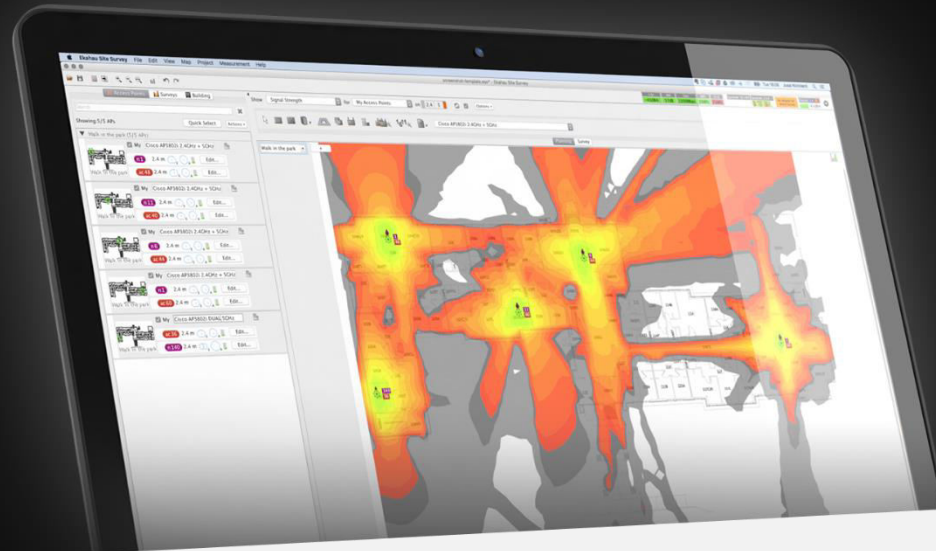




# Bad Wi-Fi vs Good Wi-Fi



Jaime Bara Monreal  
EMEA Channel Sales Manager

[jaime@Ekahau.com](mailto:jaime@Ekahau.com)

@jbaramon

# Agenda

- Bad Wi-Fi vs. Good Wi-Fi
- The Ekahau Offering
- Live Demo
- Q&A



# The Evolution of Wi-Fi



Where	Warehouses, if even there	Conference rooms	At your desk	Everywhere you want it	Even where you don't want it
Who used it	The privileged few	Tech-minded innovators	The cool kids	Everyone	Everyone and their mother
Network design tools	Best guess and / or 100 pound "portable" spectrum analyzer	Pen, paper & endless hours	"Wi-Fi meter" tools & beer	Site survey tools with USB dongles	Capacity planning tools, dedicated Wi-Fi measurement hardware
Access Points	802.11b Symbols	802.11a Orinocos	802.11g "fat" access points	802.11n light-weight APs	802.11ac / 802.11ax APs

# Wi-Fi is Everywhere



Warehouses  
rely on Wi-Fi



Hospitals  
depend on Wi-Fi



Number #1 thing in hotels:  
Good Wi-Fi



No books at schools.  
Just Wi-Fi



# Bad Wi-Fi is Everywhere



Warehouses grind to a halt when Wi-Fi fails



Wi-Fi is critical to patient satisfaction and staff communication



Guests choose to go elsewhere when Wi-Fi fails



Students scores and satisfaction go down when Wi-Fi fails

# Why does bad Wi-Fi exist?



# Wi-Fi Network Life Cycle – The Promise





# Reality

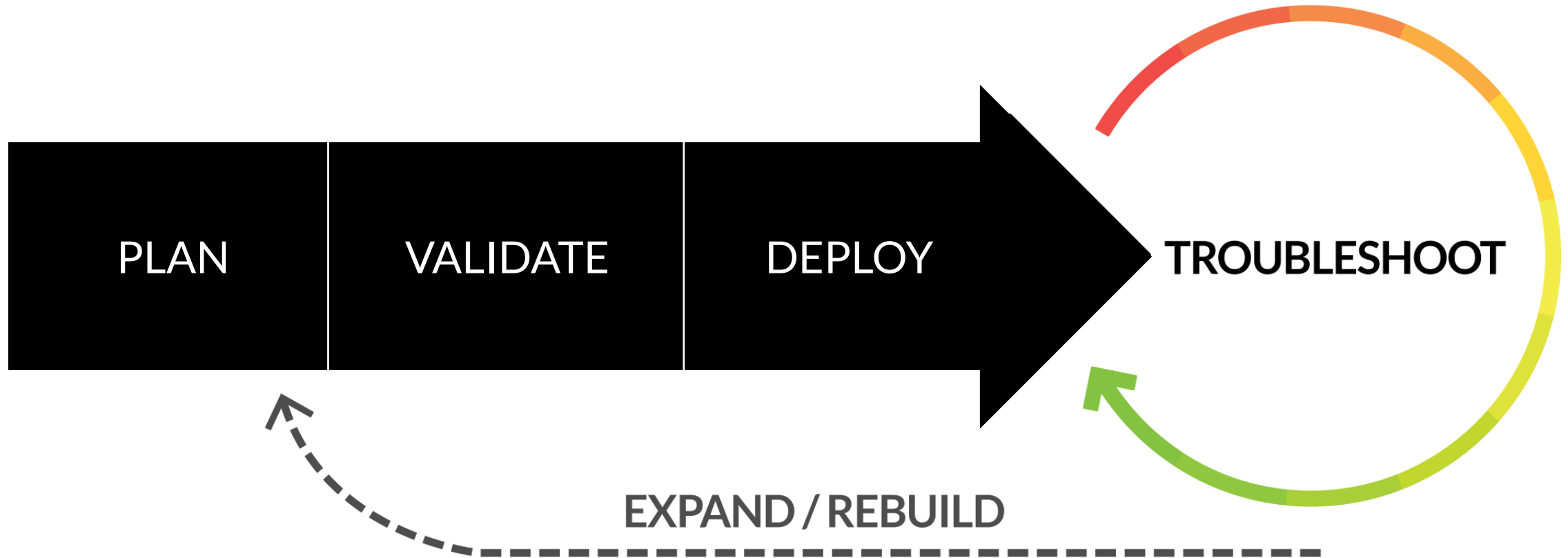
DEPLOY

**TROUBLESHOOT**

EXPAND / REBUILD

ERRORS COVERAGE HOLES ROAMING ISSUES  
MISCONFIGURATIONS INEFFICIENT AIRTIME USAGE  
PACKET LOSS  
CHANNEL OVERLAP CAPACITY PROBLEMS  
INTERFERENCE CONFIGURATION ERRORS

# Life Cycle for Wi-Fi that Works



# Bad Wi-Fi

- Problems connecting
- Choppy video
- Dropped calls
- Lost revenue
- Lost productivity



# Great Wi-Fi

- It just works

# Company

- 100% focus on better Wi-Fi
- Wi-Fi design tools
  - Design Wi-Fi networks
  - Troubleshoot Wi-Fi
- *Software & hardware*



# Products

- Ekahau Site Survey & 3D Planner
  - Software
- Sidekick
  - Hardware

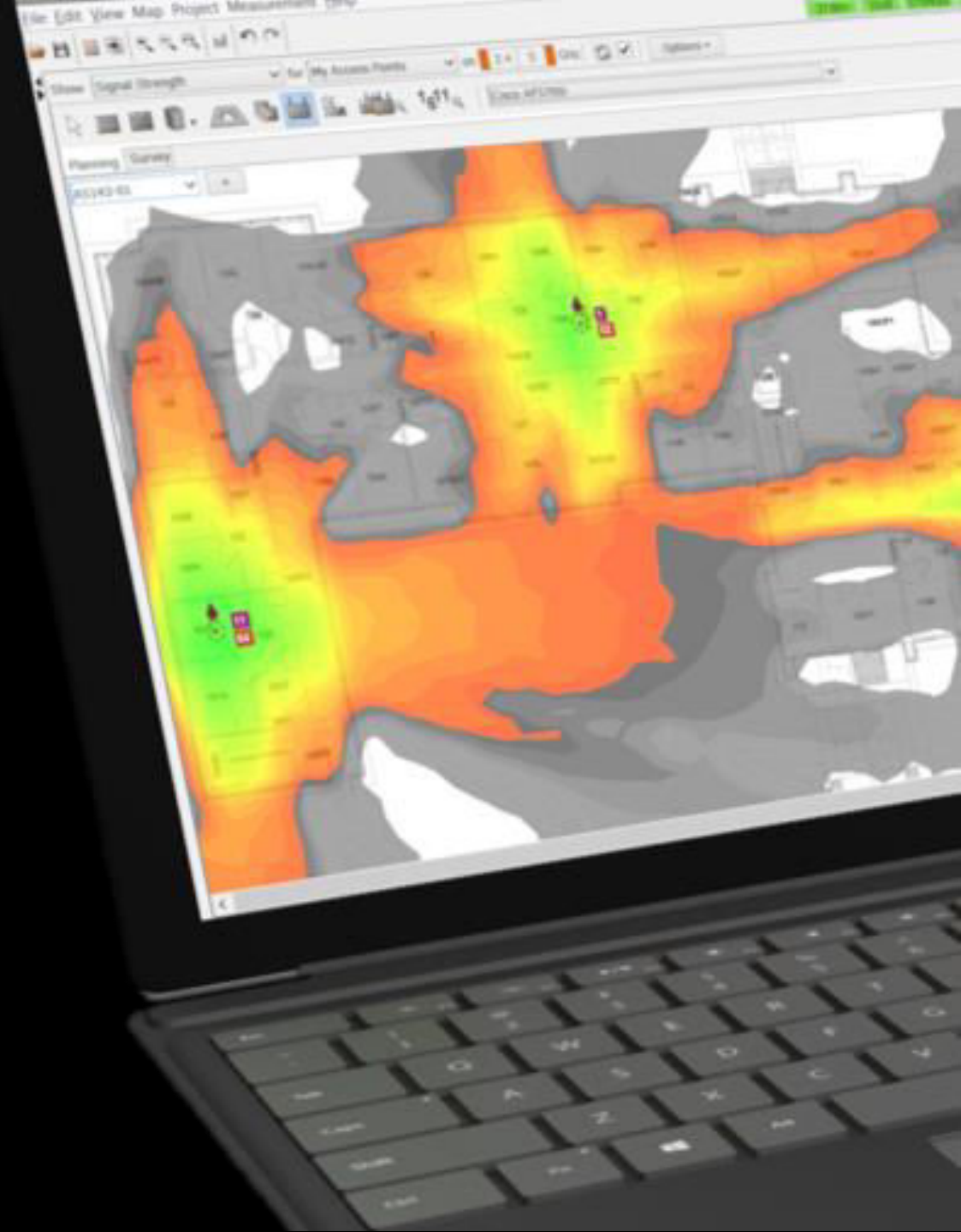


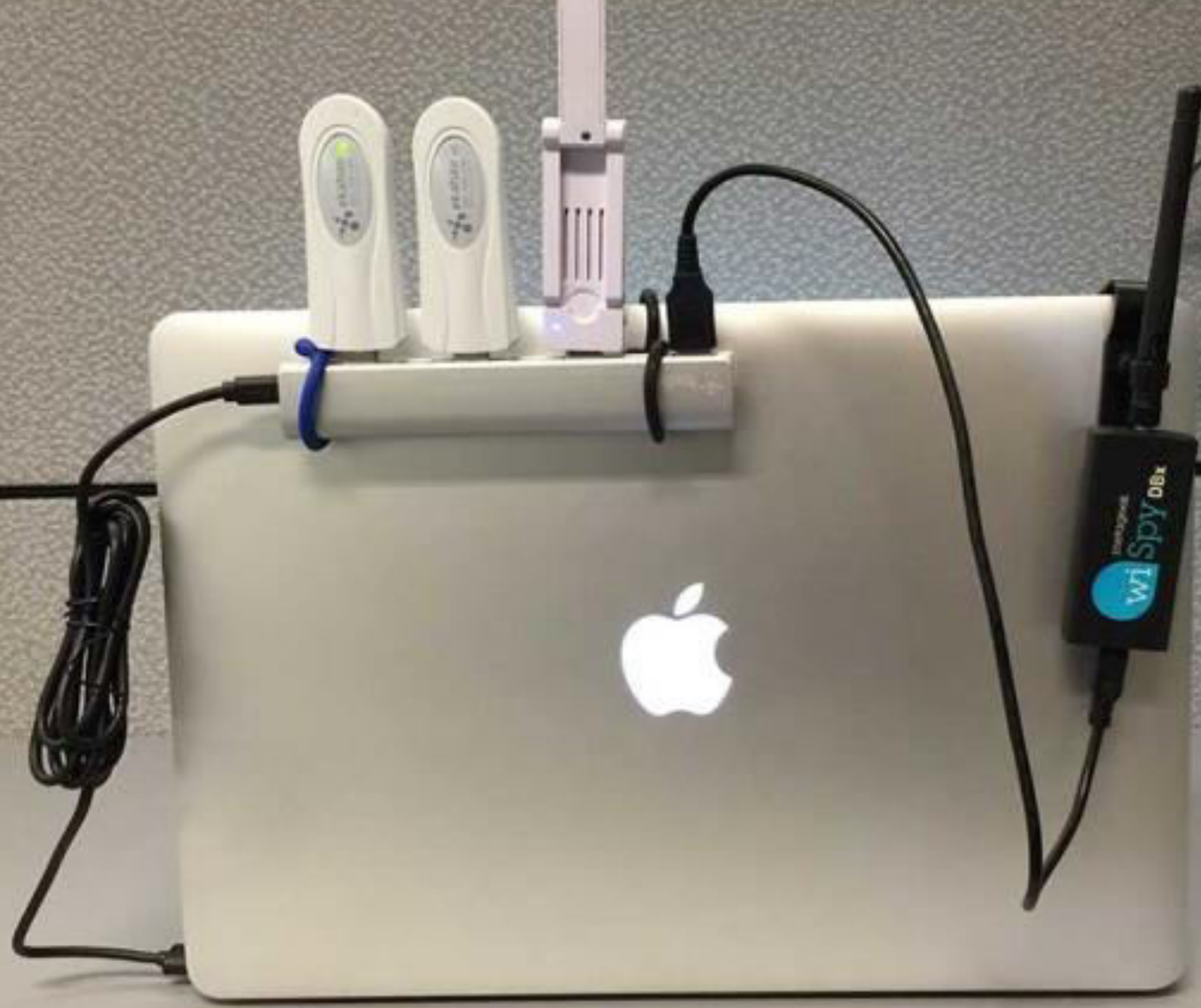


# Ekahau Site Survey & 3D Planner

Windows & MacOS

- Design and simulate Wi-Fi networks in 3D
- Perform site survey validations
- Analyze and optimize RF
- Troubleshoot Wi-Fi issues
- Perform detailed spectrum analysis
- Generate reports









# Ekahau Sidekick™

works with Ekahau Site Survey

- Survey and understand all Wi-Fi
  - 2 x enterprise-grade Wi-Fi radios
- Tackle interference problems
  - Ultra-accurate, lightning-fast spectrum analysis
- Built-in battery
  - Maximize on-site efficiency and minimize interruptions





Design reliable, high capacity  
Wi-Fi networks in 3D



Validate a new or existing network to  
understand and optimize performance



Troubleshoot Wi-Fi issues in real-  
time



# Ekahau Certified Survey Engineer

- 4-day extensive Wi-Fi training using Ekahau products
- World-leading Wi-Fi minds as trainers
- 100+ courses / year



**Keith Parsons**  
**CWNE #3**



**Eddie Forero, CWNE #160**



**Ferney Munoz Vergar, CWNE #187**



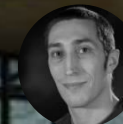
**Francois Verges, CWNE 180**



**Timo Sass**



**Blake Krone CWNE #152**



**Peter MacKenzie, CWNE #33**





**"Most of the company uses Ekahau"**

Filipe Lopes / Cisco



**"Stable, speedy, reliable, features that you need"**

Sam Clements / Presidio



**"Aruba engineers choose Ekahau"**

Michael Tennefoss / HPE - Aruba



**"It's awesome"**

Greg Kamer / Ruckus (Brocade)

# Contact us



[lkostaras@esbagents.com](mailto:lkostaras@esbagents.com)

[Jaime@Ekahau.com](mailto:Jaime@Ekahau.com)



[ekahau.com/sidekick](https://ekahau.com/sidekick)



[@jbaramon](https://twitter.com/jbaramon)



ekahellu

Thank you.