



Secure Wireless Management

CASE STUDY

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AirMarshal Chosen by Leading ISP for Wireless Hot Spot Management

Overview

Israeli Internet Service Provider Golden Lines "012", is a leading Hot Spot operator with major customers such as hotels, convenience stores and Ben Gurion International Airport.

With over 300 wireless access points from multiple vendors in multiple locations, the 012 Advanced Technologies department was given the challenge of how to ensure maximum uptime at minimum cost.

The Problem

As wireless networks proliferate they become more commoditized which translates into lower prices and a more competitive market. This is especially true of the public access or Hot Spot market, where suppliers seek to reduce hardware costs and maintain healthy margins for service and maintenance.

While high-end network equipment vendors may supply centralized management software, low-end equipment does not include centralized management capabilities. This is a serious problem for service providers as they must choose between winning customers with low prices and at the same time seeking to minimize maintenance costs.

In order to win the 100 access point Yellow Convenience Store contract, Golden Lines decided to offer the Rotal access point. This equipment was imported under a private label by a local Israeli networking company and offered no centralized management capabilities.

"We found the hardware we wanted at a good price-point, but also needed the alerts, centralized configuration and reporting features which help minimize our maintenance costs." said Director of New Technologies, Shmulik Genzel, "If we didn't get the proper management capabilities, we knew that we might wind up losing money due to the high cost of maintenance."



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The Solution

Golden Lines had previously recommended Code Red to one of their large industrial customers regarding a wireless security solution and was now interested of finding a solution of their own. In the meantime Code Red had completed development of its AirMarshal Wireless Management & Security Solution with extensive support for equipment from multiple vendors.

Using an intuitive interface, the software represents the wireless network in graphic format including all access points and wireless devices currently connected to the network. It allows for monitoring of all wireless activity and reduces maintenance costs by issuing alerts and allowing for remote problem solving, even before the customer has a chance to contact technical support.

The software enables centralized management of access points from multiple vendors, and ensures backwards and forwards compatibility by providing support for any legacy or future wireless hardware in 3-5 days.

“AirMarshal has an intuitive interface and provides for centralized monitoring and configuration of the wireless network. The alert and reporting mechanisms are also an important part of the solution.”, said Genzel, “ Not only does the software support the APs that we wanted, but can also be adapted to other model we have deployed in the past, or may deploy in the future.”

AirMarshal is currently being used by this leading ISP to reduce maintenance costs by identifying wireless networking problems and providing the tools to correct the situation in real time.

Conclusion

As wireless networks become more popular, customers are looking for solutions which are manageable, secure and cost effective. While high-end solutions can provide centralized management, they are not price competitive.

The AirMarshal Wireless Management & Security Solution enables service providers to offer their customers a cost effective solution while reducing their own maintenance costs. Regardless of the hardware being used, AirMarshal provides centralized configuration, monitoring, alerts and reports. This allows service providers to present a number of hardware solutions and implement the one which is most suitable for a particular customer.

While most wireless management solutions are proprietary for specific hardware only, the AirMarshal solution supports equipment from any vendor, and can be adopted to support legacy and future networking hardware in 3-5 business days.

About Code Red Systems:

Code Red is a software developer specializing in secure management solutions for 802.11 wireless networks. Headquartered in Jerusalem, Israel, the company offers a number of products which provide field-tested solutions for the most pressing challenges of confronting wireless networking. For more information please visit the company web site at: <http://www.code-red.biz>