



THE MERU NETWORKS ADVANTAGE

Meru Networks® is the global leader in wireless infrastructure solutions that enable the All-Wireless Enterprise—providing a single wireless infrastructure for business-critical applications such as toll-quality voice and high-capacity data. The industry-leading innovations from Meru deliver pervasive, wireless service fidelity to major Fortune 500 enterprises, universities, healthcare organizations, and local, state and federal government agencies. The unique technology from Meru makes it the only solution on the market that delivers predictable bandwidth and over-the-air Quality of Service with the reliability, scalability, and security necessary for converged voice and data services over a single WLAN infrastructure.

Meru Networks

Toll-Quality Voice and High-Capacity Data Over Wireless

Meru Networks Background

- Founded in 2002
- Headquarters: Sunnyvale, CA
- Numerous customer deployments in Healthcare, Education, Government, and Manufacturing worldwide







Value Proposition Statement

Meru Networks® offers the only Wi-Fi certified WLAN system that delivers a single wireless infrastructure for toll-quality voice and high-capacity data, all with superior total cost of ownership. Combining centralized security and management with system-wide air traffic coordination and control, the Meru WLAN System overcomes the critical challenges involved in implementing and managing a scalable WLAN infrastructure at enterprise headquarters, campuses, multi-tenant facilities and branch offices.

Meru Benefits

- No RF expertise required to deploy and manage
- One wireless network for voice and data
- Seamless handoffs across access points (APs) for true mobility
- Guaranteed high priority delivery of business-critical applications
- True 802.11b/g performance in mixed radio environments
- Low total cost of ownership—i.e., higher density per AP means fewer APs need to be deployed, no need for costly site surveys, and a coordinated network reduces the need for on-going support

Meru WLAN System

AP200 Access Point	AP150 Access Point	RS4000 Radio Switch	MC500 Controller	MC1000 Controller	MC3000 Controller
					
<ul style="list-style-type: none"> • 802.11a/b/g • For voice and data 	<ul style="list-style-type: none"> • 802.11a/b/g • For data or low-scale voice 	<ul style="list-style-type: none"> • Two 802.11a radios • Two 802.11b/g radios • For data and low-scale voice 	<ul style="list-style-type: none"> • Remote, Small Office 	<ul style="list-style-type: none"> • Branch Office 	<ul style="list-style-type: none"> • Headquarters
Supports up to 128 users/AP	Supports up to 128 users/AP	Supports up to 256 users/radio switch	Supports 1-5 APs	Supports Up to 30 APs	Supports up to 150 APs
<ul style="list-style-type: none"> • Air monitoring • Auto discovery and configuration • Support for single-channel deployment • Virtual Cell 	<ul style="list-style-type: none"> • Auto discovery and configuration • Support for single-channel deployment 	<ul style="list-style-type: none"> • Auto discovery and configuration • Support for single-channel deployment • Unique multi-channel omnidirectional antenna for high-density environments 	<ul style="list-style-type: none"> • Automatic, stateful flow detectors for SIP, H.323, Cisco SCCP, SpectraLink SVP and Vocera voice protocols • Multiple ESSIDs with individual security policies to ensure separation of different user groups • Centralized intelligence automatically load balances clients for consistent, reliable throughput 		

MERU WLAN SYSTEM

The Meru WLAN System is a set of products and technology that centralizes management and security functions to deliver the most reliable and scalable enterprise wireless experience. The Meru WLAN System is unique because of its technologies—Meru Air Traffic Control (ATC) and Virtual Cell.

Meru ATC technology—a set of patented coordination and timing instructions—allows the system to tightly control the airspace. With ATC, Meru controllers and APs work together to determine the needs of the entire network rather than any single user or AP at a given time. This allows the Meru WLAN System to effectively manage key network activities, from giving priority to latency-sensitive packets, to moving clients to APs with lesser loads for maximum performance.

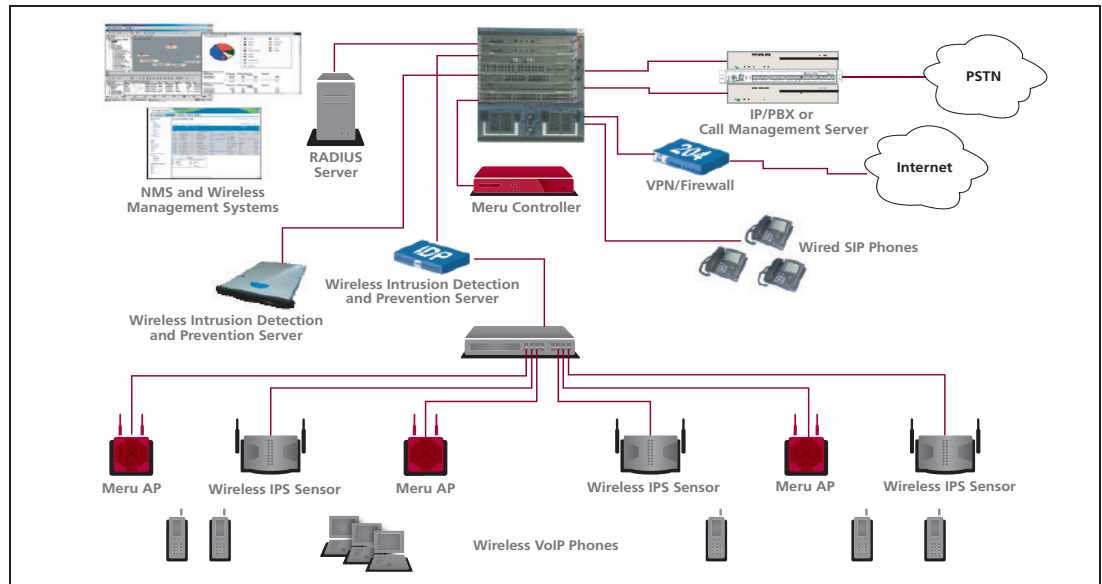
Meru Virtual Cell enables APs to operate on a single channel, creating a single contiguous zone of coverage (versus individual islands of coverage). It allows the Meru WLAN System to manage activities such as client handoffs, load-balancing, and failover. It eliminates complex RF site surveys, maximizes flexibility (i.e., moves/adds/changes do not require channel planning), and enables seamless mobility across APs.



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Architectural Diagram



Frequently Asked Questions

What problems does Meru technology solve?

Meru overcomes the technical barriers to adopting wireless for true enterprise mobility. Meru provides the ability to scale the network, streamline deployment and management, improve reliability, and enable seamless mobility throughout the network.

Why is Meru better for voice?

The Meru WLAN System automatically detects different traffic types and applies appropriate over-the-air QoS policies to latency-sensitive voice packets for guaranteed high-priority delivery. In addition, the Meru Virtual Cell feature creates a single zone of coverage in which handoffs become “invisible” and seamless to the user.

How many simultaneous calls can Meru support?

With support for up to 30 Session Initiation Protocol (SIP) calls per AP, the Meru WLAN System delivers unprecedented scale and performance when it comes to voice calls.

What if I do not want wireless voice today?

While Meru is uniquely suited to delivering voice over wireless, the technological advantage of the system is not exclusive to voice. The Meru WLAN System manages contention among wireless clients to maximize scalability, performance, and reliability for all applications, especially those in high-density environments. Similarly, the Meru Virtual Cell feature is just as important for data traffic, as it makes load balancing, handoffs, and failover functionalities “invisible” to the user. In this way, you

should consider Meru as a future-proof system rather than a future system.

How does Meru simplify deployment?

Unlike any other system, the Meru WLAN System can be deployed without complex RF site surveys and channel planning. Since the Meru Virtual Cell feature allows all APs to operate on a single channel, users can simply deploy APs to cover any given area without worrying about channel interference across AP cells.

What is the key difference between Meru and its competitors?

Competing enterprise WLAN systems typically centralize all networking intelligence and responsibilities at the master appliance, leaving APs to act as nothing more than radio receivers/transmitters. While this architecture centralizes management and security functions, the APs are still acting as multiple unrelated units whose individual behaviors often negatively impact its neighboring cells and the system as a whole. Unlike these, the Meru WLAN System is able to control the air to deliver QoS, scalability, and reliability. In addition, Meru is the only solution that enables single-channel operations for seamless mobility and ease of deployment.

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