Kunde & Co

Kunde & Co chooses Aerohive to future proof its wireless network

Challenges

- Proliferation of personal devices in the workplace
- Reduced network capacity to satisfy a seamless wifi experience for users
- Legacy architecture could not be easily configured or effectively manage the increased number of Apple devices

Results

- 21 access points rolled out across offices in Denmark
- Controller-less architecture and ability to address Apple's Bonjour protocol allowed for easy configuration and installation across offices
- The team has built future-proofed network that can meet the growing demand for faster connections across all devices, without interruption, equating to a satisfied and productive workforce

About Kunde & Co

Kunde & Co was founded in 1988 and has grown into a successful marketing and branding agency for global brands and companies worldwide. Known for its creative campaigns and progressive approach to integrated communications, Kunde & Co has established itself as an agency that delivers. With its heritage in communications, the company needs to ensure that the technology that underpins it does not compromise its productivity and reputation. The agency strives to be ahead of the game, and with a view to grow and expand, Kunde & Co looked to Aerohive as the provider to support these objectives.

Located in Denmark, with additional offices in Germany and Switzerland, Kunde & Co is home to 200 full time employees and a number of freelancers and contractors. With people, come devices; both corporate and personal. For the IT team, this called for a change in the network supporting and managing these devices to ensure it was future-proofed for change.

The Challenge

When Kunde & Co first rolled out its wireless network, the company had intended for this to be used by guests. Employees would not ordinarily connect their corporate devices to the Wi-Fi however with the proliferation of personal devices within the organisation, the network evolved into something that was a necessity for everyone. With this, so did the expectation of an uninterrupted and seamless Wi-Fi user experience. For the IT team, it became evident that the infrastructure that was in place to deliver on this demand had become redundant.

The challenge was that the company's legacy set up could not support this influx of extra devices. With over 200 active devices the IT team recognised a flaw in its current architecture. Having used

> "Choosing to go with Aerohive wasn't a question about price. Yes it was cost effective, but the return on this investment was beyond anything its competitors could offer. Its controller-less architecture and the self-aware set up is very progressive. It's an approach that matches our own thinking and we are confident that this architecture will help us address, meet and exceed our future IT objectives."
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> —Thomas Verge Nielsen
> **Head of IT, Kunde & Co.**

an older firewall to support its previous wireless network provided by Cisco, the team realised that the network could only support up to 255 devices. The added task of creating the necessary authentication steps inside the network directory was also a headache for the team, this meant creating multiple passwords and credentials that had to be saved in multiple places.

The Solution

Shifting to a more capable system which could support these extra devices in a secure environment was a key trigger to making the switch. After hearing about Aerohive, the company's head of IT investigated the ways in which the technology could meet these needs. Impressed by its controller-less architecture, the team was also excited Aerohive's ability to meet Apple's Bonjour protocol.

Aerohive has introduced the Bonjour awareness and control into its Cooperative Control architecture to support Apple's "Zero-Configuration Networking" for devices in organisations. Bonjour Gateway has been built natively into Aerohive's architecture to manage and control Apple service availability across an entire enterprise network. It was one of the key reasons Kunde & Co selected Aerohive

The controller-less architecture was an added benefit for the team and it was also encouraged by the fact that it could run a standalone configuration, allowing for a smooth and easy set up. With this, the team did not need to comply with different network policies, overcoming one of their key challenges.

The Results

Kunde & Co implemented access points across Denmark and because of its immediate success the team is evaluating how it can make use of Aerohive's cloud set up to expand to its other regions. For Kunde & Co, the decision to move to Aerohive wasn't based on price. Its previous provider had access points that were just as cost effective as Aerohive, but it could not deliver the same results. It was everything on top that made Aerohive the natural choice.

The easy configuration, exceptional service during the installation and the everyday seamless operation has satisfied the demands of its employees. The added ability to meet the new 802.11ac protocol was also a plus for the team who wanted to go with a supplier that could address the anticipated demands of its workforce and the evolving market landscape. For Kunde & Co, that supplier was Aerohive.