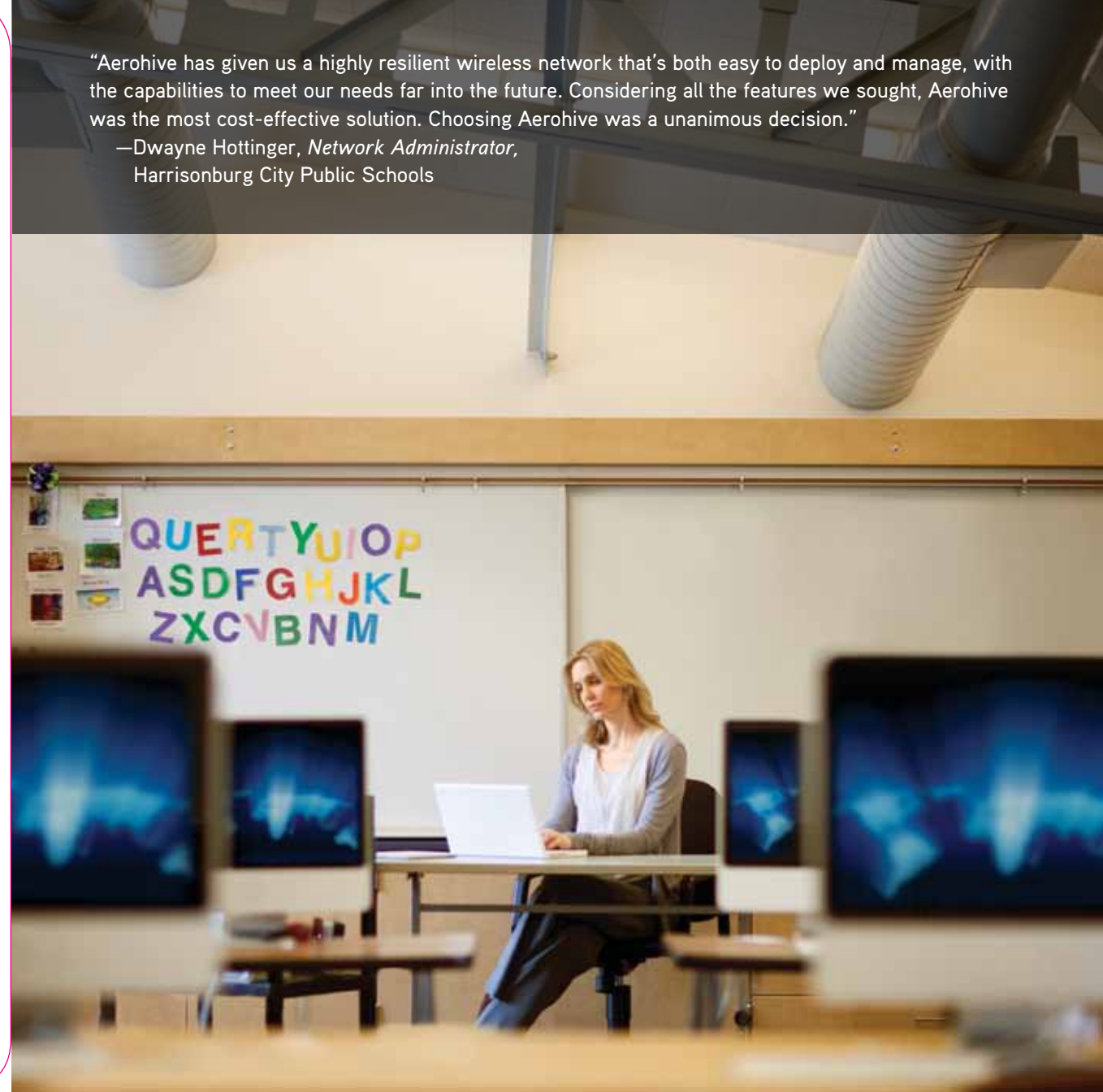
To address the challenges of a Wireless 2.0 world and provide enterprises with exactly what they need, Aerohive developed a controller-less wireless LAN architecture called Cooperative Control. Our WLAN solution provides all the performance, availability, management, mobility, and security needed in a large campus deployment, and, with the elimination of controllers in the architecture, is cost effective even in small branch office and warehouse deployments.

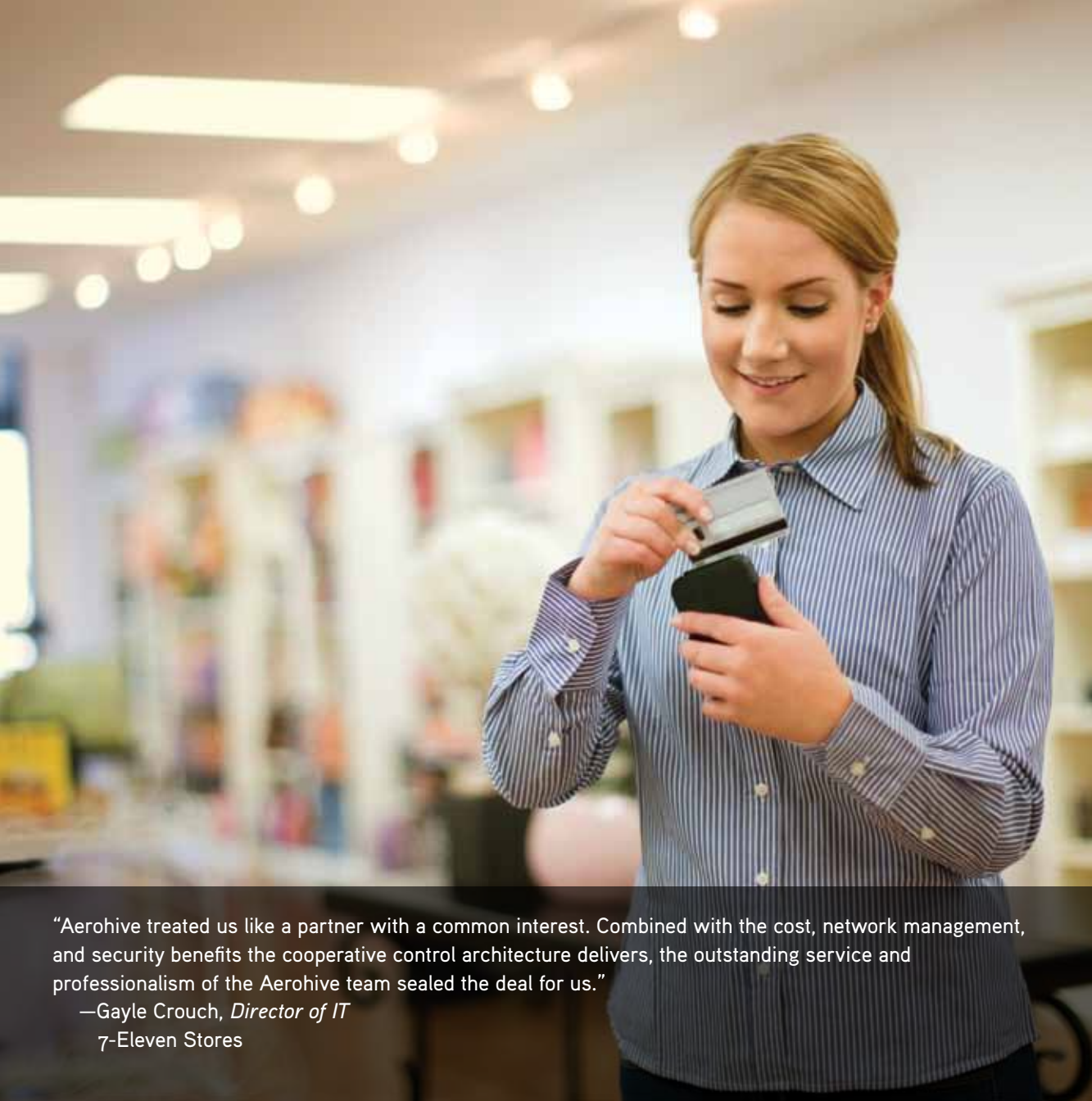
This unique controller-less architecture also enables secure, scalable, high-performance and mission-critical wireless networking in a manageable and cost effective way to industries like education, healthcare, state and local government, manufacturing, distribution, and retail.

Leveraging its controller-less approach, Aerohive has further simplified enterprise Wi-Fi with a cloud-based SaaS management solution called HiveManager Online. HiveManager Online dramatically lowers the cost and deployment complexity of managing enterprise Wi-Fi.

"Aerohive has given us a highly resilient wireless network that's both easy to deploy and manage, with the capabilities to meet our needs far into the future. Considering all the features we sought, Aerohive was the most cost-effective solution. Choosing Aerohive was a unanimous decision."

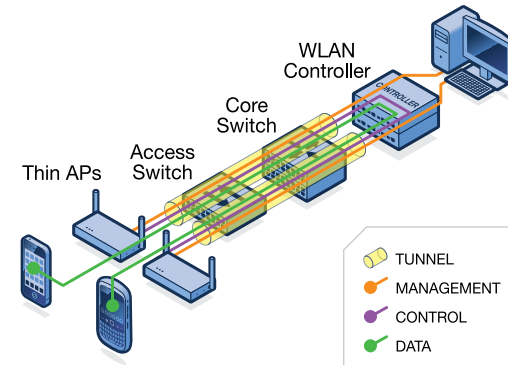
—Dwayne Hottinger, *Network Administrator*,
Harrisonburg City Public Schools



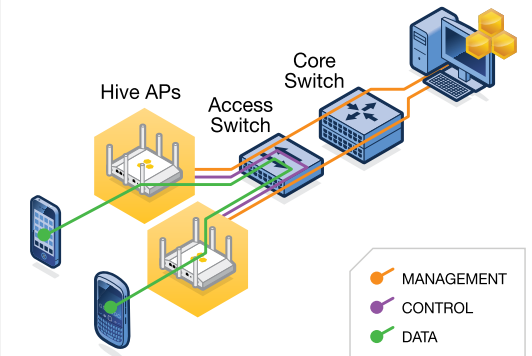


“Aerohive treated us like a partner with a common interest. Combined with the cost, network management, and security benefits the cooperative control architecture delivers, the outstanding service and professionalism of the Aerohive team sealed the deal for us.”

—Gayle Crouch, *Director of IT*
7-Eleven Stores



Controller-based Architecture



Aerohive Controller-less Architecture

The advantage of the Aerohive architecture is no U-turns, bottlenecks, or single points of failure, with increased reliability and reduced cost.

Our Approach

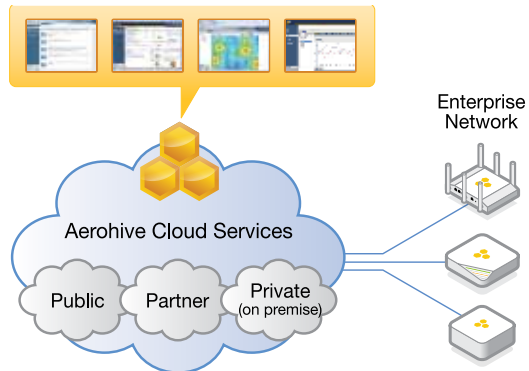
Controller-based WLANs were designed for an era when there was insufficient processing power in APs to distribute the intelligence as happens in other networking infrastructure. Aerohive’s controller-less approach distributes all control functions and data forwarding to smart APs while maintaining a centralized management system for monitoring and configuration—similar to how routers function.

Aerohive AP Capabilities

- Support for control functions such as dynamic RF management, layer 2/3 roaming and client load balancing
- Integrated mesh technology providing the highest degree of resiliency and connectivity—a ‘self-healing network’
- Powerful and flexible identity-based firewall, access control and quality-of-service (QoS) policies enforced at the edge
- Distributed data forwarding for scalable latency optimized performance for 802.11n throughput and beyond

Aerohive Architectural Advantages

- No u-turns, bottlenecks or single points of failure
- Flexible expansion—just add APs
- Superior branch performance and survivability
- Real mesh support
- Increased reliability and reduced cost (no controllers)
- Advanced value-added functionality



A scalable cloud solution can include an on-premise HiveManager NMS or delivered as SaaS.

Your Cloud or Ours?



The Cloud offers a lot of advantages. It enables enterprises to increase capacity without having to make capital investments in additional servers, storage, and networking infrastructure. It provides flexibility and scale, helping enterprises increase the utility of their resources, expand their reach to reliably support users around the world.

Aerohive Cloud Services, including HiveManager Online, is a cloud-enabled enterprise management solution that provides all the features and functionality of a behind-the-firewall network management system (NMS) without the installation, operation, and maintenance associated with a dedicated management server and at dramatically lower cost. Unlike alternative solutions, failures in the WAN link or cloud-deployed controller (for Wi-Fi), do not impact the on-going operation of the LAN or WLAN. This is because data does not go to the cloud, and control or policy enforcement functions (authentication, roaming, and QoS) are not carried out in the cloud. Together with an intelligent distributed network architecture and state-of-the-art 802.11n access points and VPN routers, Aerohive provides a cloud-enabled networking solution that is the simplest, most reliable, most flexible, most scalable, and most cost effective in the industry.

Benefits of a cloud-enabled approach:

- Lower point of entry, moves CAPEX to OPEX
- Automatic upgrades, backup, and simple provisioning
- Green—No rack space or power consumption
- Inherent high-reliability (resilient data centers)
- Easier and faster support, manage from anywhere
- Start small and expand granularly






“Aerohive’s controller-less architecture enables us to add AP’s with little intervention or reconfiguration—in two clicks, new AP’s can be up and running. This simplicity allows us to save time and money that can be injected into other projects, such as Voice over WLAN and assets tracking, which deliver immediate value to the hospital. Given the success of the deployment, we are already developing new wireless initiatives and plan to further expand the network.”

—Wolfgang Wauters, *ICT Manager*
Antwerp University Hospital



Access Points

Aerohive's wireless LAN access points, HiveAPs, are an innovative new class of wireless infrastructure equipment with cooperative control technology that provides the benefits of a controller-based wireless LAN solution, without requiring a controller or an overlay network. HiveAPs are organized into groups, or "Hives," that share control information between them, and enable functions like secure and fast L2/L3 roaming, coordinated RF management, security, QoS, and mesh networking. This sharing capability enables a next-generation wireless LAN architecture that is easy to deploy and expand, reliable, scalable, high-performing, and optimal for voice over WLAN—all without a controller.

	HiveAP 110	HiveAP 120	HiveAP 320	HiveAP 340	HiveAP 340 ODK
					
	Single Radio (2.4/5GHz) Indoor 802.11n (2x2)	Dual Radio Indoor 802.11n (2x2)	Dual Radio Indoor 802.11n (3x3)	Dual Radio Industrial 802.11n (3x3)	Dual Radio Outdoor 802.11n (2x2)
Antenna	Internal	Internal	Internal	External	External
Aggregate Link Rate	300Mbps	600Mbps	600Mbps	600Mbps	600Mbps
Dual Core Processor	No	No	Yes	Yes	Yes
Crypto (VPN) Accelerator	No	No	Yes	Yes	Yes
Trusted Platform Module	Yes	Yes	Yes	Yes	Yes
Ethernet	GigE	GigE	Dual GigE	Dual GigE	10/100 & GigE
Power over Ethernet	802.3af	802.3af	Smart PoE (802.3af & at)	Smart PoE (802.3af & at)	Proprietary — Lightning Arrester
Console	Virtual Access Console	Virtual Access Console	Physical & Virtual Access Console	Physical & Virtual Access Console	Physical & Virtual Access Console

Network Management

Centralized configuration, monitoring and reporting of the HiveAPs is provided by a central network management system called HiveManager. HiveManager enables RF planning, policy creation, firmware upgrades, configuration updates and centralized monitoring throughout the entire Aerohive deployment, whether building-wide, campus-wide, or beyond—all from a single console. Because HiveManager is not actively involved in passing traffic or in making forwarding decisions, it eliminates the traffic bottlenecks and complexities of controller-based solutions, particularly in distributed environments—control is distributed, while management is centralized. This solution delivers the benefits of both autonomous APs and controller-based solutions, without the drawbacks of either.

Being a software-only, network management and provisioning solution, HiveManager is also able to be virtualized to deliver a multi-tenant, public cloud solution, integrated into an enterprise's own virtualized data center (e.g. VMware) or be delivered on a hardened hardware appliance delivering the flexibility to meet any customer's particular requirement.

Aerohive's HiveManager NMS can be delivered two ways:

- HiveManager Online—a cloud-based management service from Aerohive
- HiveManager VMware virtual appliance—an on-premise VM management solution

Aerohive also offers a guest management product, GuestManager, that provides a simple web interface allowing administrators such as receptionists or lobby ambassadors to create temporary user accounts for guests accessing the wireless network. GuestManager is available as an appliance or deployed with VMware virtual appliance.



Service & Support

Aerohive's support services are designed to help you design, deploy, manage and operate an Aerohive Wireless LAN. From planning to maintenance, Aerohive will give you the support you need throughout the product lifecycle.

Technical Support

Aerohive's support offerings provide you with what you need to keep your wireless network up and running. Aerohive provides several options including software upgrades and updates, 8x5 or 24x7 email and phone support, and advanced hardware replacement.

Training

Aerohive's technical training courses provide network professionals with the information and skills necessary to design and optimize an Aerohive wireless LAN, install and configure HiveAPs and HiveManager, and troubleshoot routine problems in your wireless network

Warranty

All Aerohive access points are bundled with a limited lifetime hardware warranty that provides replacement for access points. Aerohive's warranty policy shows our commitment to delivering value to our customers, and should give you peace of mind to know Aerohive will help in the event of a problem.

About Aerohive Networks

Aerohive Networks reduces the cost and complexity of today's networks with cloud-enabled, distributed Wi-Fi and routing solutions for enterprises and medium sized companies including branch offices and teleworkers. Aerohive's award-winning cooperative control Wi-Fi architecture, public or private cloud-enabled network management, routing and VPN solutions eliminate costly controllers and single points of failure. This gives its customers mission critical reliability with granular security and policy enforcement and the ability to start small and expand without limitations. Aerohive was founded in 2006 and is headquartered in Sunnyvale, Calif. The company's investors include Kleiner Perkins Caufield & Byers, Lightspeed Venture Partners, Northern Light Venture Capital and New Enterprise Associates, Inc. (NEA).

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