RIGHTSIZE FOR #GENMOBILE
SAVE UP TO 400%

TRADITIONAL NETWORK		RIGHTSIZED NETWORK
$904 PER USER		**$221** PER USER
TETHERED TO DESK		NOT TETHERED TO DESK

COST BREAKDOWN

$349	PER DESK PORT FOR VOICE & DATA	**$ 0**	PER DESK PORT FOR VOICE & DATA
$349	FOR SHARED AREAS & FUTURE CAPACITY	**$105**	FOR SHARED AREAS & FUTURE CAPACITY
$ 74	PER GIGABIT WI-FI USER	**$ 74**	PER GIGABIT WI-FI USER
$ 132	WIRED & WIRELESS DESIGN & INSTALLATION	**$ 42**	WIRED & WIRELESS DESIGN & INSTALLATION

COST BREAKDOWN

REAL COST PER PORT

COST PER MANAGED GIGABIT PORT*	$ 66
SECURITY & MANAGEMENT	$ 15
ANNUAL SUPPORT & MAINTENANCE	$ 13
HEADCOUNT	$ 4
POWER & COOLING	$ 25
CABLE PULL	$ 225

REAL COST PER PORT **$349**

* INDUSTRY AVERAGE PER DELL'ORO GROUP

REAL COST PER WIRELESS USER

COST PER 802.11AC AP*	$ 418
SECURITY & MANAGEMENT	$ 352
ANNUAL SUPPORT & MAINTENANCE	$ 55
HEADCOUNT	$ 310
FULLY BURDENED COST PER WIRED PORT	$ 349
FULLY BURDENED COST PER AP (20 USERS)	$ 1,483

REAL COST PER WIRELESS USER **$74**

* INDUSTRY AVERAGE PER DELL'ORO GROUP

LEARN MORE **WWW.ARUBANETWORKS.COM/ALLWIRELESS**

aruba® NETWORKS