



LANAIR Group, LLC

LANAIR Group Delivers Flexible and Secure Enterprise Wi-Fi with Adaptable and Affordable Connectivity from Aerohive

Challenges

- Identifying a wireless solution suitable for small and large organizations alike with seamless scalability
- Identifying an affordable wireless solution for companies with large numbers of remote offices
- Ensuring a secure network architecture for companies that value secure Wi-Fi in a single solution offering

Results

- Support and training resources provide Aerohive partners all they need to meet client requirements and demands
- Aerohive Connect enables clients to achieve affordable entry to enterprise connectivity and centralized management with cloud networking
- Features from Aerohive like Private Pre-Shared Key (PPSK) ensure advanced security and can be managed at the edge of the network

About LANAIR Group, LLC

LANAIR Group, LLC has over 10 years of Information Technology consulting experience and has designed, implemented and managed customized IT and Unified Communication systems for a wide variety of SMB, Commercial and Enterprise clients. LANAIR has offices in Los Angeles, Dallas and Chicago serving more than 500 clients across numerous industries.

LANAIR Group is committed to providing speed and simplicity to complex business challenges to meet the ever-changing demands in a time of rapid digital transformation. LANAIR has a strong focus on

Managed Services, Unified Communications, Cloud Services, Project Services and Security Services. LANAIR was awarded the 2016 Dell EMC Security Partner of the Year and the 2016 SonicWALL Innovation Partner of the Year.

As a trusted technology partner, LANAIR Group, LLC delivers Technology that Works, Answers You Understand™.

The Challenge

With a wide variety of clients across numerous industries, and requirements from small to massive implementations, LANAIR Group sought to partner with a wireless solutions provider with the ability to deploy Wi-Fi solutions for customers ranging from a small environments to very large organizations, with seamless scalability.

Brian Dooley, Vice President of Technology at LANAIR Group, LLC shared some of the challenges companies are facing when it comes to wireless networking. “We’ve done wireless from day one at LANAIR Group. Many companies have moved beyond simply deploying a wireless network with all the bells and whistles. Now we look for providers that can offer solutions with the ability to deliver additional layers of security as well as tell us more about who is using the network. The more information we can extract, the more insight we have into our the users’ performance and usability needs, and that knowledge contributes to our clients’ bottom line.”

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Vice President of Technology
LANAIR Group, LLC

Many of the clients LANAIR Group works with need a single point of management across multiple remote offices. It's easy to get a headquarters office up and running with Wi-Fi, but adding additional remote sites brings layers of complexity, management, and security.

LANAIR Group has a concentrated focus on security and many clients need a solution with simplified network management to ensure consistency across all offices. Another key consideration was identifying a wireless solution provider that was not tied to another piece of hardware, such as a firewall provider, so the product could stand on its own. This would enable LANAIR to better serve clients and also ensure a secure environment.

The Solution

LANAIR Group was first introduced to Aerohive through various channels, but the major influence was Dell, during a presentation at a partner event. LANAIR had participated on Dell's partner advisory board and was impressed by Aerohive's focus on integration. "Other wireless solutions would just tell us about signal strength and radio frequency. Aerohive actually focused on how to integrate into other services and how to leverage wireless for business in a variety of environments."

With an intentionally diverse client portfolio, LANAIR Group was pleased Aerohive offered features and value for a wide variety of industries, from large government facilities and school districts, to small and medium businesses. Features that have been especially valuable to clients include Aerohive's Private Pre-Shared Key to uniquely, easily and securely connect users and devices onto a single SSID.

To ensure secure guest access with other wireless providers, it is often necessary to purchase additional third-party products. Aerohive has not only provided innovative guest solutions, but also eliminated extra expense, including a TPM chip on Aerohive devices was a big plus for LANAIR Group, an expert in secure IT solutions. The TPM chip encrypts network credentials and keys to protect the network even if the access point is stolen or compromised.

With offices in different parts of the United States, the company needs to cater to a broad array of financial requirements, and Aerohive's Connect offering has been instrumental in meeting the requirements of companies that need to start small. With Aerohive Connect, clients can take advantage of enterprise-grade Wi-Fi with robust connectivity, cloud management and interactive support, without increasing cost or complexity. Many clients need to upgrade from consumer-based products, to a more secure and manageable enterprise-level solution. Aerohive Connect allows LANAIR Group to offer an entry-level solution, and if clients need to scale and expand, they can easily upgrade to Aerohive Select as their needs evolve.

Results & Customer Testimonials

Some of the clients LANAIR Group has equipped for wireless include:

- A leading baby lifestyle brand had requirements for robust Wi-Fi at its office headquarters with consideration for users generating large graphics files, as well as a Wi-Fi solution with comprehensive coverage in its adjoining warehouse. Employees use bar code scanners for crucial operations and Aerohive's simplified network management with a single-pane-of-glass view was instrumental in providing a rock-solid wireless solution.
- A premier provider of targeted advertising and marketing solutions in the branded merchandise industry for over 60 years turned to LANAIR Group to equip the headquarters office with a comprehensive Aerohive solution. LANAIR helped to eliminate the Wi-Fi pain points of an office creating large files with intense graphics and video. When the company needed to expand the network to remote offices, the Aerohive Connect solution provided the same set of security and easy network management at a great price point.

Another strong benefit of working with Aerohive has been the ability to learn the product. Regardless of how large or small the implementation, there is consistency across the entire solution. Training staff and consultants at LANAIR Group has been much easier and faster. And with an intuitive and intelligent wireless architecture, sales reps only need to focus on how to size a deployment. Aerohive has provided everything LANAIR has needed to support clients, including a turnaround demo kit with four Aerohive access points to showcase the solution.

Dell is an Aerohive reseller and both companies are committed to cloud-managed IT. This partnership is a strong recommendation for existing Dell clients who will benefit from seamless integration between Aerohive and Dell solutions, as well as for other clients who trust Dell's tried and proven reputation.

"Working with Aerohive has been one of the best partners for onboarding to our solutions portfolio," states Dooley. "A standout advantage for working with Aerohive is the professional attitude and enthusiasm the company brings to the table to support and provide resources to its partners. Aerohive is dedicated to the success of LANAIR Group and getting us what we need to best support our clients."

Showcasing the Strength of Wi-Fi

While LANAIR Group is very familiar with other competitive offerings from Aruba, Cisco, Meraki, Motorola, Ubiquity and others, LANAIR is pleased to move forward with Aerohive and will soon have all its own offices equipped with Aerohive Wi-Fi, highlighting many of Aerohive's features to showcase the broad range of capabilities of the network architecture.



Contact us today to learn how your organization can benefit from Aerohive wireless LAN architecture.

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