

COMMScope®
RUCKUS®

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 Extreme™

THE RUCKUS ADVANTAGE VS. EXTREME

RUCKUS ICX SWITCHES VS. EXTREME

WHY RUCKUS SWITCHING SOLUTION

INNOVATIVE ARCHITECTURES: Across our portfolio that simplify management, improve performance and make it easier to expand and grow your network that extends the life of the network. Customers protect their investments in RUCKUS infrastructure that can last for 7-10 years.

- Self forming and healing
- Automated load balancing
- Automated deployment
- Single Point of Management

PERFORMANCE/POWER:

Our Foundry Networks heritage that's reflected in our products, such as Upgrading the uplinks on our access switches from 1G to 10G with a software license, or upgrading our premium access switch from 1G to 10G to 40G with optional modules:

- That allow customers to extend the life of their switches for many years
- Full PoE and PoE+ power across all ports
- And up to 90W PoE power
- High performance – we were the first to deliver 10G to the closet and can deliver 40G for the price of 10G

OPTIMISED FOR WIRELESS:

- We've designed our switches so that they're optimized to support wireless networks
- Features such as performance, power and resiliency that make them ideal as a wireless network underlay
- Unified wired and wireless management with SmartZone and soon in the cloud
- Unified security and policy management with Cloudpath

LOWER TCO:

- These and other features and services that lead to lower TCO than our competitors
- Lifetime warranty, with next business day replacement
- Flexibility of our scale-out architecture
- Efficient power consumption

BEATING EXTREME

Extreme Networks has grown their switching business by acquiring multiple companies. They have even more switch product lines than Aruba (HPE). The result is a mix of different switches, with different architectures and operating systems that overlap each other. It's pretty clear that they have a very complex portfolio.

Extreme has multiple switch product lines, but they too are limited in their flexibility (i.e. limited upgradeability). They're still in the process of absorbing products and technologies from several companies. What will remain going forward? What product lines will be "rationalized" (i.e. killed off)?

What they've got left offers little in the ability to upgrade them.

In addition, Extreme does not offer:

Extreme:

- Does not offer the advanced stacking features that RUCKUS does. Extreme does offer stacking on all switches, like RUCKUS does. However, they charge extra for it, limit stacking scale and require expensive, proprietary cables.
- No ISSU on stackable switches
- Switches have lower power efficiency than the ICX switches
- Offer limited flexibility

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RUCKUS ICX SWITCHES VS. EXTREME

ACCESS SWITCHES

	Extreme	RUCKUS
Compact	Summit x430 (8) 210 Series (12) 220 Series (12)	ICX 7150 - C12
Access	Summit x430 Summit x440 Summit x450 - G2 210 Series 220 series A Series(FE)	ICX 7150 ICX 7250
Premium Access	Summit x460 Summit c460 -G2 7100G -Series C Series Summit c480	ICX 7450 ICX 7650
Entry-level Multigigabit		ICX 7150 - Z
Premium Multigigabit	Summit x460 - G2 - 16MP	ICX 7650 - Z

AGGREGATION/CORE SWITCHES

	Extreme	RUCKUS
1G Aggregation	Summit c480	ICX 71450 ICX 7650
10G+ Aggregation	Summit x670 Summit c670 -G2 Summit c670 -48t Summit x480 7100 Series	ICX 7650 ICX 7750
Chassis		ICX 7650 (Stack)
Distributed		ICX 7650 w/Campus Fabric ICX 7750 w/Campus Fabric

THE RUCKUS ADVANTAGE VS. EXTREME

Product Positioning

CONTROLLER-BASED ARCHITECTURES: RUCKUS SmartZone

Focused on cost-efficient and easy to use solutions that scale from small to massive. On-site or remote controllers, standalone or clustered, user friendly, all-in-one design with built-in historical reporting, troubleshooting, multi-tenancy, and tunneling.

- Medium to large enterprise and Service Provider
- Centralised or distributed architecture
- Appliance-based or virtual controllers
- Wired and wireless management
- SZ-300 carrier grade appliance
- vSZ-D virtual wireless data plane
- Support for Flexi-VPN on vSZ/vDP
- High availability with active/active 3+1 clustering
- Geo-redundancy for clusters
- High scalability with up to 30k APs and 450k clients per cluster
- Multi-tenancy with sophisticated zone and domain segmentation
- Perpetual licenses
- SmartMesh™ wireless meshing technology to dynamically create self-forming, self-healing mesh networks

RUCKUS ZoneDirector

- Small and medium enterprise wireless controller appliances
- Scalability of up to 1000 APs and 10k concurrent clients per unit
- Centralized or distributed data forwarding
- 1+1 controller redundancy with auto synchronisation

CONTROLLER-BASED ARCHITECTURES: Extreme WiNG Controllers

Extreme has a wide range of products which means it can potentially fulfill all of a customer's requirements with a single-vendor solution. Focused on providing entire solutions as against pieces of it. Extreme's offerings come at a higher cost and complexity and promote vendor lock-in.

WiNG Controllers

- Appliance based controllers
- Distributed Architecture
- Small to large enterprise
- Different controllers support various APs capacities ranging from 144 APs for WiNG RFS 400 to 10K APs for WiNG NX 9600
- Wireless client support scales from 16K to 200K
- MeshConnex – mesh network engine with complex configuration options available from WiNG OS 5.9 onwards
- WiNG clustering mechanism to provide redundancy
- WiNG controller doesn't allow roaming outside a 256-AP max cluster size
- Need Extreme Nsight for wired/wireless monitoring and analytics

Virtualized software-based WLAN Controller

- Virtual appliance supports up to 26k APs
- Mid to large size deployments
- It is license only orderable software SKU
- Centralised or locally bridged data forwarding

Extreme Identifi Controllers

- Available as physical and virtual controller
- Scalability of up to 2000 APs and 16k concurrent clients per controller
- Centralised or distributed data forwarding
- Extreme controllers have a redundancy offering called 'High Availability'.

Temporary unnecessary network delays may trigger the AP to rehome, causing the AP to bounce between controllers constantly.

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THE RUCKUS ADVANTAGE VS. EXTREME

CLOUD-MANAGED ARCHITECTURES: RUCKUS Cloud Wi-Fi

Simplified WLAN management with a consistently great user and IT experience. Provision, monitor and troubleshoot your entire Wi-Fi network through a single web dashboard or mobile app.

SECURE DEVICE ACCESS SOFTWARE: RUCKUS Cloudpath

Cloudpath Enrollment System is a software/SaaS platform that delivers secure, policy-based wireless and wired network access for every user and every device on any network, including guest and BYOD. It can be installed on-premise as a VM or used as a public cloud service.

IoT ARCHITECTURE: RUCKUS IoT Suite

RUCKUS IoT Suite is purpose built to securely transport IoT traffic from an open eco-system of IoT device and cloud service partners without overlay IoT networks.

RUCKUS IoT Controller aggregates and displays IoT sensor information and interfaces securely with 3rd party IoT services.

RUCKUS SmartZone Controller for network configuration, control and management.

RUCKUS APs with integrated BLE and ZigBee or RUCKUS i100 IoT plug-in AP modules with multiprotocol support.

WLAN PERFORMANCE: RUCKUS Access Points

RUCKUS Access Points (APs) provide secure and reliable connections in challenging RF environments, indoors or outdoors. RUCKUS' patented BeamFlex+™ adaptive antenna technology selects best antenna combination for any client location, provides extended coverage and improves AP to client link reliability. ChannelFly, another RUCKUS' RF innovation, helps to find the least congested Wi-Fi channels for the APs based on real-use statistics, increasing overall system throughput. Whether it is an AP with 2x2, 3x3 or 4x4 MIMO technology RUCKUS products deliver industry-leading performance.



CLOUD-MANAGED ARCHITECTURES: Extreme Cloud

ExtremeCloud is a scalable cloud-based network management solution which supports selected AP and switch models. It can be used to manage both wired and wireless networks.

SECURE DEVICE ACCESS SOFTWARE: ExtremeControl

ExtremeControl cannot work independently, it is a licensed part of Extreme Management Center (XMC). ExtremeControl is a NAC manager that enables BYOD and allows to manage, define and apply policies to locate and authenticate users to provide secure network access and visibility. Available as a physical or virtual appliance.

IoT ARCHITECTURE: Extreme IoT

Extreme IoT portfolio includes

- APs with integrated Bluetooth, BLE or Thread mesh support
 - Some APs with a dedicated Bluetooth radio with integrated antenna
 - Automated IoT behavior monitoring
 - Enhance security of IoT devices and secure the network from IoT vulnerabilities
 - Location services, asset tracking
 - Solutions to control network access and segment IoT devices are also available
 - Supports Apple iBeacon and Google Eddystone™ communication
- Completely dependent on API ecosystem for IoT implementation
Integration with 3rd-party IoT services is not well explained

WLAN PERFORMANCE: Extreme Access points

Extreme's IdentiFi and WiNG product portfolios have generic Wi-Fi chipset with no innovations at the chip level to improve client performance. This results in mediocre RF performance.