



## Reason-to-Upgrade Deep Dive

- Traditional WLAN solutions are over a decade old and unable to keep pace with current demands.
- Users have become more demanding and vocal (e.g. social media) about bad wireless, potentially tarnishing your brand.
- LOB will deploy their own solution (e.g. battery beacons) for location if IT doesn't deliver a better alternative.
- Traditional wired LAN solution are cumbersome to deploy and operate, creating additional cost and headaches.

## **Even More Reasons to Upgrade**

- WLANs typically require refresh every 4 to 7 years.
- Wi-Fi 6 (802.11ax) is commonly available now. Mass market adoption began in 2020.
- Newer APs support 802.3bz/Multi-GigE which is driving refresh of the wired access switches and allowing unprecedented connectivity.
- Network is the last area of IT to move to cloud – scalable solutions have now made it possible for the largest enterprises, as well as the smallest.