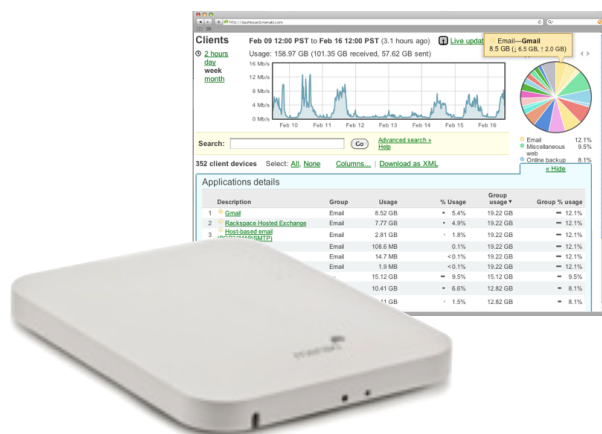# Meraki vs. Aerohive: Don't Get Stung

Make sure you have all the facts when comparing Meraki and Aerohive wireless networks.

Key Questions to Ask:

- Will your network have data center redundancy and real-time failover?
- Do you need to block traffic that doesn't use fixed ports, such as BitTorrent?
- Do you need to prioritize real-time applications like Skype and video?
- If a client is infected with a virus, will your network be protected?
- Can you choose from a broad range of AP hardware?
- Would you like single pane-of-glass control of wireless and wired networks?
- Would you prefer a solution that is proven in top universities (Stanford, MIT), by carriers (British Telecom), and several multi-thousand AP deployments? **Or will you risk a newcomer to the cloud?**

Key Differences Between Meraki and Aerohive

Meraki APs managed through Cloud Controller

- Cloud-managed since 2006
- Redundant architecture with data replication and automatic failover between data centers
- Block peer-to-peer and recreational activity through application traffic shaping
- Built-in virus protection through NAC
- Cloud-based client fingerprinting and visibility
- 99.99% uptime SLA, continuous security audits
- Unified management of wireless and wired networks

Aerohive APs managed through HiveManager

- Entered cloud in 2009
- No built-in redundancy, replication, or automatic failover of data centers
- No ability to block dynamic applications such as BitTorrent, no application visibility or control
- No virus protection, network prone to infections
- No client fingerprinting
- Uptime not released, no 3rd-party security audits
- No wired network solution

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Fact vs. Fiction: Avoid the Spin

There is mis-information spread by biased sources, so it's important to get the facts straight. Make sure you know the truth when considering Meraki vs. Aerohive.

	MERAKI	AEROHIVE
What if the connection to the cloud goes down?	The LAN still functions and clients can access local resources. New clients can still join the network and roam between APs. Configuration changes and real-time tools of the Cloud Controller are temporarily unavailable.	The LAN still functions and clients can access local resources. New clients can still join the network and roam between APs. Configuration changes are temporarily unavailable.
How are firmware upgrades managed?	New AP firmware is periodically made available. Administrators can schedule the upgrade for their preferred time. Updates are delivered seamlessly from the cloud.	New firmware must be downloaded and manually rolled out to every AP. Firmware versions can become out-of-sync, causing incompatibilities and hard-to-find issues.
Which features are included, and which cost extra?	Meraki's Enterprise customers have the most up-to-date high-end features, and all are included in the Cloud Controller license. Even enterprise-class phone support is included. Customers who don't need enterprise features can buy the Pro license at a lower price.	Aerohive says "feature licensing is evil," but guest access requires a separate appliance and license ($9,999). Technical support is sold separately. Features such as spectrum analysis are only available on certain APs. Customers who don't need enterprise features can buy the Express license at a lower price.

Meraki: Thousands of Satisfied Customers

Any vendor can talk, but it's important to check the real experience of customers. Meraki has been deployed in over 18,000 networks worldwide and connected over 40 million clients. Compare for yourself:

- Aerohive, in December 2010, announced over 1,000 total customers.
- Meraki has had thousands of customer wins in the last six months alone.

Be sure to ask: where has Aerohive been successfully deployed?

Below are a few of the thousands of satisfied Meraki customers. Learn more at meraki.com/customers.

"Meraki provided a future-proof solution that passed our rigorous requirements while providing superior value."
Marshall Veerkamp, Senior VP and CIO, EPIC Management, L.P.

Beaver Medical Group

MIT
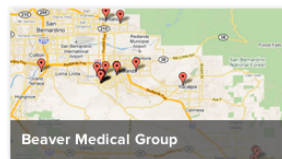
"Meraki has the feature set, and they have a system that's really intuitive and easy to manage. It's a great experience for both wireless users and IT administrators."
Jack Costanza Assistant Director, CSAIL

"What I like about Meraki is the ease of configuration and distribution. I think the dashboard is fantastic, including its analytics and its use of Google maps."
Mark Bishop, IT Manager, Benetton UK

United Colors of Benetton UK

British Telecom/LeWeb

"People told us that the WiFi network was one of the best they'd seen."
Loic LeMeur, LeWeb Organizer

Meraki: Paving the Path of Innovation

Meraki has continuously led the industry by bringing innovative features to the market. Aerohive now makes claims such as having "industry-first" spectrum analysis in the browser in mid-2011, but it's only available on their entry-level APs, and Meraki customers have had this feature on all enterprise APs since 2010. Aerohive even claims Meraki doesn't have features that are available, such as NAC and directory service integration - either sloppy research or outright lies.

	Meraki	Aerohive
WPA2-Enterprise & 802.1X	✓	✓
Directory service integration	✓	✓
Stateful policy firewall	✓	✓
Client location services	✓	✓
Spectrum analysis	✓	Only on 100 series APs
Beamforming	✓	✓
Intrusion detection	✓	✓
User Fingerprinting	✓	**N/A**
Layer 7 application traffic shaping	✓	**N/A**
Live client monitoring tools	✓	**N/A**
Network Access Control (NAC)	✓	**N/A**

Cloud Security and Reliability

	Meraki	Aerohive
Reliability	Real-time replication across 3 datacenters, automatic failover	Periodic backups, no geographic failover
3rd Party Audits	Yes (quarterly in-depth audit, daily penetration testing)	No
Account Security	2 factor authentication, fine grained password policies, role-based administration, account activity logging	Basic (username/password)
SLA	99.99% uptime guarantee	None

Decide for Yourself

You're probably tired of vendors talking about themselves and each other. How do you separate the wheat from the chaff? The answer: try Meraki for yourself.

With Meraki's free trial program, you can get hardware in your hands at no cost and with no commitment. You'll be up and running in about 15 minutes, without having to go through any training material. Sign up online, or just give us a call at 1-888-490-0918.

You can also run a simulated network online and see how easy Meraki networks are to monitor, configure, and manage. Simply go to meraki.com/tools and click "Live Demo."

1 Contact Meraki for a free trial
▶ Contact Us

2 Online demo at: meraki.com/tools
▶ Start demo

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