THE RUCKUS ADVANTAGE

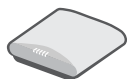## QUICK REFERENCE GUIDE FOR CHANNEL PARTNERS

COMMSCOPE®

COMMSCOPE IS REDEFINING CONNECTIVITY AROUND THE GLOBE.
We innovate across wireless and wired technologies to meet industry-specific network requirements, even in the most demanding use cases.
Our high-performance network infrastructure provides secure, reliable access to applications and services, no matter how tough the environment.

OUR OFFERING

WI-FI ACCESS POINTS

Indoor: Every CommScope AP, from the humblest to the boldest, is packed with an impressive array of patented technologies and delivers a level of performance that our competitors cannot touch.

Outdoor: Our outdoor APs deliver the same amazing performance as our indoor APs but they can be deployed anywhere, in the toughest environments, rain or shine.

Specialty: We offer a full range of wall mounted APs for our hospitality customers to meet the most demanding in-room connectivity requirements without breaking the bank.

SWITCHES

Access: Our ICX switches are packed with innovative technologies like long distance stacking and campus fabric that make them easy to deploy and manage while delivering impressive performance.

Aggregation/ Core: Our unique distributed chassis architecture delivers the capabilities of a chassis with the flexibility and cost-effectiveness of stackable switches

SYSTEM MANAGEMENT & CONTROL

Cloud-Managed: With Cloud Wi-Fi, you get easy management with nothing to deploy. Your users get a consistently great Wi-Fi experience, wherever they are – fast, reliable and secure.

On-Premises: With SmartZone, you deploy a single network element—the network controller to control and manage both wired and wireless networks. You can scale up to 450K clients with a redundant cluster.

Controller-less: Ruckus Unleashed controller-less Wi-Fi for smaller deployment is extremely easy to deploy and use. It is feature and performance packed and without license costs.

SECURITY & BYOD POLICY

Cloudpath makes it easy to protect the network by securing users and their wired and wireless devices—while freeing those users and IT from the tyranny of passwords. Cloudpath gives you granular policy control over what network resources users can access. It lets you deliver a great end-user experience and virtually eliminates helpdesk tickets related to network access.

IoT

New uses for the **IoT** are being discovered by every enterprise in every industry. CommScope reduces infrastructure spend by connecting Wi-Fi and non-Wi-Fi IoT endpoints with a single multi-standards wireless access network. The **Ruckus IoT Suite** simplifies the creation of IoT access networks through the reuse of LAN and WLAN infrastructure, thus shortening deployment time and reducing cost

WHAT SETS COMMSCOPE APART

PERFORMANCE

APs: WI-Fi-unfriendly building architecture? High client density? No problem, CommScope APs will give you superior connections and awesome user experiences. Third-party benchmarks show CommScope APs actually excel in challenging environments.

Switches: All our switches are non blocking and we are first to market with a 100 GbE solution for the campus. We also have multigigabit switches that are ready for the next generations of wireless technologies.

SCALABILITY

Our **SmartZone network controller** can manage 10K APs, 150K client. While 3+1 active clustering increases capacity to 30K APs, 450K clients. Our competitors don't get even close to these numbers! This explains why Ruckus is #1 in Service Provider Wi-Fi and #1 in Hospitality (Dell'Oro 2107)

IT EXPERIENCE

Whether you choose Cloud Wi-Fi, SmartZone or Unleashed, you are guaranteed a great user experience. That's because these products are designed with the user in mind and don't require advanced network expertise. We even offer mobile apps so that you can manage your network on the go. With Ruckus you get enterprise level features with consumer level ease of use!

EASE OF DEPLOYMENT

APs: Whether you choose Cloud Wi-Fi, SmartZone or Unleashed, all your APs will call home and register themselves with the management platform so that you don't have to do it.

Switches: With advanced stacking and campus fabric, you can manage your network as if it was one logical switch. Just a single point of management . With Zero Touch Provisioning, you can just plug your switch and it will get the latest software and config file automatically

CAPEX/OPEX

APs: Because CommScope APs are so good in tough environments, you don't need to deploy as many (up to 50% less in most cases). That's fewer APs to buy and fewer APs to manage than our competitors.

Switches: Every ICX switch is designed to be upgradeable, you can simply upgrade uplink ports speed and all switches are backed up by a limited life time warranty.

INNOVATION

With the help of our **OpenG™** LTE portfolio, you can deploy and manage a private LTE network as easily as you deploy Wi-Fi today. With that LTE network, you can finally address use cases that only a dedicated, secure, ultra-high-performance network can support.

TARGET INDUSTRIES

Education | Hospitality MDU | Service Provider | Retail | Enterprise | Government

COMMSCOPE BY THE NUMBERS

100K End Customers | **8,000+** Partners | **150** Countries | **200+** Service Providers | **#1** Hospitality Wi-Fi | **#1** Service Provider Wi-Fi