

# Manufacturer Protects Headquarters and Distribution Centers with AirMagnet

*Leader in wireless network assurance solutions protects customer's WLAN from rogues and unauthorized users*

A leading provider of materials handling solutions has been delivering innovations that improve distribution productivity for businesses throughout North America for more than 85 years. In 2005, the company applied its stringent approach to research and technical advancement toward the internal deployment of a wireless LAN (WLAN) at its corporate headquarters and throughout several distribution centers.

## Highlights

### Industry

Manufacturing

### Challenge

- Realized there were serious security issues with WLAN infrastructure. Needed to secure and manage the WLAN fast
- Needed to diagnose and solve wireless connection and performance issues
- Wanted 24/7 monitoring of the entire wireless network

### Solution



AirMagnet Enterprise



AirMagnet Planner



AirMagnet Survey



AirMagnet Spectrum Analyzer

*"AirMagnet definitely helped us meet our objectives and we received additional benefits from this product that we were not expecting, such as the ability to see the WLANs overall health."*

## The Challenge

Following a security review of the newly installed WLANs, the company was alarmed to find it had some gaping holes in its security. "While a WLAN adds tremendously to productivity and convenience, it can open up significant security threats. We were particularly concerned about susceptibility to rogues and unauthorized users," said the IT administrator. With four distribution centers around the country and more than 1,000 employees using the wireless networks, the ability to monitor and address security and performance issues in realtime, remotely, was key to managing the WLANs.

The company immediately began searching for a wireless security offering that would not only address threats, but also help diagnose and solve wireless connection and performance issues. The IT department did extensive research on all of the available wireless security products, developing a detailed cost and functionality matrix to compare offerings. The company also consulted with PacketLogix, a solution provider focused on sophisticated end-to-end infrastructure solutions. The company further installed evaluation copies, testing various offerings to see how they performed in a live environment.

## The AirMagnet Solution

Once all of the data was collected, a team comprised of executive management and network administrators at this material handling company worked together to select the best solution. At the end of the process, the team chose AirMagnet.

"AirMagnet was a clear choice for a number of reasons, especially the level of security, functionality and price. But we were also interested in some unique factors, such as the sensors that watch the wireless network 24/7," continued the administrator.

Within just a few weeks, the company was up-and-running with AirMagnet. "Implementation was actually very quick once we decided to go with the product; it helped that we already had demonstration versions installed and configured." They found that the most challenging aspect of deployment was simply determining ideal spacing and placement of the sensors, and the company found excellent support on this front from its partner, PacketLogix.

Today the company relies daily on AirMagnet Enterprise to monitor for rogue access points and prevent unauthorized connection to the network. The company uses AirMagnet

Survey and AirMagnet Planner for state-of-the-art predictive modeling and planning of additional roll-outs, and AirMagnet Spectrum Analyzer to identify and troubleshoot RF interference sources that impact the performance and security of the network.

"The ability to see an overall picture of your wireless health has been a great benefit, even though it wasn't necessarily part of our original search criteria. The real-world performance data is almost like seeing a complete Wi-Fi 'weather map' for the wireless LAN."

"With AirMagnet not only do we have the most advanced protection available, we also have rich tools that are highly intuitive and easy-to-use," said the network administrator.

"In short, we've been extremely satisfied with our choice to use AirMagnet."

## Looking Ahead

Following the successful roll-out at corporate headquarters, the company is currently implementing AirMagnet products across all of its other divisions, helping assure wireless security and performance for more than a thousand employees.

---

### Corporate Headquarters

830 E. Arques Avenue  
Sunnyvale, CA 94085-4519 - United States  
Tel: +1.408.400.0200  
Fax: +1.408.744.1250

[www.airmagnet.com](http://www.airmagnet.com)

### EMEA Headquarters

St. Mary's Court, The Broadway, Amersham  
Buckinghamshire, HP7 0UT - United Kingdom  
Tel: +44.1494.582.023  
Fax: +44.870.139.5156

