HELMETS

> "Aerohive is the easiest piece of technology we own because we don't know it's there and it always works, which I consider magical. Having a network solution in place that will easily scale for future growth is not only cost-effective, but Aerohive's advanced technology also positions us to meet any future mobility demands."
>
> **— Steve Hays**
> Operations Analyst
> Kali Protectives

Kali Protectives

Sporting Goods Company Enables Mobility with Aerohive

About Kali Protectives

Based in Morgan Hill, California, Kali Protectives is an emerging sporting goods manufacturer. The athlete-owned company was founded in 2008 and is focused on delivering innovative and progressive safety head and body protection gear for biking, motocross and snow sports. Through its extensive retailer distribution network, the company is poised for growth and expansion in the years to come.

Challenge

As the company has grown, it has also had to upgrade many of its processes, especially related to supply chain and inventory. Operations Analyst Steve Hays was brought on board to figure out how to improve operations in the 45,000 square foot warehouse.

Kali Protectives recognized its need for an enterprise-class Wi-Fi solution. It was experiencing serious reliability and throughput issues, and could not reliably support the use of wireless scan guns that integrated with its Fishbowl asset tracking and inventory software. Hays was tasked to enable all warehouse operations to function wirelessly.

Aerohive Solution

Kali Protectives considered a competing solution but chose Aerohive for several factors, including ease of installation and a cost-effective solution that could easily scale as the company expands.

The company installed Aerohive AP141 access points in both the warehouse and office headquarters locations. Kali Protectives is using HiveManager Online for network management. The company also hopes to take advantage of additional Aerohive features down the road including Private PSK for secure guest management. Another advantage to the Aerohive solution was the PoE injectors that allowed for flexible AP deployment regardless of the availability of PoE switches or wall power outlets.

Results

Since deploying Aerohive, Kali Protectives has had no issues with throughput or reliability, and can now easily integrate its wireless handheld scanners in all warehouse operations to manage inventory, processing over 500 orders per month. Warehouse employees are able to use scan guns to pick products and scan tickets, creating a seamless and paperless process with complete mobility.

Executives and employees can use iPads or other mobile devices between office and warehouse locations without interruption. Vendors and athletes visiting the office can easily access Wi-Fi.

Steve Hays will be the first to admit he is not an expert in wireless architecture, so deploying a plug and play solution was instrumental. His company role also takes him out of the office frequently, so being able to manage the network remotely was a huge advantage.

Why Aerohive?

- Seamless installation without need for in-house technical expertise
- Scalable solution with ability to add on features without additional expense
- Network manageability is simple and intuitive
- Solution met all goals for complete mobility in office and warehouse locations