

# 2007 Wireless LAN State-of-the-Market Report

Produced by:



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## Today's Speakers



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This report was made possible in part due to the  
generous support of Nortel.



## Survey Methodology

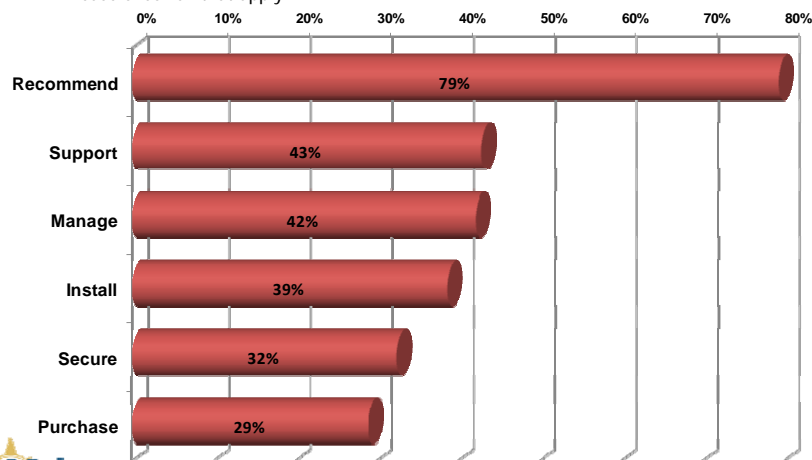
- Data collected in June of 2007
- Primary survey base was the Webtorials community
  - Roughly 300 respondents included in analysis
    - Partial responses and respondents not included in decision-making excluded
  - Worldwide results
    - Almost half from North America
  - Details available at end of presentation



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## Perspectives

- What is your role in your company's wireless LAN implementation?
  - Please check all that apply.



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## Key Findings

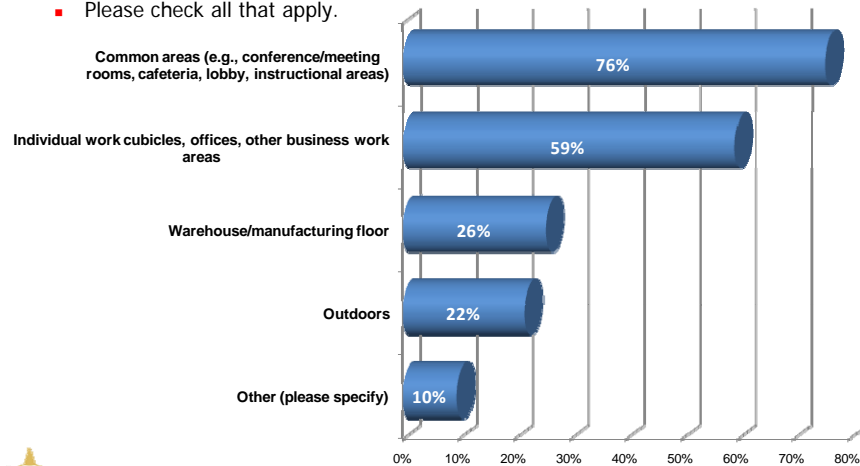
- Wi-Fi infrastructures are widely deployed, but comparatively few employees have Wi-Fi access.
- Newer Wi-Fi architectures haven't hit user radars yet.
- Voice over Wi-Fi plans are all over the map.
- Enterprises will wait for 802.11n final standards before deploying it.



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## Wi-Fi Coverage

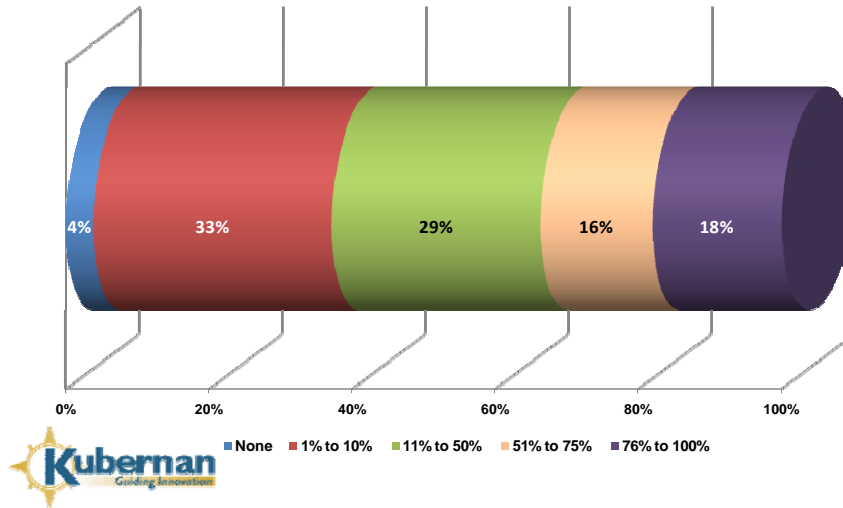
- What areas of your organization are currently covered by Wi-Fi?
  - Please check all that apply.



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## Wireless LAN Access

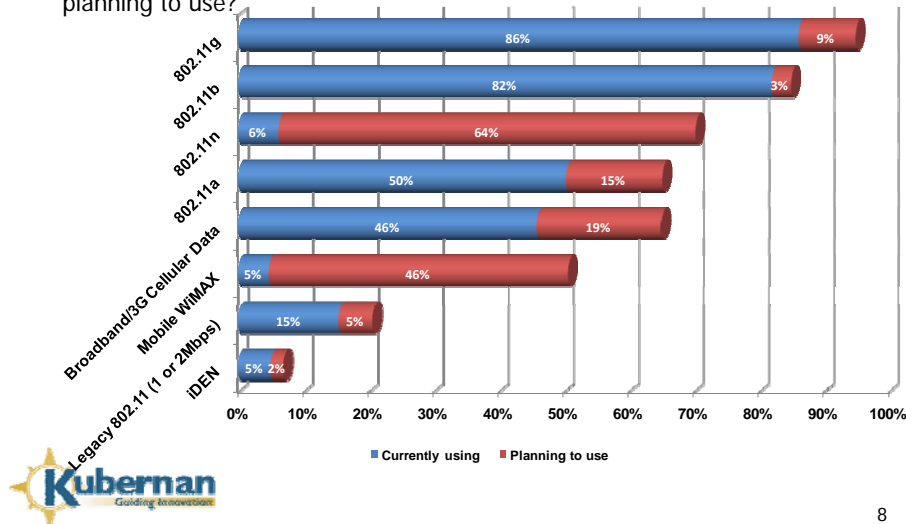
- What percentage of your employees, enterprise-wide, currently has wireless LAN access?



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## Wireless Network Types

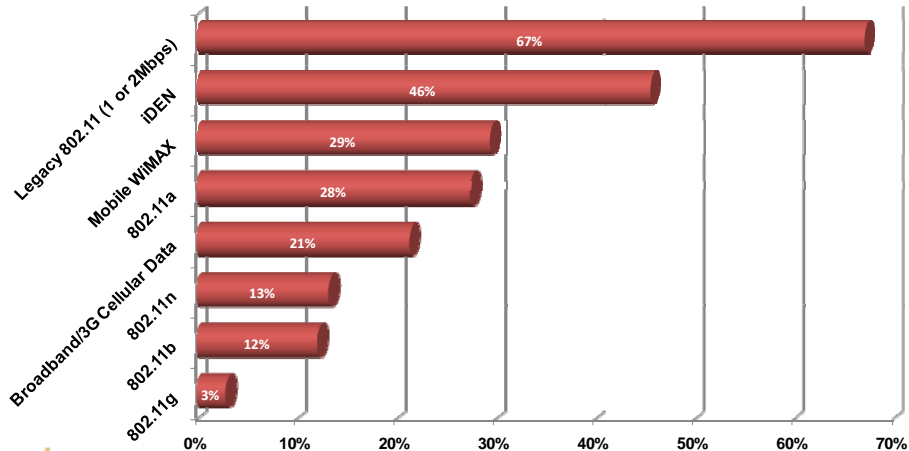
- Which of the following mobile wireless networks are you currently using or planning to use?



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# Wireless Network Types

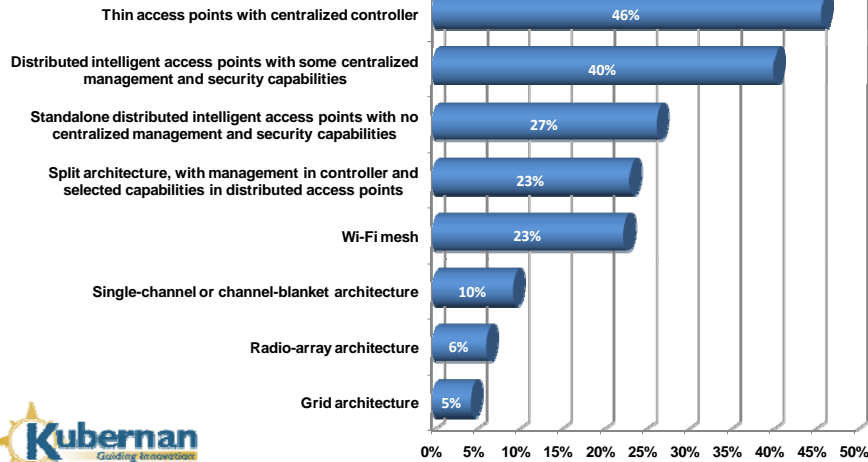
- Percent of users with NO PLANS to use going forward



# Wireless LAN Architectures

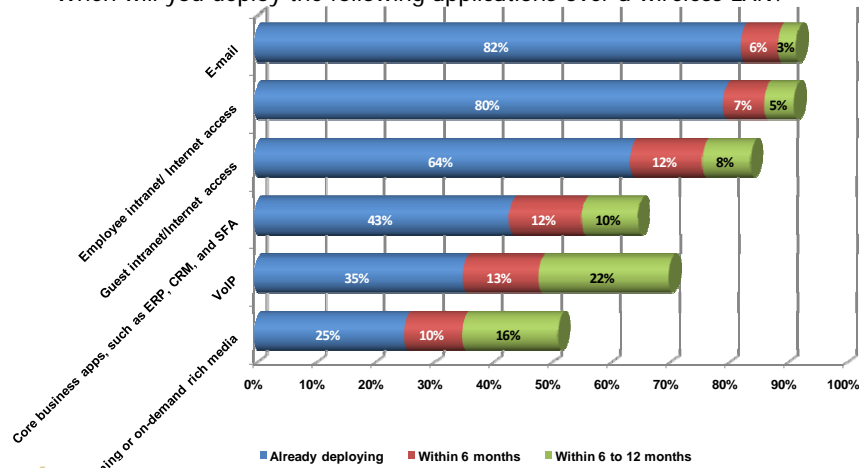
- Which of the following wireless LAN architectures are you currently using or plan to use within the next 6 months?

- Please check all that apply.



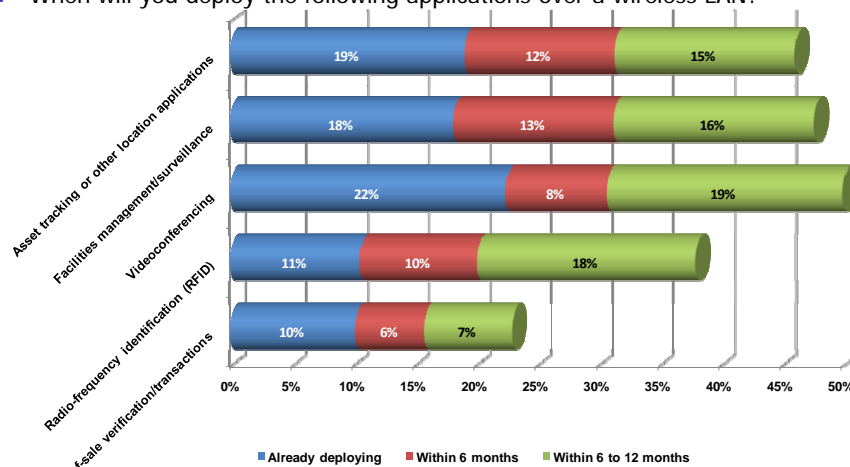
# Major Application Deployments

- When will you deploy the following applications over a wireless LAN?



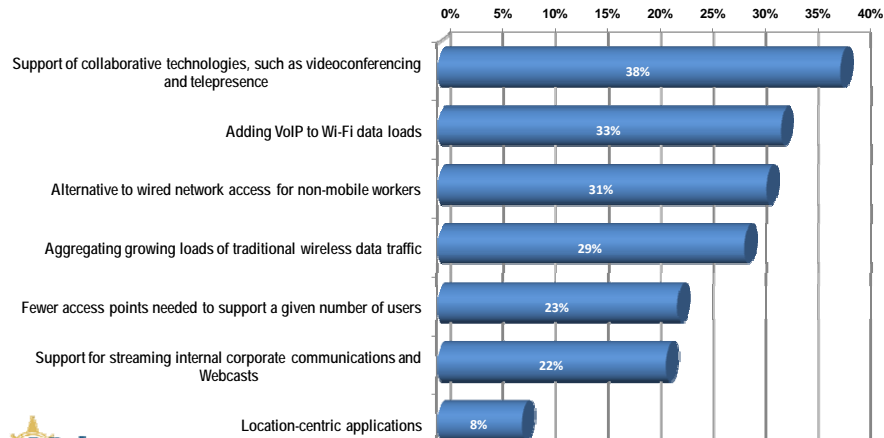
# Minor Application Deployments

- When will you deploy the following applications over a wireless LAN?



## 802.11n Applications

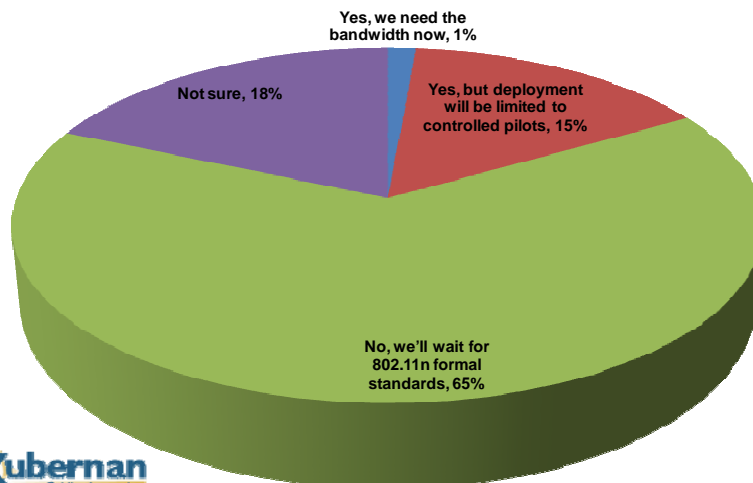
- What do you think will be the primary business application(s) for 802.11n, the next-generation Wi-Fi technology that will support up to 300Mbps speeds in the near term?
  - Please check no more than TWO.



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## "Draft N" or "Pre-N" Deployment

- Does your organization plan to deploy "Draft N" or "Pre-N" access points prior to finalization of IEEE 802.11n standards?



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# 2007 State-of-WLAN Webcast Nortel Perspective on WLAN Architecture Evolution

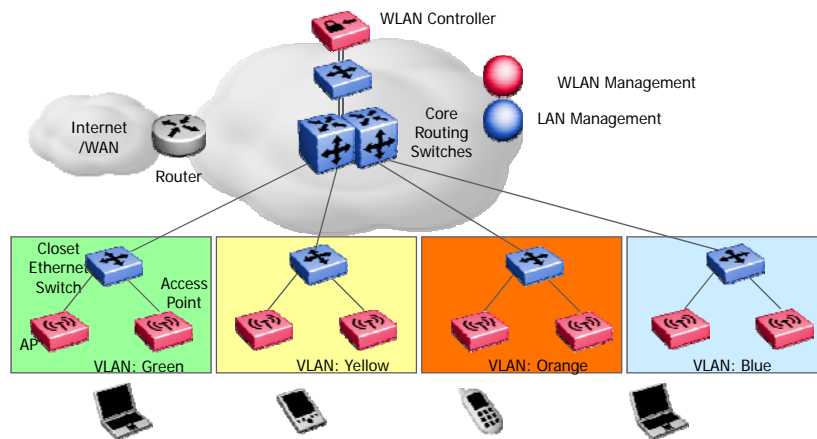
Kyle Klassen  
July, 2007



## Overlay WLAN Architectures

Discrete WLAN Controllers and Managed APs

The Good: Few dependencies  
The Bad: Redundant functions



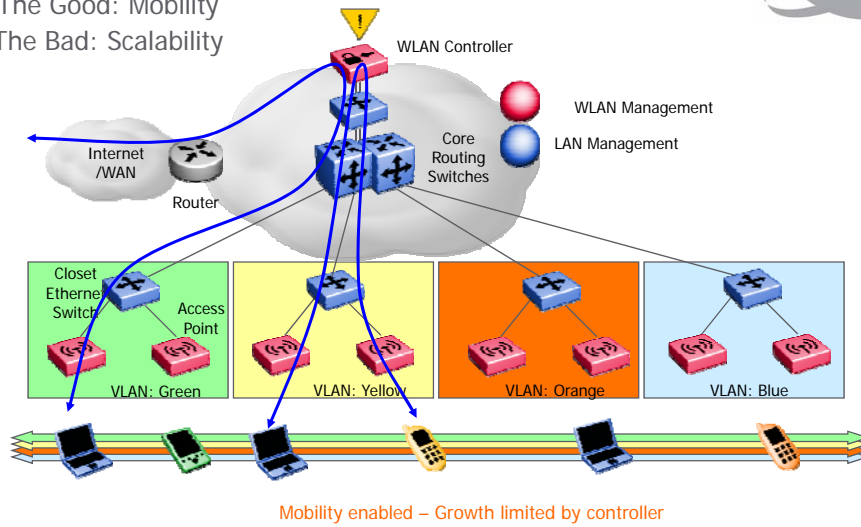
The number of network segments grows with Hyperconnectivity



# Overlay WLAN Architectures

## Traffic Forwarding at the WLAN Controller

The Good: Mobility  
The Bad: Scalability

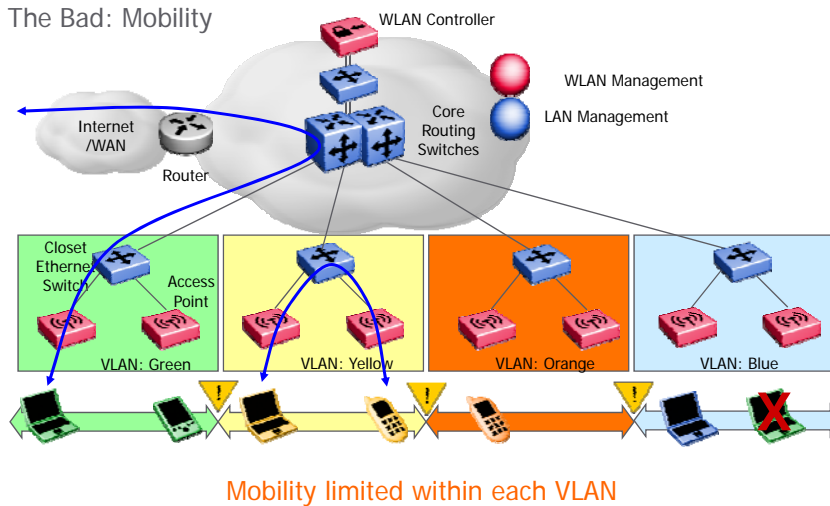


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# Overlay WLAN Architectures

## Traffic Forwarding at the Access Point

The Good: Scalability  
The Bad: Mobility

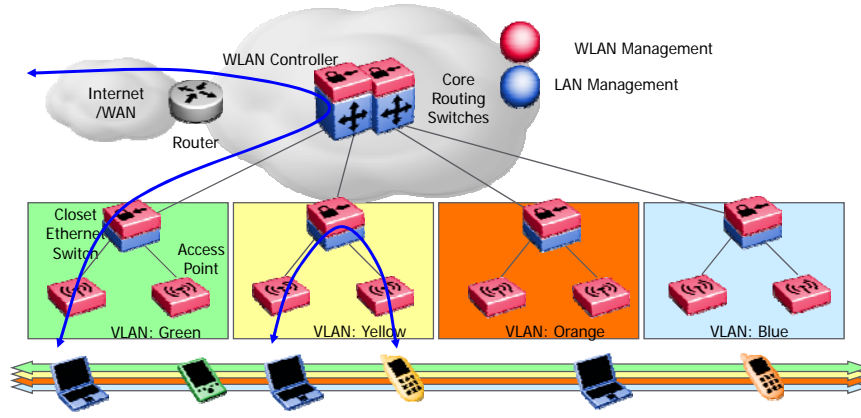


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# Overlay WLAN Architectures

Scaling with distributed Controllers

The Good: Scalability & Mobility  
The Bad: Redundant functions, cost



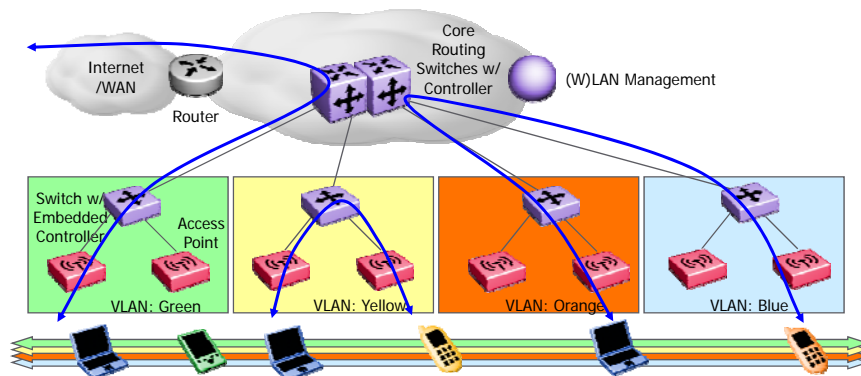
Distributed Controllers obviates the need for AP-based forwarding

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# The Unwired Enterprise

The return of network-based forwarding

The Good: Simplification, Scalability, Mobility and Flexibility



Traffic flows are "Normalized" and efficiencies restored

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**Business made simple**

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**THANK YOU!**

**Webtutorials**

## Background information

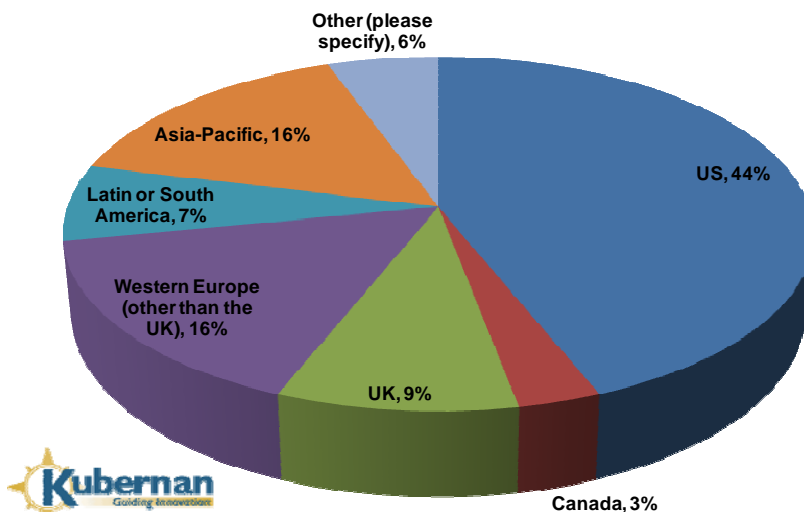
- The following slides provide some demographic information about the respondents to the survey.



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## Geographic Distribution

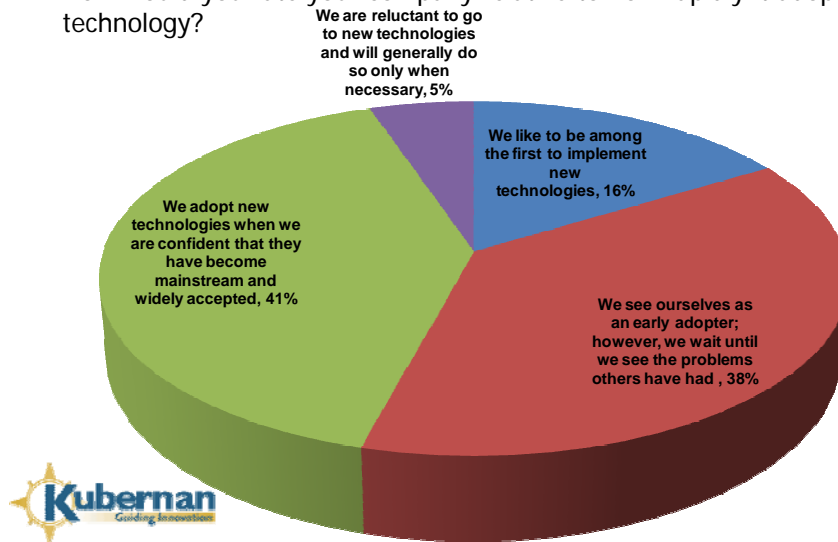
- Where is your company headquartered?



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## Technology Adoption

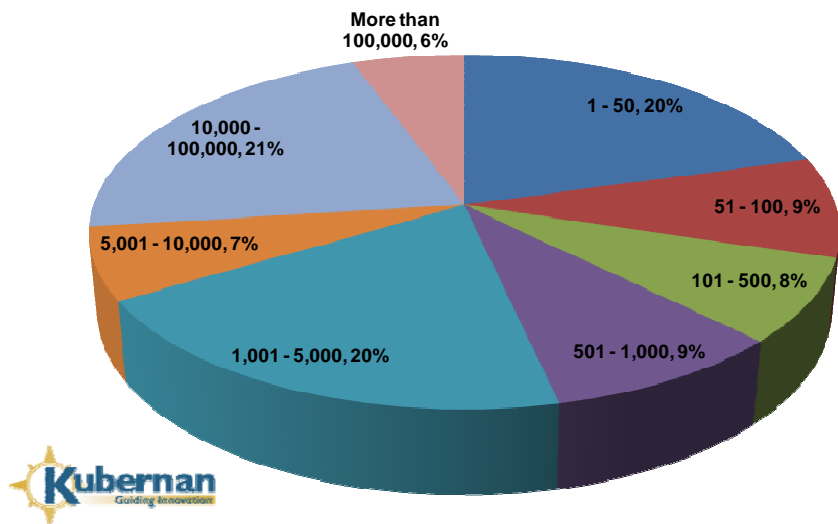
- How would you rate your company relative to how rapidly it adopts new technology?



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## Number of Employees

- How many employees are there in your organization?



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