

SALES AID: Wireless network security SonicWave series



Enhancing the wireless experience, securely

Key message

SonicWall Wireless Network Security solutions combine high-performance 802.11ac Wave 2 wireless technology with industry-leading next-generation firewalls. The result is a superior experience for WiFi users that's as secure as any wired connection. This combination offers customers:

- Superior user experience
- Comprehensive threat prevention
- Simplified deployment and centralized management
- Granular configuration control
- Low TCO

Why your customers will care

Superior user experience: Enhances the wireless user experience by delivering the performance, range and reliability of 802.11ac Wave 2 wireless technology.

High-speed wireless: Enables use of bandwidth-intensive applications such as HD multimedia and cloud and mobile apps over wireless networks.

Comprehensive security: Secures wireless traffic from threats at the same level of protection as wired traffic.

Regulatory compliance: Mitigates regulatory concerns (SOX, HIPAA, PCI, CIPA).

Wireless management: Provides single pane of glass management for wireless and security.

Differentiators

Superior wireless performance: The SonicWave series of indoor and outdoor access points delivers exceptional wireless performance through support for 802.11ac Wave 2 wireless technology, plus features such as band steering, beamforming and a 2.5 GbE port.

Comprehensive threat prevention: All inbound and outbound wireless traffic is scanned by the SonicWall firewall's high-speed deep packet inspection engine, including TLS/SSL encrypted connections. Unknown files are analyzed by Capture Advanced Threat Protection (ATP) to eliminate zero-day threats. SonicWave access points also feature a dedicated third radio that performs continual scanning of the wireless spectrum for rogue access points plus additional security functions that help with PCI compliance.

Simplified set-up and management: SonicWave access points are automatically detected, provisioned and updated by the wireless controller in the managing SonicWall firewall. Wireless signal analysis tools provide a visual map to optimize site-based access point placement. Central WLAN administration is also handled directly from the firewall.

Low TCO: Features such as simplified deployment, single pane of glass management for both wireless and security and no need to purchase a separate wireless controller drastically reduce an organization's cost to add wireless networking.

Whom to talk to

- Network administrator/architect
- SMB/SME organizations
- Healthcare facilities
- IT manager/director
- Retail businesses
- Government
- CISO/CTO
- K-12 schools and libraries
- Outdoor locations

Competition

Next-generation firewall vendors: These are vendors whose primary business is security, but also sell wireless access points and integrated wireless. They offer security but limited high-speed wireless capabilities. Examples include Fortinet, WatchGuard, Sophos and others.

Pure play wireless vendors: These are vendors who focus solely on wireless products. They offer many wireless capabilities but lack security. Examples include Aruba, Aerohive, Meraki, Meru, Ubiquiti and others.

Stand-alone access point vendors: These are vendors who manufacture inexpensive, low-end routers and wireless access points. They offer very limited wireless and security capabilities. Examples include Linksys, D-Link, NETGEAR and others.

	QUALIFYING QUESTIONS	WHAT TO LISTEN FOR
TECHNICAL	<ul style="list-style-type: none"> • Are your employees/partners/customers complaining about slow WiFi performance? • Have you ever set up a wireless network? If so, would you tell me about your experience? • What would be the maximum number of wireless users at any one time? 	<ul style="list-style-type: none"> • I'm considering adding/upgrading a wireless network. • I want the benefits of wireless. • I've experienced or heard about difficulty in wireless installation. • I need a solution that is simple to deploy.
	<ul style="list-style-type: none"> • Do you want to provide secure Internet access to guest users? • Are your employees/students using their own devices to connect to your network? • How familiar are you with the 802.11ac Wave 2 wireless standard? 	<ul style="list-style-type: none"> • I have guests and customers who need separate access to the Internet. • I have many different device types, both personal and IT-issued. • I'm familiar with 802.11n, but not with the advantages of 802.11ac.
	<ul style="list-style-type: none"> • How do you protect your wireless network against threats like ransomware? What solution do you use today to secure the traffic on your wired network? • How do you manage the devices on your network today? Do you have a central management solution? 	<ul style="list-style-type: none"> • Securing our network is a big concern. • I have a firewall/router that delivers adequate protection against threats. • I manage each device separately. • I need to save time through centralized management of multiple devices.
BUSINESS	<ul style="list-style-type: none"> • Are you looking for ways to improve employee productivity? • Are your employees/students utilizing bandwidth-intensive applications but not getting the performance they need? • Would your wireless users need a high-performance wireless connection? • Do you have compliance concerns around deploying a wireless solution? 	<ul style="list-style-type: none"> • I want to enable employees to be more productive through wireless connection and greater data rate. • I have collaboration apps (e.g. WebEx), video and voice, etc. • I need a solution that provides very fast connectivity for a superior user experience. • I need a solution to ensure that the company can meet compliance requirements for security.
	<ul style="list-style-type: none"> • Are you providing Internet access to different sets of users? Through what type of connection? • Are you providing students with WiFi-enabled devices such as Chromebooks? 	<ul style="list-style-type: none"> • I have internal users, guests and customers using a high-speed broadband connection. • I provide students with devices that include WiFi.
	<ul style="list-style-type: none"> • Do you have concerns about the cost of adding a secure wireless solution into your network? • What are you doing to reduce total cost of ownership across the organization? 	<ul style="list-style-type: none"> • My budget is tight, so cutting down costs is important. • I don't want to buy a wireless access controller if I don't have to. • Adding wireless would be nice if it's not too expensive. • Lowering TCO is an organization-wide initiative.

FOR MORE INFORMATION Contact your SonicWall Channel Account Manager

FOR ADDITIONAL INFORMATION VISIT www.sonicwall.com/en-us/products/firewalls/wireless-security