

Smart WLAN – 10 advantages

There are all sorts of reasons why you should choose Smart WLAN from LANCOM.

These are the ten most important technical and economic advantages.

Smart WLAN from LANCOM



... is as **flexible** as your requirements.



... offers optimal protection of **investment**.



... includes smart tools for **configuration & monitoring**.



... meets the **highest quality** standards.



... is **secure**.



... means **management & network integration** at the highest level.



... includes **smart guest access**



... includes **excellent service & support**.



... offers a **full portfolio** of WLAN products.



... is a **fair offer**.

Smart WLAN – 10 advantages



Flexibility

Smart WLAN is as flexible as your requirements

- From just **one to several thousand access points** – LANCOM covers any scale of required devices.
- For any **type of climate** – for indoor and outdoor applications.
- Smart controller technology supports operation **with or without WLAN controllers** – the WLAN can grow as your needs grow.
- **Multiple wireless networks** on a single installation – e.g. for your business and for your visitors, all at the same time.

Economic advantages:

With LANCOM you don't just get "wireless out of the box". **The functional diversity of our products** gives you a wide range of options for customizing your wireless network. Whether your installation consists of just one or several thousand access points – you decide what your network should be able to do: Provide **guest access accounts**, operate **voice-over-WLAN**, and **set up logically separate networks** for secure internal data communications. **For any end device, for any climate zone, or for any temperature range – LANCOM has the solution** for you.

Technical advantages:

Every **access point** from LANCOM can operate as a **stand-alone unit** or **in combination with a controller** – there is no need to change the hardware, there are no additional license fees. **The smart controller principle** has proven to be the best for operating high-performance WLANs. This is because the data-intensive communication of the clients is handled by the access points, and the only data to flow to the controller is that used for system administration. Depending on the application, LANCOM offers **layer 3 tunneling, VLANs, and multi-SSIDs** to **securely separate logical subnets** for different user groups within a WLAN. In addition, 2.4 GHz and 5 GHz clients can be integrated into the network – with a dual radio access point even simultaneously.

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Configuration & monitoring

Smart WLAN features intelligent tools for configuration & monitoring

- Easy to **set up with wizards** – configure your network quickly and conveniently.
- **Central configuration** of multiple access points – saves time and effort.
- **LANCOM Active Radio Control** – activate the full potential of your WLAN!
- **Free monitoring tools** – so you always know what is going on in your WLAN.
- **Detection of rogue access points** and WLAN intruders – protect yourself from uninvited guests.
- **Comprehensive** monitoring of more than 1,000 access points – professional supervision of large-scale installations.

Economic advantages:

LANCOM offers **smart configuration tools** for your WLAN: The huge range of setup possibilities includes both predefined systems and individually configurable solutions. With the help of the optimization concept **LANCOM Active Radio Control**, sources of interference are reduced efficiently so you can use the full potential of your WLAN network – free-of-charge and easy to set up. **Helpful wizards and versatile functions** take the load off of your administrator during configuration. You will always know what is going on in your WLAN with LANCOM's powerful programs: For monitoring small networks, **LANCOM WLANmonitor** is a **free tool** that can detect rogue access points and intruders in your WLAN environment. Especially for the efficient operation in large and complex networks LANCOM offers a centralized configuration via **LANCOM Large Scale Rollout & Management** as well as the monitoring and surveillance system **LANCOM Large Scale Monitor**.

Technical advantages:

LANCOM devices are renowned for the **diversity of ways in which they can be configured**, be it via WEBconfig, with the LANCOM management tool **LANconfig**, or via the console. **Useful wizards** provide support with many configuration scenarios. For example, it takes just a few clicks to set up a hotspot or to configure an entire group of devices. With the **free WLANmonitor**, the administrator can easily keep track of what's going on in the network. Rogue access points and clients are detected and displayed – as is the load on the WLAN. Even more sophisticated are the monitoring and surveillance system **LANCOM Large Scale Monitor** and the management system **LANCOM Large Scale Rollout & Management** – ideal for the efficient operation and lean IT processes in large network infrastructures.

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Security

Smart WLAN is secure

- **Secure encryption** according to the latest standards – for an optimal protection of your communications.
- Separate WLAN networks on a single installation – guaranteed **secure separation of different wireless services**.
- Freely adjustable levels of **redundancy and security** – for an optimal adaptation to your needs.

Economic advantages:

Smart WLAN uses the latest and most secure technologies to protect confidential data from unauthorized access. Even the toughest of requirements can be met with freely adjustable levels of **redundancy and security in combination with the secure separation of networks**. These solutions are suitable even for **high-security applications**, such as in **medical care or for electronic-payment transactions**. Regular **free updates** ensure that your security standards are always state-of-the-art.

Technical advantages:

Be it **WPA2** for secure data encryption of the wireless interface, **user authentication** based on **IEEE 802.1X**, or **VLANs and multi-SSIDs** – data streams that are sent over shared infrastructures are reliably kept separate. LANCOM WLAN networks always offer maximum security and protect your confidential data. **Levels of redundancy and security can be freely adjusted**: Access points can operate in different modes, ranging from stand-alone mode with only sporadic updates from the controller, to **“managed access point” mode**, whereby the access point itself contains no configuration data and is completely managed by the controller.

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Guest access accounts

Smart WLAN offers comfortable access for guests

- **Separate WLAN access accounts** for your visitors, guests, and customers – for maximum data security.
- **Provider-independent hotspots** – Internet access to your guests, either free-of-charge or for a fee.
- **Integrated Smart Ticket functionality** – No personnel expenses due to an end-user self-service portal for a login via e-mail or SMS!
- **Comprehensive configuration options** with regard to the time of use or validity period of the guest access
- Login page can be individually adapted to the corporate design.
- **Connects to popular hotel management software** – for optimum compatibility of your hardware and software (e.g. MICROS Fidelio or protel)!

Economic advantages:

Whether on the train, at work, in the restaurant or in their holiday – modern people like to use WLAN hotspots to get information or contact family and friends spontaneously. Use the **LANCOM Public Spot option** and let your guests or staff benefit from your WLAN – with a secure separation of guest and internal corporate network. This hotspot option offers **maximum flexibility**: You decide whether the hotspot is available to your guests **for free or at a charge**, as well as the time of use or validity period of the guest access. You also have the possibility to design the login page in your own corporate design. Even the available bandwidth can be freely defined. Thanks to the Smart Ticket functionality, the user will receive the credentials easily via e-mail or SMS, for a completely independent login with no additional staff. The very user-friendly LANCOM Public Spot Option can be easily implemented via software upgrade of your existing LANCOM hardware – without the costly acquisition of additional devices. With the LANCOM Public Spot PMS Accounting Plus Option you can also combine your hotspot with well-established hotel management softwares (e.g. Micros Fidelio or protel).

Technical advantages:

Software options can be purchased for routers, access points, central site devices, or controllers, meaning that networks from LANCOM can easily be upgraded to feature a hotspot. This is yet more evidence of LANCOM's flexible approach: The hotspot solution can either be implemented within its own **VLAN**, or it can be set up on an existing network structure by means of **layer 3 tunneling**. A RADIUS server is already integrated or, if preferred, an external server can be referred to. Via FIAS interface the hotspot can also combined with popular hotel management softwares (e.g. Micros Fidelio or protel).

Smart WLAN – 10 advantages



Full range of WLAN products

Smart WLAN offers a full range of wireless products

- LANCOM WLAN devices are available in many variants: As **access points**, with an **integrated VPN router**, and with **3G/4G modem** – tailor-made to fit your needs, for any requirements of bandwidth, and support of all WLAN standards.
- Be it in rough terrain, crashing waves, or vibrating machine rooms – LANCOM has a solution for even the **harshest environments**.
- Upon request with **WLAN controllers, redundancy, and central monitoring** – the choice is yours!
- **A wide range of accessories** from antennas and cables, to surge arrestors and software options – a single source for everything you need to realize your wireless scenarios.

Economic advantages:

LANCOM offers a **full range of WLAN products** for professional networking, including accessories such as software options, antennas, and cabling. The advantage of purchasing all your devices from a single source: You receive **fully compatible hardware**, all of which is managed by the same tools. Whether you need devices **with or without visible antennas**, with **robust housings** for operations in industrial environments, or **weatherproof equipment** for outdoor use – LANCOM can supply the ideal solution including a comprehensive range of accessories.

Technical advantages:

Along with its wide range of access points, routers, and controllers, LANCOM offers a **fully compatible, high-quality range of accessories** such as options, antennas, lightning protection, and cabling. For office environments you have a choice of devices **with external antennas or with discreetly integrated antennas**; for the industrial sector, devices are available with **robust metal housings** based on **UL-2043** and which are **shock and vibration tested according to EN 61373**. For the outdoors, **high-performance point-to-point links** can be installed with weatherproof outdoor equipment and directional antennas. In addition, LANCOM provides access points for any needs for bandwidth as well as for all current WLAN standards.

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Investment protection

Smart WLAN offers optimal protection of your investment

- **Free lifetime software updates** – so that your solution is always state-of-the-art.
- **Fully compliant to the latest industry standards** – and Wi-Fi certified, of course.
- **Long product lifetime** – for the maximum exploitation of your investment.
- **Uniform operation** of all products and solutions – for time-saving commissioning of any installation and new components.

Economic advantages:

The free **regular software updates** always come with new features – for the best possible protection of your investment by LANCOM. Even long **after the warranty period**, your devices will still be state-of-the-art – so that you benefit from your investment for as long as possible. WLAN devices from LANCOM are **certified by the Wi-Fi Alliance** and are fully compliant with all current industry standards.

Technical advantages:

Thanks to high-performance hardware, LANCOM devices support updates for our operating system LCOS even years after purchase. **LANCOM firmware updates** are **free of charge** and always provide **many new features**. For example: with the new intelligent WLAN optimization concept **LANCOM Active Radio Control** you can sustainably improve your radio field, avoid sources of interference, and thus use the full power of your WLAN! **Hotspot 2.0 functionality** based on the WLAN standard IEEE 802.11u offers a secure and automatic WLAN guest access: the selection of the correct SSID and login at the hotspot occur in the background and thus go unnoticed by the user. On top of that, all LANCOM WLAN products and solutions are configured with the same software tools, so that you save time with the configuration and integration of new components.

Smart WLAN – 10 advantages



Premium quality

Smart WLAN meets the highest quality standards

- **Quality “Made in Germany”** – The main LANCOM portfolio is developed, manufactured, and tested in Germany.
- **Fully integrated portfolio from a single source** – With LANCOM products you receive a complete solution for every requirement.
- **Designed for reliable around-the-clock operations** – for your business-critical applications 365 days a year.
- **Intensive product and software testing** in modern test laboratories – for maximized failsafe system resilience.
- **CE, FCC, Wi-Fi, Dräger, and PCI DSS certifications** – assured quality for secure WLAN operations, even in critical applications (such as intensive medical care or cashless-payment transactions).

Economic advantages:

Intensive quality management guarantees **WLAN “Made in Germany”** of the highest level. LANCOM WLANs keep operating even under difficult conditions – **stably and reliably, 365 days a year**. Prior to the launch, every product goes through **intensive quality control** in Germany’s most modern test labs. These certifications are proof of the top quality of LANCOM WLAN products: **Wi-Fi Alliance** certification; specialized compatibility certification for the medical technology sector, e.g. **Dräger Validation**; or from the retail industry, such as the **PCI DSS certification** for cashless-payment transactions.

Technical advantages:

WLAN solutions from LANCOM are developed, manufactured, and tested in Germany. Certifications from the **Wi-Fi Alliance, CE, and FCC**, as well as industry-specific compatibility certificates demonstrate the high quality of LANCOM WLANs. This ensures the strict compliance with legal requirements.

Smart WLAN – 10 advantages



Management & network integration

Smart WLAN means management & network integration of the highest standard

- **Central management** of your WLAN installation – takes the load off your administrators in their day-to-day work.
- **Redundant operations** – for a failsafe production and seamless business processes.
- **Modern tunnel technologies** enable easy integration even into existing networks – build on your existing infrastructure!
- **Compliance** thanks to **central control** – play it safe!

Economic advantages:

The redundant operation of LANCOM WLAN networks is your guarantee for **failsafe productivity** and smooth-running business processes. **Smart WLAN controllers** allow your WLANs to be managed centrally. This means that LANCOM access points and WLAN routers at remote locations, such as **branch offices** or **home offices**, can be managed from a central location. This saves you time and money. Central management of your WLANs helps you to meet your **compliance objectives**. Especially smart: Our latest generation of routers enriches even small WLANs with useful **management functions** – such as a **24/7 monitoring** – after implementing a simple software update.

Technical advantages:

Centralized management of WLANs by **smart controller technology** takes the load off your day-to-day work. Even small networks no longer have to do without professional management: The **1781 router series** can be upgraded with **WLAN controller functionality**. This means that, even without additional hardware, your WLAN management is enriched with relevant and practical management functions: The central distribution of firmware, automatic **detection and configuration** of access points, **channel assignment**, and – last but not least – 24/7 monitoring and guaranteed compliance with **policies for encryption and QoS**.

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Service and support

Smart WLAN includes service & support

- **Support hotline** with qualified professionals directly from the manufacturer – LANCOM cares for you.
- **LANCOM Config Services** – we help you to set up your WLAN.
- **Extremely fast repairs** – just in case.

Economic advantages:

LANCOM offers high-quality products with detailed documentation and **support directly from the manufacturer**. Our support team provides quick and competent help with technical issues and problems.

Technical advantages:

Our **international support specialists** are available by phone or over the web – you can get advice from our technical support even before your purchase. On complex issues we proactively offer our services: For example, every **LANCOM WLAN controller** is supplied with a voucher for a **free configuration support** – in complete accordance with your individual specifications. You want to deepen your technical knowledge? Starting with courses for those with little experience in WLAN technology and continuing through to advanced training courses, our Training Center has a number of interesting workshops on offer. And – just in case – LANCOM provides an extremely **fast repair service**.

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A fair offer

Smart WLAN is a fair offer

- **Top value for money** guarantees you a fast return on investment!
- **Comprehensive scope of delivery** with every product – everything you need for efficient operations.
- **No hidden costs** – LANCOM offers complete transparency before you buy!
- **Free lifetime updates** – for a long product life.

Economic advantages:

LANCOM offers **top value for money** and guarantees you a fast return on investment. With LANCOM there are no hidden costs, **just all-round transparency**. The first step is to clarify your needs in cooperation with our sales team and partners. The next step is for us to show you in detail to what extent your installation can be enhanced with our **upgrade options**. WLAN products from LANCOM include all of the accessories you need for efficient operations. Free lifetime updates keep your products state-of-the-art.

Technical advantages:

Product data sheets with all of the technical data and even detailed manuals are available to you from our homepage even before you buy. Similarly, we will show you in detail to what extent you can subsequently upgrade your device with upgrade options. You regularly receive **free software updates** for your device, so that your networks always operate to the **latest network security standards**.

