

Meru XPress Cloud: A powerful, intuitive, affordable Wi-Fi solution for small-to-medium enterprises

Controller-less access points, cloud-based management and a subscription-based service option minimise capital expenditure and provide maximum flexibility for SMEs

February 11, 2015 – [Meru Networks](#)® (NASDAQ:MERU), a leader in intelligent Wi-Fi networking, has announced the availability of Meru XPress Cloud, a controller-less 802.11ac WLAN solution featuring cloud-based management that is purpose-built for small-to-medium enterprises (SMEs) and distributed enterprises. The Xpress Cloud portfolio includes the new Meru XP8i access point, with management software hosted by Meru and delivered through industry-leading, highly-secure data centre providers worldwide. With Meru Xpress Cloud, only network management traffic traverses the cloud; all corporate data remains behind the firewall.

Tailor-made for SMEs

SMEs globally account for approximately 95 per cent of private sector firms and employ over two-thirds of workers¹, many of whom bring or are issued multiple mobile devices for use in the office. Supporting the increasingly high density of mobile devices in the workplace is a critical business function, not achievable by the consumer-grade Wi-Fi solutions in use by many smaller organisations today.

“Smaller businesses require the same high levels of performance and security that enterprises do, though IT support levels are typically much lower,” said Zeus Kerravala, principal analyst at ZK Research. “Meru XPress Cloud is designed to give SMEs enterprise-grade capabilities, with ease-of-use and intuitive management specifically designed to meet their needs.”

Channel-enabled acquisition and deployment options

XPress Cloud is available through authorised Meru channel partners and features management portal customisation, enabling partner-branded offerings. Meru gives customers two options for the acquisition of XPress Cloud, with XP8i access points available for purchase upfront, or available on a Wi-Fi-as-a-Service (WaaS), subscription basis. Monthly management and monitoring license fees apply.

“We participated in the early field trial of Meru XPress Cloud and found it to be an excellent product for small-to-medium enterprises,” said David Black, president and CEO of Insource Technology, a Meru platinum partner. “The product is extremely easy to deploy and has strong cloud-based management capabilities. The performance of the new XP8i is truly exceptional.”

“We are excited to offer a high-quality, high-performance, cloud-managed wireless solution to our customers who would otherwise be unable to afford one based on the large, upfront capital expenditure,” said Chris Green, director of technology at Bema Information technologies, a Meru authorised partner. “We believe that providing Wi-Fi-as-a-service will open the doors to displacing consumer grade equipment running poorly in environments where it does not meet business requirements.”

Ease of deployment

XPress Cloud is designed to be easily deployed by general office staff with little or no IT experience. Only a PoE-capable Ethernet switch or an optional external power supply, along with a basic Internet connection are required to have an enterprise-grade wireless network up and running in minutes.



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The high-performance, two-radio, 2X2, 802.11ac Meru XP8i offers zero-touch provisioning, with automated channel and power selection capabilities enabling instant self-configuration. Meru Xpress Cloud also features an integrated captive portal for secure on-boarding of employee and guest devices.

“We’ve worked closely with small-to-medium enterprises around the world to understand what they need to meet their unique business demands,” said Don Trimble, vice president of SME Cloud Sales at Meru. “These findings, combined with our experience in the design of enterprise-grade WLAN solutions, led to Meru XPress Cloud – a high-performance offering that brings affordability, ease of deployment and scalability to the SME and distributed enterprise markets.”

For more information on Meru XPress Cloud, please join “**Using the Cloud to make it Rain Wi-Fi**,” a Meru-hosted webinar, on February 24. Register here:

<http://w.on24.com/r.htm?e=914476&s=1&k=296158A0DD5E24540B57ADE72C619A5D&partnerref=meru6>

¹*OECD Trade Policy Papers No. 165 - Small and Medium-Sized Enterprises in Global Markets: A Differential Approach for Services?*

<http://www.oecd-ilibrary.org/docserver/download/5jz17jtfkmzt.pdf>

About Meru Networks

Meru Networks (NASDAQ: MERU) is a leader in intelligent 802.11ac Wi-Fi solutions delivering uninterrupted user experience for education, healthcare, hospitality and enterprise. The Meru open-standards-based architecture is designed to enable unified management of wired and wireless networks. Its end-to-end application QoS enables enforceable service-level agreements. Meru provides top performance and high capacity in high-density environments. Visit www.merunetworks.com or call (408) 215-5300 for more information.

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