

Cisco Small Business 100, 300, and 500 Series Wireless Access Points



Simplified Messaging Guide for Distributors and Value Added Resellers

Cisco and Partner Confidential

Simple to Deploy

Intelligent for Enhanced Wi-Fi Experience and Security

Purpose Built for Small Businesses by Cisco

Value Priced to Win the Business

Key Cisco Differentiators and Why We Win

- 1. Simplified Access Point Setup and Management Purpose Built for Small Businesses:** Configure only the first access point. Additional access points in the same LAN are automatically configured. Manage all access points from a single one. No external software or hardware controller is required.
- 2. Intelligence without the need for an External Wireless Controller:** You get a captive portal (most models) for guest access, seamless roaming, a scheduled shutdown option (for

example, shut down guest network after 5 p.m. to reduce security breaches), and more without the complexity and cost of a wireless controller.

- 3. Enhanced Wi-Fi Experience:** Use features like “SmartSignal Antenna,” which optimizes radio coverage based on automatic detection of an access point’s position – horizontal or vertical.
- 4. Cisco Engineering, Reliability & Customer Support:** Recognized as CRN Channel Champions for Small Business two years in a row (2012, 2013). Also check out the new aggressive pricing.
- 5. Limited lifetime warranty**

Table 1. Select the Right Cisco Small Business Wireless Access Point

Feature	WAP 100 Series	WAP 300 Series	WAP 500 Series
Basics	802.11 b/g/n 2.4 Ghz	802.11 a/b/g/n (WAP321) 2.4 or 5 Ghz (WAP321) 802.11n/ac (WAP371)	802.11 a/b/g/n 2.4 or 5 Ghz (WAP551) 2.4 and 5 Ghz simultaneously dual-band (WAP 561)
	Up to 150Mbps with 2x2 MIMO	Up to 300 Mbps with 2x3 MIMO (WAP321) Up to 1.3 Gbps with 3x3 MIMO (WAP371)	Up to 450 Mbps with 3x3 MIMO
Clients per Cluster	64	256	1024 (WAP551) 2048 (WAP561)
Ultra-Simplified Access Point Setup and Management through Single Point Setup	Manage up to 4 APs in a Cluster	Manage up to 8 APs in a Cluster	Manage up to 16 APs in a Cluster
External Wireless Controller Required	No	No	No
Enhanced Wi-Fi Experience	Dynamic Channel Selection	Dynamic Channel Selection	Dynamic Channel Selection SmartSignal Antenna
Advanced Security			
Guest Network Portal	No	Yes	Yes
Scheduled Shutdown of a Network	Yes	Yes	Yes

All models also support: Power over Ethernet (PoE); IPv6 (Gold Certified); Wi-Fi Multimedia; rogue access point detection; ceiling, wall, and desktop mounting; fast roaming; VLAN; Simple Network Management Protocol (can be managed using network management apps like SPICE Works and Solar Winds); and more.

Table 2. Additional Sales Information

	WAP 100 Series	WAP 300 Series	WAP 500 Series
Competitive Products	Netgear WNAP210 D-Link DAP-2553 Ubiquiti UniFi A, AP-LR	Netgear WNAP 320, 360 D-Link DAP-2555,2590 Ubiquiti UniFi A, AP-LR, UAP-AC Aruba Instant IAP90/100Series/ IAP205	Netgear Prosafe WNDAP620, WNDAP660 D-Link AirPremier DAP-2590, DAP-2690 Ubiquiti UniFi AP-PRO Aruba Instant IAP110/130 Series
Cross Sell for Easier Deployment	Cisco 200, 300, and 500 Series Switches with PoE for Small Businesses to connect the Access Points		
Future-Proof/Up Sell to Deliver for Even More Value to Customers	Consider <u>WAP 300</u> for <ul style="list-style-type: none"> • 5 Ghz 802.11n or 802.11ac • 2x AP, 4x clients in a cluster • Guest Network Portal 	Consider WAP 500 for <ul style="list-style-type: none"> • Higher Wireless Performance and more users • SmartSignal Antenna 	Consider Aironet® 700, 1600, 2600, 2700 for <ul style="list-style-type: none"> • Wireless controller architecture • Much larger scale • ClientLink for higher throughput in mixed client environment • CleanAir™ – Adv. interference avoidance

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