Xclaim™

connected data

Small/Medium Enterprise

COST-EFFECTIVE STATE OF THE ART WI-FI FOR A HIGH-TECH PIONEER IN THE HEART OF SILICON VALLEY

Pioneering developer of award winning SMB and Consumer based peer to peer network storage products

Connected Data, Inc. is very familiar with "high-tech". Based in Santa Clara, CA in the heart of Silicon Valley, Connected Data develops and builds a family of easy to use peer to peer storage systems for both the SMB and the consumer markets. It has been recognized with industry awards on numerous occasions for product excellence.

REQUIREMENTS:

- Exceptional quality, highly reliable Wi-Fi for move to new office
- Very easy to deploy & configure
- Latest 802.11ac standards
- Works with existing 802.3af PoE switches
- Ability to manage via the Cloud
- Fit within a modest budget

SOLUTION:

- Xclaim Xi-3 802.11ac Access Points
- Harmony for iOS Management App

BENEFITS

- Installed in minutes
- No training required
- Easy to make adds/moves changes via the iOS App
- Just works – allowing Connected Data to focus on its own business

High-Tech Industry
COST-EFFECTIVE STATE OF THE ART WI-FI

"Connected Data allows businesses and consumers to build their own cloud-like storage solutions to share and back-up data without actually having to run the security risk of putting their content in the hands of a third party cloud provider or paying monthly subscription fees" said Greg Harvey, Director of IT at Connected Data.

As well as a 23,000 sq/ft head office location in California, Connected Data has a facility in the UK and does business on a global basis with its "Transporter" and "Drobo" storage solution brands.

Originally headquartered in San Jose, CA Connected Data made the move to new premises just down the road in neighboring Santa Clara in mid-2014 which provided the opportunity for a general technology upgrade review by Harvey.

"We took most of the IT gear with us from the old facility" said Harvey "even the wireless infrastructure, but I had always had a problem with that equipment". The old equipment Harvey referred to was a deployment of 8 Aruba Access Points and a Controller. The problem that Harvey experienced was complexity. Harvey will often not

make an adjustment to his network for weeks at a time but that timeframe between adjustments created problems. "The Aruba products were so complex, each time I needed to do the most basic reconfiguration I had to go through a learning curve all over again. We really do not have complex Wi-Fi requirements, I just wanted something reliable, secure, fast and easy to use".

The move to new premises prompted Harvey to take a look at upgrading the Wi-Fi network. Along with the complexity issues, it was certainly time to move from their existing 802.11g deployment to a state of the art 802.11ac network. Whilst Connected Data does have a wired Ethernet network, according to Harvey most of the ~75 employees in Santa Clara find it more convenient to connect over Wi-Fi. Most of the employees use a combination of smartphones, tablets and laptops and mobility is important around the mostly open plan office. Even if today most of the client devices are based on 802.11n chipsets, Harvey wants to be ready for the

High-Tech Industry
COST-EFFECTIVE STATE OF THE ART WI-FI

connected data

next wave of 802.11ac clients which he knows are coming. "I really did not see the point in upgrading from 802.11g to 802.11n" he said. "With Xclaim pricing it was a no-brainer to deploy 802.11ac and I actually found we needed fewer APs to cover the office which is a testament to both the Xclaim hardware and the improved range that 802.11ac provides".

Harvey uses the free "Harmony for Xclaim" App on his iPhone to manage the network. He described the deployment as "fast and trouble free" and now when he needs to make any adjustments or provide guest access it is as easy as pulling his smartphone from his pocket, opening up the Harmony App and making the changes. "I deployed the entire network in about 20 minutes" said Harvey. "I just used the App and no training was required".

In the future, Harvey is planning on upgrading the Wi-Fi in their UK facility. "I'll put some Xclaim APs into the remote office and manage the entire network – UK and Santa Clara – through a single interface on a smartphone, tablet or PC wherever I happen to be" said Harvey "I like the sound of that!".

Harvey is pleased with his decision to deploy Xclaim. "It works as advertised, I'm very happy and my customers are very happy and we can get on with building our own business".

micro-link

MICRO-LINK d.o.o. • Jaruščica 9a • 10000 Zagreb
Croatia • t. +385 1 36 36 884 • f. +385 1 36 45 850
microlink@microlink.hr • www.microlink.hr

350 West Java Drive
Sunnyvale, CA 94089 USA
(650) 265-4200 Ph \ (408) 738-2065 Fx

Xclaim™