

RUCKUS ICX SWITCHES

FLEXIBLE SCALABILITY AND SIMPLIFIED MANAGEMENT

PAIN POINTS		SOLUTIONS
Performance		<ul style="list-style-type: none">Foundry Networks legacy of performanceHigh-performance underlay for Wi-FiIndustry leading PoE power and density
Network Complexity		<ul style="list-style-type: none">Broad portfolio of stackable switchesReduced management touch pointsSimplified wired and wireless management
Reliability		<ul style="list-style-type: none">Load-balancing over active-active linksSoftware upgrades with no downtimeLifetime warranty
Security		<ul style="list-style-type: none">802.1x, MAC Auth and Captive PortalMACsec for L2 Hop-by-Hop EncryptionHigh performance IPsec encryption (Suite B)

PORTFOLIO

LEGEND: ACCESS AGGREGATION/CORE

 ICX 7150 (Entry-Level Access) <ul style="list-style-type: none">1/10 GbE uplinksCompact/Stackable1/2.5 GbE PoE Access	 ICX 7250 (Access) <ul style="list-style-type: none">1/10 GbE uplinksExternal power shelf1 GbE PoE access	 ICX 7450 (Access-Aggregation) <ul style="list-style-type: none">10/40 GbE uplinksHot-swap PSU & Fans1 GbE Aggregation	 ICX 7650 (Access-Aggregation) <ul style="list-style-type: none">40/100 GbE UplinksMultigigabit 2.5/5/10 GbE1/10 GbE Aggregation	 ICX 7750 (Aggregation-Core) <ul style="list-style-type: none">12x40 GbE UplinksMCT/VXLAN10/40 GbE Aggregation
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WHERE/HOW TO SELL	COMPETITIVE POSITIONING
<p>Vertical Markets</p> <div> Education</div> <div> Retail</div> <div> Hospitality/MDU</div> <div> Enterprise</div> <div> Service Provider</div> <div> Government</div> <p>Conversation Starters</p> <div>Problems with network downtime?</div> <div>Optimized performance for Wi-Fi?</div> <div>Sufficient PoE power?</div> <div>Planning for Wi-Fi upgrades?</div> <div>Adequate for future growth?</div>	<div> Simple/Upgradable<ul style="list-style-type: none">Scale-out architectureStackable switchesUpgradeable uplink speeds</div> <div> Simplified Management<ul style="list-style-type: none">Unified Wired/Wireless managementFewer management touch pointsSingle OS for all Switches</div> <div> Advanced Stacking<ul style="list-style-type: none">Uses standard Ethernet cables/opticsLong-distance stacking (up to 10km)Upgrades with no downtime (ISSU)</div> <div> Campus Fabric<ul style="list-style-type: none">Benefits of chassisFlexibility of stackablesSingle point of mgt. up to 36 switches</div> <div> Lifetime Warranty<ul style="list-style-type: none">Next business day replacementPower supplies and fans includedLifetime software upgrades</div>

We wanted to test Ruckus Campus Fabric out and do the installation ourselves to confirm that it was really that easy - and it was.

Mark Taylor, Sr. Network Engineer, Beca Group, New Zealand