

Infrastructure Wireless Talking Points

Overview

- Large enterprise and campus networks require WLAN solutions that scale well for high-density deployment, and are easy to manage and integrate within an existing network security framework.
- Fortinet offer a complete line of 802.11ac Wave 1 and Wave 2 Access Points.
- The U-series access point is the industry first AP that can be deployed with a FortiWLC, FortiGate or FortiCloud without having to change code. Unlocking the WLAN from a single method of deployment.
- With mobile application use growing at 76% year on year, large enterprises continuously face performance and scaling challenges, and they are also exposed to new vulnerabilities that stem from applications and devices never before seen on the network.
- Fortinet's Infrastructure Secure Access solution uses a unique channel-management approach, which eases deployment and scaling and offers a number of compelling quality-of-experience advantages. It also provides a complete portfolio of security services, which offer additional means of protection to combat the ever-evolving threat landscape.

Did you know?

- **Channel planning is a big problem in larger WLAN deployments?**
 - Large enterprises continuously face performance and scaling challenges
 - The days of one-size-fits-all Wi-Fi are over. How Wi-Fi is used in different-sized organizations and across different industries varies tremendously.
 - What is ideal for a small retail store is generally not suitable for a hospital or university campus and vice versa.
 - As a result, different architectures and topologies have emerged, while still remaining fully interoperable with the thousands of different Wi-Fi-certified devices in existence.
 - With the new U-series AP customer are able to standardize on a single AP platform for deploying in with a FortiWLC, FortiGate or FortiCloud.
- **Wireless network vulnerabilities are coming into question**

- Recent Fortinet surveys indicate strong concern from CIO and IT administrators about the vulnerabilities of their wireless access network.
- Hackers breach Wi-Fi to keylog targeted executive's devices – specifically those in the defense industry. - 2015

The Highlights

- **Mobility:** Fortinet's Infrastructure Secure Access solution offers a unique channel-management called Virtual Cell which enables the industry's best mobility and roaming technology.
- **Faster Deployments (Virtual Cell):** Virtual Cell minimizes the complex, time-consuming process of channel planning, which can take months for a large network, through its unique single-channel deployment model, which avoids the challenges of planning around co-channel interference. In a Virtual Cell, all radios operate on the same channel, providing a layer of coverage across your venue, and appear to clients as a single radio wherever they go.



Traffic Isolation and VIP Services (Channel Layers): Fortinet's unique channel layering technology can be used as a strategy to physically segregate mission-critical corporate traffic from guest traffic. Hospitals, for example, can use it to provide total RF isolation for critical applications such as heart monitors while patient experience traffic is assigned to a different channel away from critical care network traffic.

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Target customers

- Organizations that have traditionally deployed access or security without much coordination between the two.
- Larger Enterprise customers looking to refresh wireless LAN
- Higher education, Large Public venues, HealthCare

Key Resources

- Secure Access Architecture Presentation
- Secure Access Architecture Solutions Guide
- Secure Access Architecture - First Call Script
- Secure Access Architecture FAQ
- Infrastructure Wireless Secure Access Deployment Guide

Qualification Questions to Ask Customers and Prospects

1. Are you looking to refresh your wireless network?
 - a. If yes, use Call Script to further qualify opportunity.
2. Do you have business-critical or life-critical applications that must receive priority delivery over the network?
 - a. If yes, (ie; healthcare) reference the need for Channel Layers above to create an uninterrupted network service layer.
3. Do you need to deploy Wi-Fi faster?
 - a. If yes, reference Fortinet's Virtual Cell technology above.
4. How are you planning additions to your existing wireless network? What tools are you using?
 - a. Mention: FREE FortiPlanner tool available for download

Multiple Virtual Cell Channel Layers can be deployed across an enterprise

