



"Aerohive not only delivers a highly reliable enterprise Wi-Fi solution, they have a 100% channel model to empower partners like Solutions Granted to simply sell the best Wi-Fi solution. If we don't win, Aerohive doesn't win either, and that creates collaboration and contributes directly to our success and our bottom line. Aerohive is committed to helping us close the deal every time."

— **Michael Crean**
CEO, Solutions Granted

Solutions Granted

IT Solution Provider Partners with Aerohive to Enable MSP Practice with Flexible and Secure Wi-Fi

About Solutions Granted

Founded in 2001, Solutions Granted is an IT firm specializing in complete managed services, network development and security, and relocation and disaster recovery services. The firm believes in true partnering relationships, making wireless technology and security the foundation of expertise offered to a variety of clients. Several years ago, Solutions Granted realized a significant shift in its business strategy through the creation of its MSP practice, which opened up broader market opportunities.

Solutions Granted provides consistent and cost effective solutions from its headquarters near Washington, D.C., and from its office locations in Arizona and South Carolina to approximately 475 local, national, and international clients across automotive, healthcare, education, legal, and government market niches.

The Challenge

Solutions Granted has seen firsthand how wireless demands are growing exponentially for its customers. The firm services both small and large office environments, and as wireless demands increase, or companies expand, the rapidly changing technology requirements rapidly facilitate an understanding of the complexities associated with managing one's own wireless network. The firm launched Wi-Fi as a Service several years ago as wireless networking became increasingly complex, and in some cases too complex, for its customers to manage.

Solutions Granted provides master managed services contracts and powers the back end for security and the underlying networking to numerous IT consulting firms and VARs. In order to best serve customers, the firm looked to partner with best of breed enterprise partners who truly understand what it takes to make a collaboration successful.

The Solution

Following introductions through SonicWALL and Dell, Solutions Granted was impressed with Aerohive's Wi-Fi offering, in particular with its reliability, rich feature set and ease of management. In addition, strong features like Private Pre-Shared Key (PPSK), robust guest wireless services, and cloud network system management enabled Solutions Granted to expand its client portfolio in industries such as hospitality who not only needed robust and secure wireless, but also wanted a flexible guest network solution.

From a partner standpoint, Aerohive offered a 100% channel model, enabling true collaboration with Solutions Granted to meet customer requirements and demands. Aerohive is committed to go the extra mile for its partners and customers, and the Aerohive solution is key to offering Wi-Fi as a Service as part of the Solutions Granted portfolio. From a small dental office to a large school district, Aerohive's scalable wireless solution fits the demands of Solutions Granted clients large and small.

Some recent successful customer deployments include:

- Day care provider with 80 separate facilities had outdated wireless technology and was able to easily upgrade in less than 12 months across all locations.
- National mortgage company with 14 locations nationwide deployed Aerohive to more than 350 employees using Aerohive's PPSK solution. In an industry known for frequent turnover, Aerohive allowed the client to onboard and remove users from the network easily without disruption to company-wide operations.
- Large universities requiring campus and off-campus Wi-Fi solutions successfully launched Aerohive-powered Wi-Fi to provide robust connectivity across locations and eliminate student complaints.

Why Aerohive

- Aerohive empowers its channel providers to sell a winning turnkey enterprise wireless solution
- Scalable Wi-Fi solution adapts to small and large client environments, giving IT providers a flexible yet robust wireless solution
- Aerohive's PPSK is a game changer for many customers who require flexible wireless security and is easily managed with Aerohive's HiveManager NG
- Aerohive allows Solutions Granted to provide a platform for VARs with managed services and seamless wireless network management from a single interface

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