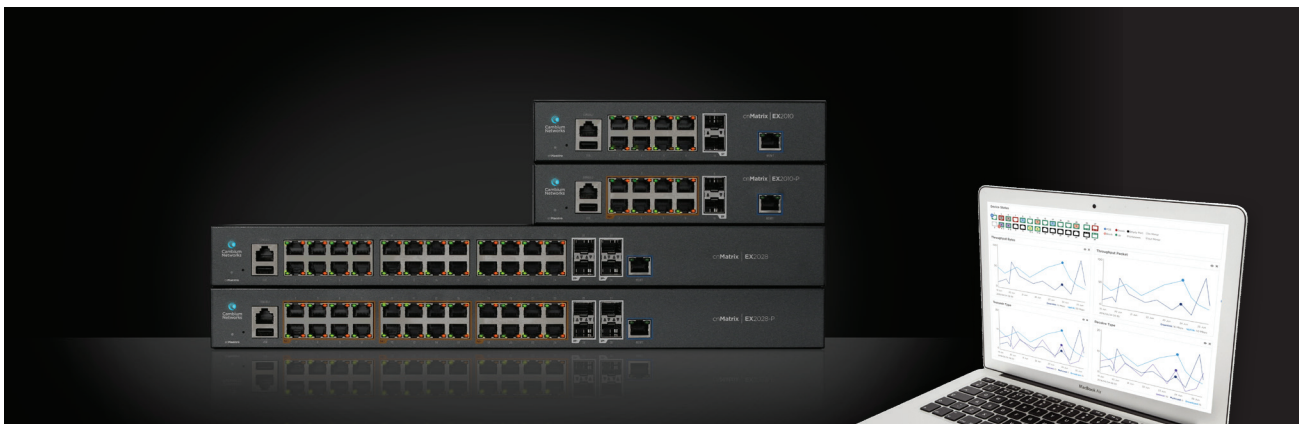


# 7 Questions about cnMatrix™ Enterprise and cnMaestro™

Rad Sethuraman



Enterprise IT teams, Managed Service Providers (MSP) and Wireless ISPs (WISP) want simplicity in managing their wired and wireless networks. Enterprise grade cloud managed switching delivers a unified access network that is affordable and secure. Cambium Networks' cnMatrix™ switches and cnMaestro™ management system portfolios offer the ultimate client experience with an unmatched suite of capabilities. Vice President of Product Management Rad Sethuraman, with his 19 years of experience in enterprise and security, explains the new switch solutions from Cambium Networks, capable of transforming businesses with cloud managed functionality.

## What is cnMatrix Enterprise and cnMaestro?

cnMatrix Enterprise is the first of three families of Cambium Networks Ethernet switch products to be released from our new portfolio. cnMatrix Enterprise will be available in 4 variants (8 and 24 port, each with and without Power-over-Ethernet (POE) capability).

Depending on the size of the network, an enterprise may have hundreds or thousands of these switches, but all of them can be managed simply and intuitively by cnMaestro, our cloud-managed access solution that enables network managers to oversee, maintain, and configure the network from a single dashboard. cnMaestro has been available for the last four years, and we continue to evolve that solution.

## How do cloud-managed access solutions facilitate fast deployment of a unified wired or wireless network?

One of the best values of our portfolio is what we call our Cloud Managed Intelligent Edge Enterprise Access Solution, which delivers a set of capabilities that supports wireless aware switching – one of which is policy-based automation. cnMaestro has Zero Touch Provisioning, allowing you to set a network-wide policy by defining a policy for each individual port that will be automatically applied based on the type of device that is connected to the switch port. Deploying a network in this fashion not only significantly reduces the time required for set up and ongoing management, but also helps to eliminate expensive manual configuration errors and makes the network more secure.

## **How does cnMatrix reduce the impact and time associated with security breaches?**

A key capability of our Cloud Managed Intelligent Edge Enterprise Access Solution addresses network security. cnMatrix brings network elements together but allows for segmentation of the network. Logical separation of networks into multiple sections helps protect the network from potential intrusions.

Security breaches can be prevented very efficiently with auto-configuration, which not only configures the device when it first connects, but also clears that configuration when the device disconnects. For instance, if someone with malicious intent tries to unplug a printer and connect their own device, that configuration is instantly wiped out of that port. A second example could be accidental; auto-configuration helps to make sure that even when a device is accidentally disconnected, the port is wiped out. If it is then connected to another port, that port gets re-configured for that device so the connectivity and security is maintained. cnMatrix will have a rich suite of both layer 2 and layer 3 functionality.

## **Who are the key customers?**

cnMatrix switches are ideal for enterprise customers and service provider networks, but also for the emerging market of managed services. It's increasingly popular amongst medium and small enterprises to hire a Managed Service Provider (MSP) to manage their network. cnMaestro includes a feature set specifically for MSPs that accommodates their unique needs. For example, consider an MSP with a two coffee shops and a local credit union as customers – the multi-tenant solution enables an MSP to connect these separate enterprises with the same infrastructure, divided into separate networks. The MSP will be able oversee their three networks holistically, whereas each individual business will only be able to view their own network. cnMatrix and cnMaestro are also great for our traditional install base of WISPs and other service providers who want enterprise grade switches for their own networks.

## **What do customers need?**

Customers require a network that is easy to set up, monitor and troubleshoot. This is where our cloud-managed access solutions really shine. Secondly, customers are concerned with expenditures and how to grow their networks while keeping costs down. They want affordable equipment, reasonable costs of ongoing maintenance, plus reduced time spent on the network. These are needs that we meet for them and have something really valuable that we bring to the table.

## **What is the value of end-to-end management?**

cnMaestro empowers customers with visibility across the whole network, providing valuable insights into network function that keeps things running optimally. Swift troubleshooting is possible when an operator can shift between a broader view of the network and then identify and zoom into the source of the problem. Leveraging evolving capabilities like AI and machine learning will make that process even better.

cnMaestro's ability to manage policies to handle differential treatment for different types of traffic enhances quality of service. For example, voice traffic is sensitive to latency and jitter and therefore given higher priority over browsing or downloading something else so that voice experience on the network is flawless. Those are some of the key elements of why an end-to-end management solution is important. It's all about delivering optimal quality of experience for end users. It's about the IT guy knowing where any hot spots are on the network or if any users' network elements are being impacted.

## **What feedback are customers sharing?**

The feedback from customers and partners is extremely positive. As more customers are making decisions about both wired and wireless solutions that need to work together, they love the complete portfolio Cambium Networks offers to address diverse requirements, and the unique capabilities we bring to the table – such as policy-based automation. They are very pleased with our affordable quality. They like that their investment can be evaluated in a variety of ways, with not only flawless operation and easy scalability, but also deeper visibility in the form of network status reports they can assess at intervals of their choice – ensuring an ongoing awareness that their and their customers' needs are being met.