Xirrus Cloud Battle Card

XIRRUS
WI-FI NETWORKS

Overview

Xirrus is the leading provider of high performance wireless networks that are easy to deploy, monitor and manage.

XMS-Cloud is a public cloud platform that sets the bar in the industry in ease-of-deployment and management. Using the latest web and big data technologies, it delivers a fast and infinitely scalable solution.

Why Xirrus Cloud?

Built from ground up as a true multi-tenant system, XMS-Cloud is a secure cloud-hosted access management solution that is easy to use, even for IT staff with minimal experience

Easy to Manage
Powerful yet simple management with zero touch provisioning and in depth visibility

Intuitive
Easy to follow layout and customizable dashboard gives quick access to data

Secure
Only management traffic (no user traffic) is sent to the cloud over encrypted tunnels

Offload Operation
99.99% SLA uptime for cloud infrastructure and no on-site maintenance for IT staff

XMS-Cloud – Key Benefits

- **Always On Wi-Fi -** Unlike other cloud offerings, Xirrus Wi-Fi is not reliant on the cloud to function, and can be transitioned to on-premise or standalone operation

- **Deploy in minutes -** Designed for plug-and-play simplicity, zero-touch provisioning requires no IT intervention to deploy

- **Scale on demand -** Big data technology allows XMS-Cloud to infinitely scale as demand increases

- **All-in-one console -** Perform all IT tasks from a single console, streamlining IT operations

- **Extensible platform -** Integrate with best-in-class applications such as MDM, analytics, location, content filtering and others via APIs

EasyPass Access Services

A suite of access services, EasyPass, is integrated with XMS-Cloud to deliver seamless, secure access for employees, students, guest, BYOD and IoT devices.

- **EasyPass Guest** – Five different guest options meet any and every need. Guests can log in using social credentials or self register using email or SMS. Deliver rich branded experience to guests with highly customizable splash pages.

- **EasyPass Onboarding** – Simple onboarding requires no software or certificates on the device. Users have their own unique security credentials with a User PSK. The solution is device independent and OS agnostic, ideal for headless IoT devices.

- **EasyPass Microsoft and Google** – Use Office365 or Google Apps credentials for single sign-on access to both the application ecosystem and Wi-Fi.. Access is blocked until user is authenticated against the federated ID management platform.

- **EasyPass Personal** – Create your own secure Wi-Fi network over unsecured public networks. Connect all your devices over a dynamically created protected personal network

CommandCenter – Key Benefits

CommandCenter is a comprehensive platform for MSPs to provision and deliver Wireless-as-a-Service.

- **Fast –** provision new tenants, assign APs and staff in minuts

- **Scalable –** manage 1,000's customers from a single console

- **Simple –** color coded customer status for fast incident mgmt

- **High availability** – integrated tools for drill down, troubleshooting, and issue resolution

Competitive Differentiation

- **Easy to manage** – Single intuitive console for comprehensive IT operations, access from anywhere, anytime,

- **24x7 Wi-Fi service** – Users access is not interrupted even when cloud connectivity is lost.

- **Responsive** – Push changes instantaneously to APs (< 15 seconds) unlike competitive solutions (typically 5-10 minutes) and most require a reboot

- **Unlimited Access** – No limits on number of users accessing network using EasyPass, all at no additional charge

- **Simple onboarding** – 1-step onboarding for BYOD, requires no software/agent/certificate to install

Competitive Summary

Feature/Function	Xirrus	Meraki	Aerohive Connect	Aerohive Select	Aruba Central	Ruckus Cloud
Configuration changes	Fast, <15 sec and no reboots	5-10 min	Most config changes require reboot	Most config changes require reboot	Unknown	Unknown
Software defined radios	Yes, 1-click config	No	No	Only on AP225	No	No
Individual PSK	Yes – User PSK	No	No	Yes – Private PSK	No	Yes – Dynamic PSK
Firewall Configuration	Standard port 443	Complex UDP: 9350, 1812, 7351 TCP: 80, 443, 5228-5230, 2195-2196, 5223, 993, 7734, 7752, 60000-61000	TCP: 22/80/443 UDP 123/12222	TCP: 22/80/443 UDP 123/12222	TCP: 22/443 UDP: 123	TCP: 22/443/11443 UDP: 123
Free Access Management	Yes, guest, BYOD, SSO	Only guest	Only guest	Only guest	Only guest	Only guest
Guest Access	5 options, unlimited guests for free	Includes a few guest options including SMS through Meraki authentication	Basic: Open network with usage policy, no self registration	Advanced access needs expensive ID manager	Advanced guest access needs complex ClearPass	Includes a few guest options including SMS, social login
Secure Onboarding	Device/OS agnostic, no captive portal, no device software	Requires licensed Systems Manager	No	Needs expensive ID Manager, client software needed	Expensive and complex ClearPass required	Yes, requires purchasing of CloudPath
SSO with Office 365	Yes	No	No	No	No	No
SSO with Google Apps	Yes	Yes	No	No	No	No
Free Premium SW support	Yes	Yes	No, add'l $40/AP	Yes	Yes	Yes
Free Premium HW support	Yes	Yes	No	Yes	No	No
Historical data storage	1 year	2 months	7 days	7 days	1 year	6 months
List Price	$110/AP/Year $80 EDU	$150/AP/Year	$0 lifetime	$115/AP/Year $92 EDU	$140/AP/Year	$95/AP/Year

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