Aerohive
NETWORKS

Aerohive Wireless Products

Overview

Aerohive Networks, Inc. provides networks with cloud-enabled, distributed Wi-Fi, and routing solutions for enterprises and medium sized companies, including branch offices and teleworkers. It offers 802.11n enterprise wireless LAN access points, such as HiveAPs, a wireless infrastructure equipment with cooperative control technology that provides a controller-based wireless LAN solution, without requiring a controller or an overlay network. The company also provides HiveOS, an operating system for the Aerohive access points; HiveManager, a wireless network management system for configuration and monitoring; and HiveManager Online, a cloud-based enterprise management solution that provides various features and functionality of behind-the-firewall network management system without the installation, operation, and maintenance associated with a dedicated management server. The company offers its products through distribution and technology partners to education, enterprise, healthcare, manufacturing, distribution, logistics, and retail sectors. Aerohive Networks, Inc. was founded in 2006 and is based in Sunnyvale, California.

Interworks of Rochester Hills, Michigan is an authorized reseller of Aerohive products. They were established in 1996. Their technical resources include a team of dedicated designers, installers and support specialists fully dedicated to wi-fi. When support outside SE Michigan is required, InterWorks teams with wi-fi specialists across Michigan to implement and support Aerohive. When remote/phone support is not the best way to handle a situation, InterWorks and a library can optionally agree to dispatch local specialists from areas including SE Michigan, Kalamazoo, Alpena, Marquette and the Traverse Area.

InterWorks' business is 100% focused on providing secure, manageable wireless infrastructure and wireless applications. Interworks' experience with wireless includes engagements with large, enterprise wi-fi networks including Traverse Area District Library, City of Livonia, University of Michigan, Wayne State University, Oakland Schools, Wayne RESA and many others.

Aerohive Web Links:
http://aerohive.com/resources?tab=solution-briefs

Suggested online videos to view:
HiveManager Online Planner – Plan your deployment
HiveManager 6.0 Demo

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Pricing Summary – November 1, 2013 thru January 31, 2014
(discount pricing available to all Michigan Public Libraries)

Wireless Access Points – 802.11N (compatible with a/b/g/n); limited lifetime warranty

Product Description	Product Notes	1-50	51-100	100+
AP121	Used for ceiling mounts. Internal antennas	$ 552	$ 461	$ 396
AP141	Used for wall mounted & dropped ceilings. External antennas	$ 608	$ 508	$ 437
20W Power Injector for AP121 and AP141	Not needed if library has POE switch	$ 68	$ 57	$ 49
AP330 (high performance)	Used for ceiling mounts. Internal antenna	$ 846	$ 796	$ 697
AP350 (high performance)	Used for wall mounted & dropped ceilings. External antennas	$ 910	$ 856	$ 749
30W power injector for AP330 and 350	Not needed if library has POE switch	$ 85	$ 80	$ 70

HiveManager Online License

Product Description	1-50	51-100	100+
1 license required per access point; 3 year subscription; includes 8x5 phone support and customer portal access	$ 136	$ 128	$ 112

Optional Services provided by InterWorks

Product Description	Product Notes	1-50	51-100	100+
Setup and configuration of AP's.	Price is based on per AP. Does not include physical mounting of AP.	$ 128	$ 132	$ 126
Physical installation of AP's & cabling	Quotes provided after initial consultation.			
Consulting	Special configurations, security setups, consulting. Flat hourly rate	$ 150	$ 150	$ 150
Site Survey and AP design layout	If library provides floor diagram and photos, InterWorks will provide predictive site survey at no cost. Does not include onsite survey			
On-going managed Support	Proactive monitoring, monthly usage report, helpdesk. Price per AP/yr	$ 540	$ 480	$ 300

Order Information – Libraries are welcome to order direct or through TLN

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