

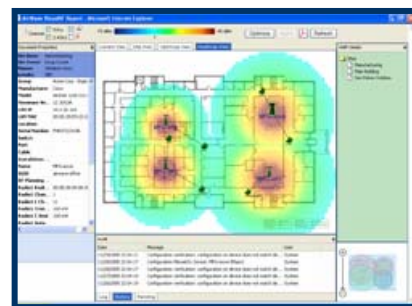
5 Things You Need to Know...

About Managing a Wireless Network in Healthcare

You Cannot Manage What You Cannot See

For IT staff responsible for Wi-Fi networks in the hospital environment, real-time network visibility is the single most important need. When a doctor or nurse calls to complain that the WLAN is slow, IT needs to be able locate the user, determine how the network is performing, diagnose the cause of the problem, and resolve the issue immediately. When a doctor is on the phone, there simply isn't time to run a lengthy series of reports or send a network engineer out with a spectrum analyzer.

The AirWave Wireless Management Suite gives you complete visibility into your wireless network at all times, putting all the information you need to locate users and resolve problems at your fingertips. RF heatmaps, usage reports, detailed user roaming histories and other critical information are only few mouse clicks away on AirWave's web-based user interface.



RF Heatmaps with User Tracking

Your HIPAA Compliance Officer Will Require Regular Configuration Audits of Your Wi-Fi Infrastructure

On Wi-Fi networks, misconfigured wireless access points and devices are one of the most common security violations and are among the easiest for intruders to exploit. A single access point without the appropriate security settings enabled can expose your entire network and all your data. If your security policy requires WPA2, you obviously need to ensure that the policy is uniformly implemented across your network. But that is not enough. You need to continuously audit your infrastructure to ensure that your policies are in force at all times and that no devices have come out of compliance.

Manually auditing the hundreds of configurable settings on all your wireless access points and switches is simply not feasible. The AirWave Management Platform fully automates your configuration audits, regularly comparing the configuration of each device to your policies and alerting you whenever a violation is detected. You can even configure the AirWave software to immediately and automatically 'repair' the device configuration to conform to your policy.

The Most Likely Location of a Rogue Access Point is Far From Your Wireless Sensors and Existing Access Points

Most unauthorized 'rogue' access points are not connected by malicious intruders. Instead, they're installed by your own employees who want Wi-Fi access where you haven't yet provided it. In a typical healthcare environment, remote clinics, smaller facilities, doctor's offices are the most likely locations for rogues. Very few healthcare organizations yet have 100% wall-to-wall RF coverage of every facility. This means that RF detection techniques alone are not sufficient to defend your network against rogue access points.

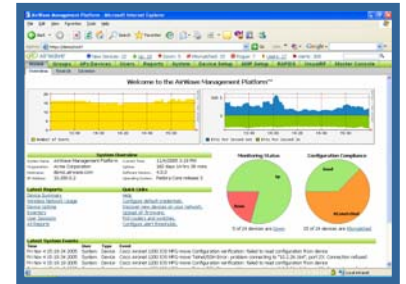
AirWave's RAPIDS rogue access point detection module uses sophisticated scanning techniques on the wired side of your LAN to locate unauthorized APs *anywhere* on your network. RAPIDS interrogates every device to determine its manufacturer, its operating system, and other key data. RAPIDS then correlates all this information with any available RF data to determine whether the device is a likely rogue AP. When a rogue is detected, RAPIDS alerts you and gives you the information you need to locate and remove it.

"THROUGH 2006, 70% OF SUCCESSFUL WLAN ATTACKS WILL OCCUR BECAUSE OF MISCONFIGURED ACCESS POINTS OR CLIENT SOFTWARE." — JOHN PESCATORE, VICE PRESIDENT AND RESEARCH DIRECTOR, GARTNER

One Network Engineer Cannot Manage a Wireless LAN by Himself

In most healthcare organizations, one or two network engineers are initially responsible for the design, security, and implementation of the Wi-Fi network. In a 24x7 hospital environment with rising numbers of wireless users, however, it is virtually impossible for a small number of network engineers to handle all wireless issues. Even if it *were* possible, it would be prohibitively expensive for the hospital, since network engineers are among the most highly compensated IT employees.

To successfully manage a wireless LAN in the healthcare environment requires a real division of labor among the IT staff. The Help Desk staff needs access to the wireless management system so they can resolve most routine end user problems immediately, escalating only critical network issues to the engineers. The network engineers are then freed to handle architectural and design issues to ensure superior performance and security. The AirWave Management Platform's simple web interface is designed to make it fast and easy for the Help Desk staff to get the information they need while provide the rich features, data and reports that network engineers require.



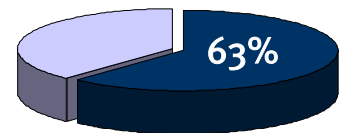
Easy to Use Help Desk Views

Your Wireless Network Will Only Get Larger and More Diverse Over Time

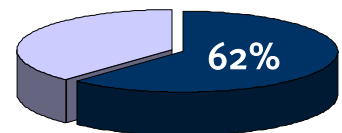
In the hospital environment certain trends are already clear. Wireless networks will become much more diverse, with more than one vendor's wireless infrastructure. In fact, even at this early stage of wireless rollouts, 60+% of hospitals report that they will be evaluating new vendors in addition to their incumbent hardware provider. In a new and developing market, new technologies, new vendors, and new architectures are inevitable – and smart IT organizations are planning to manage this diversity.

There is little doubt that your wireless network will be substantially larger in the future than it is today. Today, only 35% of healthcare customers report that they have 100 or more wireless access points. Within the next two years, that figure will increase to nearly 65%. The number of Wi-Fi users in healthcare will also grow dramatically, especially as new technologies like wireless Voice Over IP move from small tests to large production environments.

The AirWave Wireless Management Suite is specifically designed to help you deal with this rapid growth and diversity. The AirWave Management Platform is a vendor-agnostic software solution that manages both intelligent and thin access points from leading vendors like Cisco, Avaya, HP ProCurve, Symbol, Proxim, LANCOM Systems, Colubris Networks, and many others. The AMP software scales seamlessly from small wireless networks with less than fifty access points to global networks with 10,000+ nodes. No matter how large, diverse, or complex your WLAN becomes, the AirWave software will ensure that you have complete control of your network.



% Healthcare Providers with >100 APs within 2 years (AirWave survey)



% Healthcare Providers Considering New Wi-Fi Vendors' Products (AirWave survey)

Wireless That Works. For Healthcare.