



### Competitive Summary

NETGEAR Business Central Wireless Manager is a **true scalable cloud centralized management platform** hosted in the most reliable data centers around the world, while D-Link's CWM-100 Central WiFi manager is basically software that needs to be installed on a customer Windows PC.

The diagram on the right is an example of a Business Central Wireless Manager Deployment.



### The NETGEAR Advantage

|                      | NETGEAR BUSINESS CENTRAL WIRELESS MANAGER   | D-LINK CENTRAL WIFI MANAGER  |
|----------------------|---|--|
| <b>Setup</b>         | <ul style="list-style-type: none"> <li>✓ True cloud-hosted platform. Sign up and begin using in minutes</li> <li>Business Central is always up, simple, secured, and intuitive</li> </ul>   | <ul style="list-style-type: none"> <li>Customer must allocate one of their Windows PCs and install the software</li> <li>Next manually configure the Windows settings on the server</li> <li>Finally, manually open up TCP/UDP ports on the firewall</li> </ul>      |
| <b>Security</b>      | <ul style="list-style-type: none"> <li>✓ Business Central utilizes standard HTTPS port for communication</li> <li>Management traffic is out of band and separate from data traffic</li> <li>Communication between access points and wireless manager is secured through SSL and certificate validation</li> </ul> | <ul style="list-style-type: none"> <li>1,000+ recommended TCP/UDP ports to open – major security flaw!</li> <li>Since it is installed on a Windows PC, it is highly susceptible to malware, bugs, and blue screens</li> </ul>  |
| <b>Scalability</b>   | <ul style="list-style-type: none"> <li>✓ Can manage thousands of APs</li> <li>True multi-tenancy</li> </ul>   | <ul style="list-style-type: none"> <li>Up to 500 APs per deployment</li> <li>Multi-tenancy difficult to achieve since the software is hosted at a single premise</li> </ul>  |
| <b>Reliability</b>   | <ul style="list-style-type: none"> <li>✓ Business Central is publicly hosted at the most reliable data centers around the world</li> <li>Business Central is redundant and resilient with Service Level Agreement</li> <li>Settings are retained in the cloud and always there</li> </ul>                         | <ul style="list-style-type: none"> <li>Limited reliability - it is only as reliable as the PC hardware and OS it's installed on</li> <li>Requires complicated and manual backup to avoid data loss</li> </ul>  |
| <b>AP Discovery</b>  | <ul style="list-style-type: none"> <li>✓ Business Central automatically discovers APs, and seamlessly pushes configuration to remote APs with no down-time</li> </ul>   | <ul style="list-style-type: none"> <li>AP discovery requires a separate Installation tool</li> <li>Pushing configuration changes to APs requires an AP reboot</li> </ul>   |
| <b>Management</b>    | <ul style="list-style-type: none"> <li>✓ Simple</li> <li>New firmware is automatically pushed to APs</li> <li>Seamlessly push configuration to remote AP's with no down-time</li> </ul>   | <ul style="list-style-type: none"> <li>Complicated</li> <li>Uploading firmware to APs, requires shut-down of WiFi Manager</li> <li>Pushing new configuration to APs requires an AP reboot!!</li> </ul>   |
| <b>Configuration</b> | <ul style="list-style-type: none"> <li>✓ Configuration is streamlined for ease of use</li> <li>Configuration is pushed in real time to APs</li> <li>Business Central provides true centralized configuration management</li> </ul>  | <ul style="list-style-type: none"> <li>Configuration of AP's requires multiple and complicated steps</li> <li>Requires export and import of files to individual or group of AP's</li> <li>Configuration files are saved on a PC - poor version management</li> </ul> |

Additional Information:

<http://www.netgear.com/business/products/wireless/wireless-management/business-central.aspx#tab-overview>