



Competitive Analysis

Subject	Airespace	Aruba	Cisco	Meru	Symbol	Extricom	Extricom advantage
Solution type							
Architecture	Cell Planning	Cell Planning	Cell Planning	Channel blanket / cell planning	Cell Planning	Channel Blanket	Extricom's channel blanket solution combined with Extricom's technology provides full coverage, high capacity, seamless mobility and superior VoWLAN capabilities
AP model	"Light"	"Light"	"Fat"	"Light"	"Light"	"Ultra thin"	Extricom's AP doesn't have a CPU and software inside making it highly secure
Solution capabilities							
WLAN Performance Improvement	Some interference reduction using a software tool and minor on-line adjustments	Some interference reduction using a software tool and minor on-line adjustments	Some interference reduction using a software tool	Some interference reduction using a software tool and periodic coordination between APs	Some interference reduction using minor on line adjustments	Interference Free architecture based on Packet-by-packet control. Multiple times data capacity (downlink) per channel using TrueReuse* . Additional capacity increase: solution eliminates Edge User Condition and the Mix Mode 802.11b/g problem.	Cell planning has a glass ceiling in terms of capacity. Extricom solution multiplies the network capacity without trading of for coverage and quality. Note: some of the competitors charge extra for RF software tools. In most cases RF predictions tools are not a part of the IT manager skill set, making it difficult for maintenance.
Increase voice capacity	No designated capabilities	No designated capabilities	No designated capabilities	Increase voice capacity using proprietary contention management solution	No designated capabilities	Multiplies times voice capacity increase* - Can also dedicate a separate channel for voice.	Highly valuable feature



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Roaming-latency	Significant roaming latency	Significant roaming latency	Significant roaming latency – can be slightly improved using proprietary protocols when operating with Cisco's NICs	Low	Significant roaming latency	Excellent performance – No roaming latency at all. (even while using encryption)	Highly important feature. Most competitors suffer from delays of a few second in MAC layer. However, even a few dozen milliseconds in the MAC layer translates into delays of 10 or more seconds in the application layer
RF Site Surveys	Required / alternatively it requires an-inaccurate RF prediction software	Required / alternatively it requires an-inaccurate RF prediction software	Required	Not needed – if using the blanket solution	Required	Not needed – just plug in an AP if additional coverage is required	RF site survey is expensive and time consuming. It is a hidden cost in most of the competitors solutions. It cannot handle future RF changes. Due to complicated nature of indoors RF propagation, RF prediction softwares sold by some of the competitors produce inaccurate results
AP receive diversity	No	No	No	No	No	Yes	Increases the quality and resiliency.
Resiliency (to RF changes)	limited – via dedicated software that can adjust frequencies and power per cell	limited – via dedicated software that can adjust frequencies and power per cell	limited – via dedicated software that can adjust frequencies and power per cell	limited – via dedicated software that can adjust frequencies and power per cell	limited – via dedicated software that can adjust frequencies and power per cell	Packet by packet decisions regarding which AP is the best AP to transmit, reply ACK and transmitted power	Packet by packet decisions, together with Extricom architecture that supports dense AP deployment – provides high resiliency



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Scalability	To avoid suffering from poor quality when adding a new AP it requires doing a local site survey/running RF prediction softwares and frequency planning	To avoid suffering from poor quality when adding a new AP it requires doing a local site survey/running RF prediction softwares and frequency planning	To avoid suffering from poor quality when adding a new AP it requires doing a local site survey and frequency planning	Good – if using the channel blanket architecture	To avoid suffering from poor quality when adding a new AP it requires doing a local site survey and frequency planning	Excellent – just plug in an AP	Extricom solution is highly scalable.
Multiple radios in AP	Up to 2 (different bands)	Up to 2 (different bands)	Up to 2 (different bands)	Up to 2 (different bands).	Up to 2 (different bands)	Up to 2 radios. Can be in the same band or different band. Future up to 4 radios in the same band or different band.	Multiple radios in the same band at the same AP is a highly sophisticated feature. It enables multiplying the capacity in the channel blanket solution using channels from the same freq band. This ability enables Extricom to provide a solution to the the mixed 802.11b/g problem and to separate data and voice into different channel in the 2.4 GHz frequency band.



Competitive Analysis

Subject	Airspace	Aruba	Cisco	Meru	Symbol	Extricom	Extricom advantage
Main security features	WEP,WPA, 802.11i, Radius authentication, VPN, rogue AP detection	WEP,WPA, 802.11i, Radius authentication, VPN, rogue AP detection, encrypted connection between AP to switch, statefull firewall	WEP,WPA, 802.11i, Radius authentication, VPN, rogue AP detection.	WEP,WPA, 802.11i, Radius authentication, VPN, rogue AP detection	WEP,WPA, Radius authentication, VPN	WEP,WPA, 802.11i*, Radius authentication, secured AP with no software, encrypted connection between AP to switch, rogue AP detection*, zero latency mobility even when using encryption	Extricom provides standards based layer 2 encryption. Extricom provides fast hardware based encryption. Competitors security solutions effect mobility and therefore has an incentive to reduce security level. In Extricom solution, highest level of security, doesn't affect mobility
Multiple SSID	Yes	Yes	Yes	Yes	Yes	Yes	

* Future/Roadmap