

 netAlly®

AirMagnet Survey v10.1 Software Updates

NetAlly Sales Training
November 2020



What are we announcing?

In April, we announced the return of AirMagnet, and on 12/01/20 we will continue to prove our commitment to the product line by releasing more enhancements

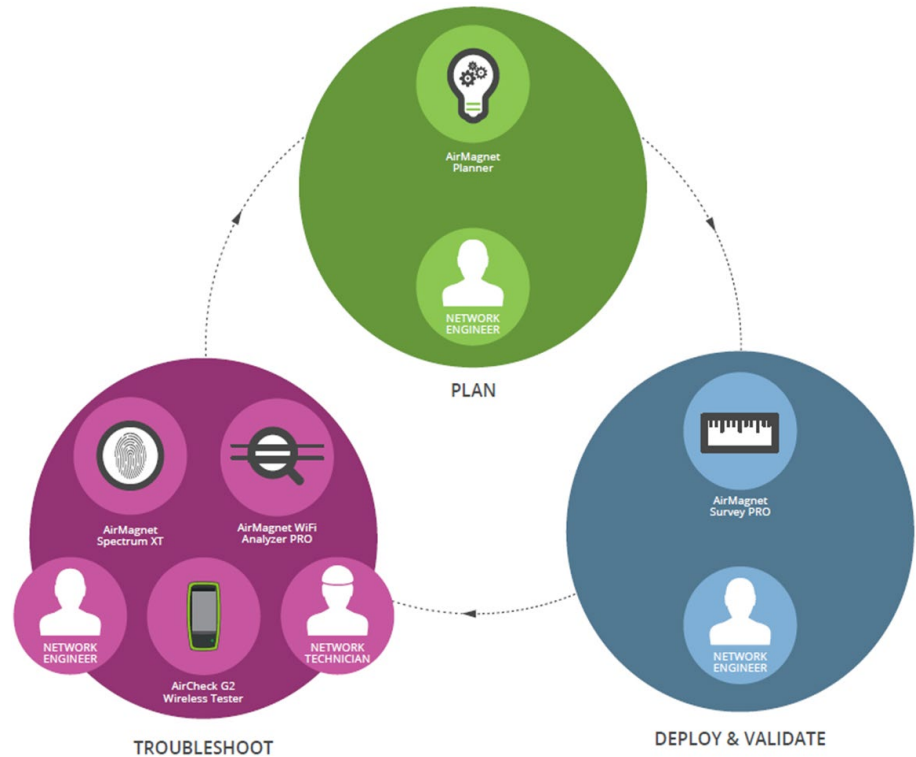


A faster, simpler, easier way to survey, visualize, and document Wi-Fi networks



Topics

- **Products Updated**
- **What's New**
 - Future Roadmap
 - Common Questions and Answers
 - Product Demonstration
- **Business Opportunity**
 - Served Markets
 - Target Audience
- **Competitive Update**
- **Important Reminders**
- **Available Resources**



Products Updated

Multiple AirMagnet product updates to be released on December 1, 2020:

- Survey PRO v10.1
- Survey Express v10.1
- Survey on Demand v10.1
- Planner v10.1



**INCLUDE AN AIRCHECK G2 OR
ETHERSCOPE NXG ON YOUR
AIRMAGNET SURVEY QUOTES!**

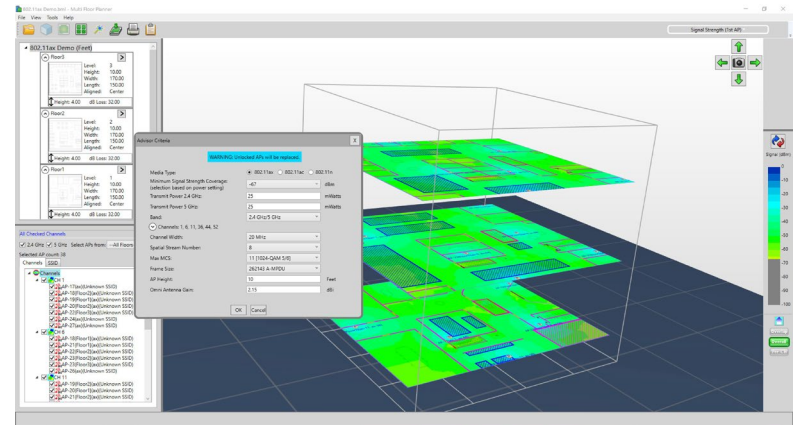


What's New?

AirMagnet Survey PRO v10.1

- Multi-Floor Planner Advisor Tool
- Improved Active Survey Support for Intel Adapters
- Simplified Licensing Workflows
- Smaller Installation Package
- New Antenna Patterns

Note: These improvements apply to all versions of the AirMagnet Survey/Planner products for which the functionality is available.



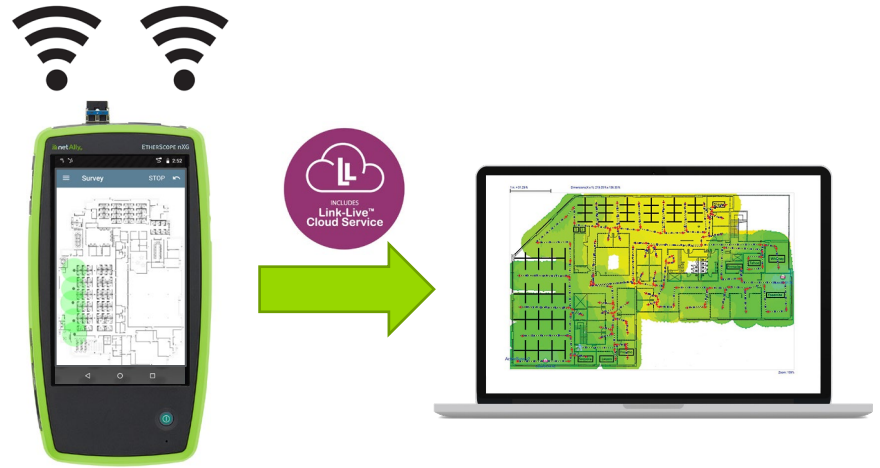
**THIS RELEASE FOCUSES ON
IMPROVING USER EXPERIENCE!**



Future Roadmap

AirMagnet Survey Pro – v10.2

- AirMapper Active Survey Support
- AirMapper Dual Survey Support
- Antenna Manager on Multi-Floor Planner
- More Report Templates on Multi-Floor Planner
- New Antenna Patterns
- Scheduled to be Released in **January 2021**



**THE NEXT RELEASE FOCUSES ON
ENHANCING AIRMAPPER SUPPORT!**



Common Questions & Answers

- **What about a new Wi-Fi 6 preferred adapter?**
 - Currently there are no Wi-Fi 6 USB based adapters on the market. Still, if the end user needs to perform an 802.11ax survey they can use one of the following options:
 1. **AirMapper** – We recommend customers to use AirMapper to perform 802.11ax passive surveys.
 2. **Preferred Adapters** – Customers can use any of the existing preferred adapters to perform an 802.11ax Passive Survey. They can also perform an active survey, but data rates and throughput will be limited to the adapter's capabilities.
 3. **Other 802.11ax Adapters** – End users have the option of using any 802.11ax adapter available on the market to perform both Active or Passive surveys. One example of these adapters is the Intel ax201. Be advised though that since these adapters have not been tested by NetAlly we are not responsible for the quality of the data collected.



Common Questions & Answers

- **Are the plans to update the user interface?**
 - Our engineering team is researching the possibility of updating the user interface of the AirMagnet Survey software. This is a project that could take more than a year to complete.
 - While the required research is completed, we have decided to focus on product functionality and workflow improvements.

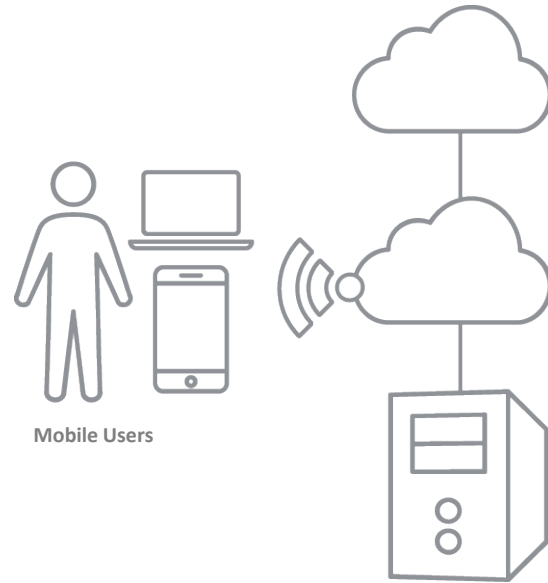




Business Opportunities – Served Markets

The AirMagnet products have been designed to be used on Enterprise level markets:

- Consulting
- Education
- Financial
- Government
- Healthcare
- Hospitality



Business Opportunities – Target Audience

The new AirMagnet software releases should be targeted at:

- Existing users the haven't renewed their support contract
- Existing users whose support contract is about to expire
- Old users that aren't happy with other solutions and need a reason to come back
- Potential customers that are not happy with other solutions on the market
- Potential customers looking for an easier way to perform site surveys



**REMEMBER TO HIGHLIGHT AND
OFFER THE ENTIRE AIRMAPPER
ECOSYSTEM!**



Competitive Updates

Ekahau keeps making their customers very unhappy:

- One License per Device
- No Flexibility – All or Nothing
- Higher Prices
- Support Backdating
- Software Stability Issues
- Accuracy Issues
- Hardware Problems



**MORE AND MORE EKAHAU
CUSTOMERS ARE LOOKING FOR
ALTERNATE SOLUTIONS!**



Competitive Updates

Price Comparison Chart

AirMagnet	Price (USD)	Ekahau	Price (USD)
AM/A1580	\$6,887	Ekahau Connect	\$9,090
AM/A4018 + AIRCHECK-G2	\$7,757	Ekahau Connect	\$9,090
AM/A4018	\$4,543	Ekahau Connect	\$9,090
AM/A4012	\$2,120	Ekahau Connect	\$9,090
AIRCHECK-G2	\$2,795	Ekahau Sidekick	\$3,295

Note: Prices include one year of required support and compare products with similar functionality.

NetAlly offers more cost-effective solutions that provide the basic functionality many enterprise customers require!



Important Reminders

AirMagnet Academy Sessions

- <https://www.wirelesstrainingsolutions.com/shop/>

AirMapper Tutorial Videos

- <https://www.youtube.com/playlist?list=PLVIgJ2mdtfw8LqGWr4Zc8xkSPV5VTdeku>



WITS
Wireless Training & Solutions

AirMagnet Academy Open Enrollment Training Classes

WITS-AM-101 Wi-Fi Foundations
11/30/20 - 12/1/20

WITS-AM-214 Site Survey & WLAN Design
12/2/20 - 12/4/20

[REGISTER HERE](#)



Important Reminders


Customer Facing Webinar

- <https://attendee.gotowebinar.com/register/5452567633628604942>



AirMagnet Survey PRO
v10.1 Release - What's New?

Wednesday, December 16
10:00 AM - 11:00 AM MST

 netAlly.

[CLICK TO REGISTER](#)

The banner features a dark background with bright green text. On the right side, there is a collage of images including a handheld device, a software interface window, and a 3D visualization of a network floor plan with green and red areas. A purple oval logo with a network icon and the text 'AirMapper Site Survey ECOSYSTEM' is also present.



Available Resources

Partner Sales Resources for all NetAlly Products can be found on the [NetAlly Partner Portal](#) site

- Customer Presentations
- Competitive Documents
- Recorded Demos
- Sales Training Material
- More!

The screenshot displays the NetAlly Partner Portal interface. At the top, the NetAlly logo is on the left, and navigation links for Claims, Manage MEF Requests, Resources, Sales Tools, Training, Accounts, and Contacts are on the right. Below the navigation, there are tabs for 'Published Playbooks' and 'My Playbooks'. The main content area features a grid of resource cards, each with a title, a brief description, a 'Details' button, and a document icon with a number. The cards include:

- 0) AirMagnet Survey Software Updates:** AirMagnet Survey Software Updates - November 2020 (4 documents)
- 0) EtherScope nXG CE (Controlled Edition):** Launch of EtherScope nXG CE (Controlled Edition), flyer images, datasheet, banners etc. (15 documents)
- 0) LinkRunner 10G Advanced Ethernet Tester:** LinkRunner 10G, the most cost-effective solution for 10 Gig network testing. (19 documents)
- 1) AirCheck G2 Version 5 & AirMapper App - Ecosystem:** NetAlly's AirMapper Site Survey app is now available on the AirCheck G2 providing hardware-based Wi-Fi data collection at a most economical price. Assets for you to increase your IT sales. (29 documents)
- 2) EtherScope nXG Version 1.2 & AirMapper App:** Announcing EtherScope nXG Version 1.2 Software Release Featuring AirMapper Site Survey and More! (16 documents)
- 4) AirMagnet Software Releases:** AirMagnet Software Releases Partner Enablement - April 2020 (17 documents)
- 3) Remote Troubleshooting:** Remote Network Management and Troubleshooting (7 documents)
- AirCheck G2:** AirCheck G2 (AIRCHECK-G2-XX): Wi-Fi Tester - Product Information (12 documents)



Questions



THANK YOU

