

Reinventing the
NETWORK

The only constant is change.

Hospitality Market Solutions

ADIRAN

- Industry Overview
 - Categories and Definitions
 - Technology Budgets and Priorities
 - Hospitality Objectives
- ADTRAN Positioning
- Solutions
- Certification
- Success Story
- Marketing



Industry Overview

- Hotels and motels
 - Resorts
 - Full-service hotels
 - Select-service hotels
 - Limited-service hotels
 - Outside entry hotels/motels





Hotel Type Definitions

HOTEL AMENITY PORTFOLIO BY HOTEL TYPE

HOTEL TYPE	BUSINESS	EVENTS	TECHNOLOGY	RESTAURANT	OTHER	FAMILY & REC
RESORT	<ul style="list-style-type: none"> • Conference • Trade Shows • Meeting rooms 	<ul style="list-style-type: none"> • Weddings • Banquets • Catering 	<ul style="list-style-type: none"> • Luxury – HDTVs in bathrooms • High speed internet 	<ul style="list-style-type: none"> • Multiple • Variety of Food Types • Cocktail lounges 	<ul style="list-style-type: none"> • Fireplace • Views • Private balcony • Spas • Boutiques • Luxury Rooms/ Suites 	<ul style="list-style-type: none"> • Golf • Beach • Hiking • Skiing • Tennis, etc.
The Inn at Spanish Bay, Pebble Beach, CA • Tanque Verde Ranch, Tucson, AZ • Sanctuary at Kiawah Island Golf Resort, SC						
FULL-SERVICE	<ul style="list-style-type: none"> • Meeting rooms • 24 Hr Business Center 	<ul style="list-style-type: none"> • Elaborate Banquet Rooms • Catering 	<ul style="list-style-type: none"> • Kiosk check-in • High speed internet 	<ul style="list-style-type: none"> • Extended Room Service • Cocktail lounge 	<ul style="list-style-type: none"> • Spas • Boutiques • Fitness Center • Baby Services • Comfy Rooms/ Suites 	<ul style="list-style-type: none"> • Golf • Family Activities • Pools
Ritz-Carlton • Hyatt • Marriott • Hilton • Embassy Suites						
SELECT SERVICE	<ul style="list-style-type: none"> • Business Center 	<ul style="list-style-type: none"> • Less Elaborate Banquet Rooms 	<ul style="list-style-type: none"> • High speed internet 	<ul style="list-style-type: none"> • Generally one restaurant 	<ul style="list-style-type: none"> • Room quality similar to full-service 	
Hilton Garden Inn • Courtyard by Marriott • Hyatt Place						
LIMITED SERVICE	<ul style="list-style-type: none"> • Small business center 		<ul style="list-style-type: none"> • Cable TV • Internet 	<ul style="list-style-type: none"> • Limited options for drinking, dining 	<ul style="list-style-type: none"> • Room microwaves & mini-fridge • Guest laundry • Basic room quality 	
SpringHill Suites • Fairfield Inn • Hampton Inn • Holiday Inn Express • Comfort Inn						

Most Important Hotel Amenities for U.S. Travelers:

1. **Free In-Room Wi-Fi (89%)**
2. Free Parking (89%)
3. Free Breakfast (84%)
4. Free Personal Care Items (72%)
5. **Free Lobby Wi-Fi (71%)**



1. Device and Entertainment Autonomy
 - Hotel guests travel with personal devices, information & entertainment content
2. The New Perks
 - Business Bar with iPads and iPad Minis
3. Service automation
4. Digital signage replacing printed signs
5. Meeting spaces go high tech
 - Planners electronically communicate with hotels
 - Facilitating the conversation between planners and the hotel



6. Free Wi-Fi

- 85% of travelers believe Wi-Fi in hotels should be free
(Source: SmartBrief poll)

7. The lobby as a tech hub

- No more waiting in line for answers to simple questions

8. The role of social media

- Hotels keeping up with reviews, comments, reactions

9. Technology as luxury

- High-definition TVs embedded in bathroom mirrors

10. The office away from the office

- Half-day, full-day meeting spaces



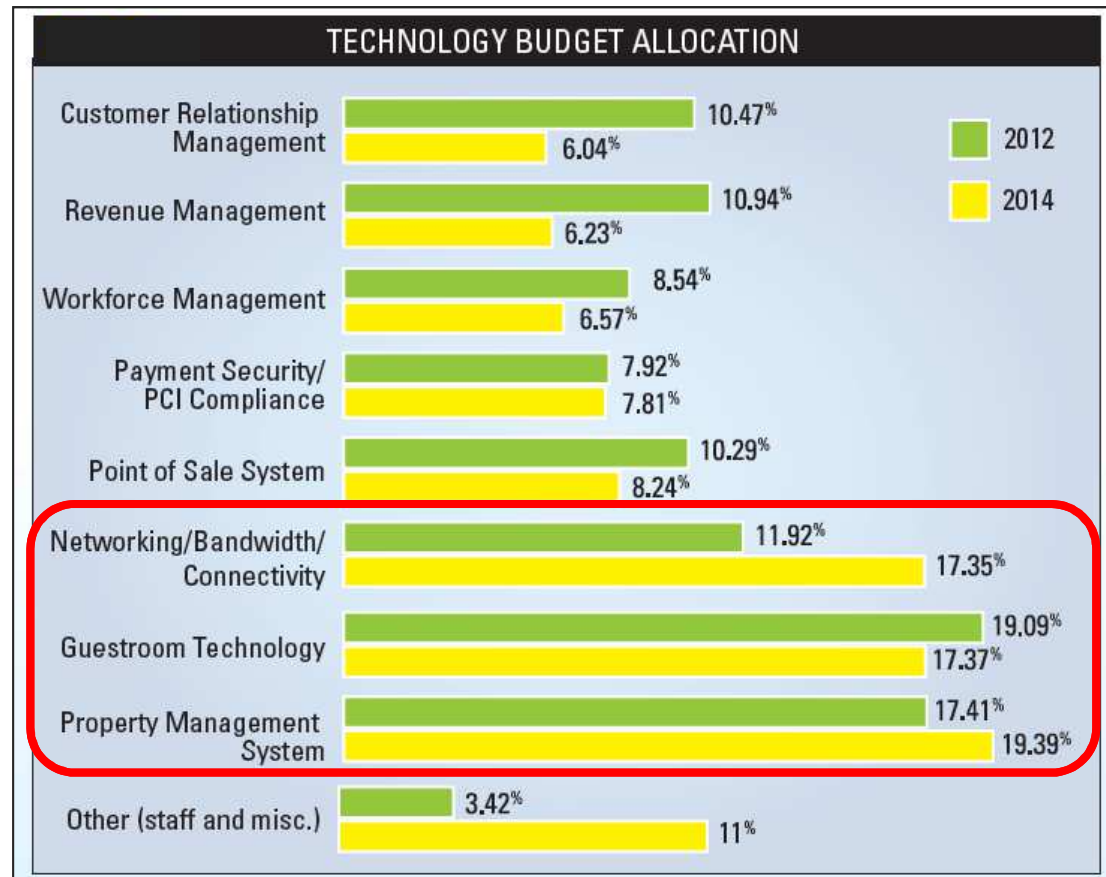
Technology Budgets by Hotel Type

TECHNOLOGY BUDGETS IN THE LODGING INDUSTRY						
INDUSTRY SEGMENT	MEAN	MEDIAN	MINIMUM	MAXIMUM	CORPORATE-LEVEL MEAN	CORPORATE-LEVEL MEDIAN
LUXURY	\$592,000	\$300,000	\$110,000	\$2M	\$22M	\$7.5M
UPSCALE	\$286,000	\$250,000	\$20,000	\$700,000	\$1.5M	\$325,000
MIDSCALE	\$148,000	\$18,000	\$1,000	\$900,000	\$450,000	\$30,000
ECONOMY	\$135,000	\$135,000	\$20,000	\$250,000	\$250,000	\$250,000
INDUSTRY-WIDE	\$290,000	\$175,000	\$38,000	\$962,500	\$7.9M	\$2M

Mean: per property, per year

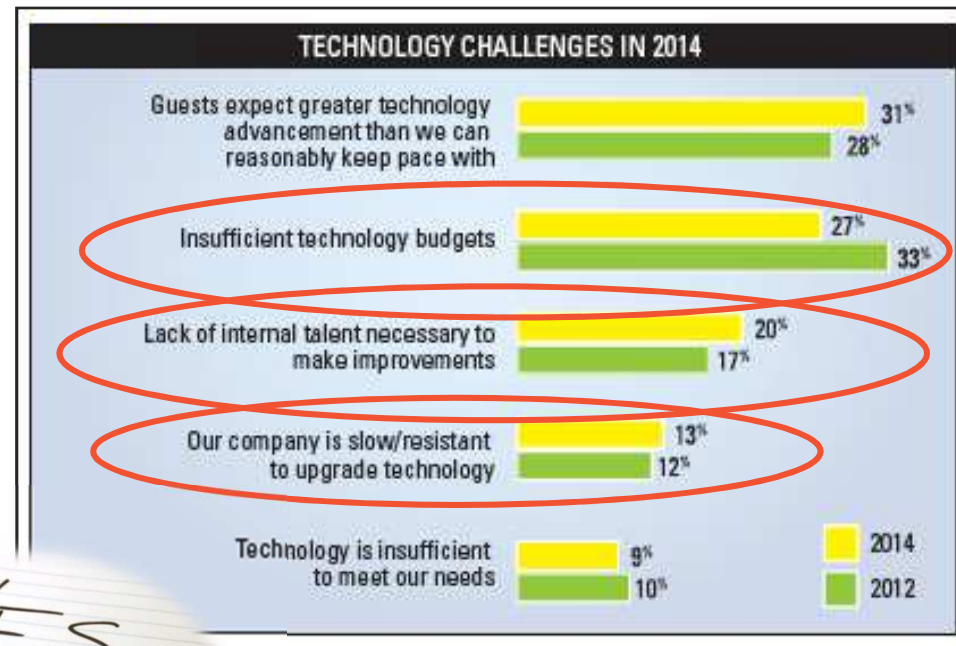
Source: Lodging Technology Study:
Hotel Technology in 2014: Funding a Hyper-Connection

- Top Drivers of Hotel Technology Spend
 - Networking/
Bandwidth/
Connectivity
 - Guestroom
Technology
 - Property
Management
System



Source: Lodging Technology Study: Hotel Technology in 2014: Funding a Hyper-Connection

- Need to expand/upgrade the Wi-Fi network to support more devices
- Support high-bandwidth applications
- Migrate to VoIP to enhance guest experience and cut costs
- Enhance cabling infrastructure
- Working within technology budgets and determining priorities
- Lack of sufficient IT staff



Source: Lodging Technology Study: Hotel Technology in 2014: Funding a Hyper-Connection



Top 5 Hospitality Objectives



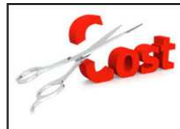
1. Increase Revenue



2. Enhance Guest Experience



3. Improve Operational Efficiency



4. Reduce Costs



5. Gain Competitive Advantage

Source: Lodging Technology Study: Hotel Technology in 2014: Funding a Hyper-Connection

ADTRAN Positioning



ADTRAN is reinventing hospitality networks enabling a Gigabit future.

Our networking solutions are:

- **Comprehensive:** Include VoIP, wireless, LAN, WAN, and Fiber combined with Full Lifecycle Services
- **Carrier-class:** High Quality, Reliable, and Secure – trusted by leading service providers
- **Competitive:** Feature-rich, cost-effective, industry-leading warranties, world-class technical support, combined with Managed Services and Help Desk

- ADTRAN solutions are focused on
 - Enhancing Guest Experience
 - Reducing Costs
 - Improving Operational Efficiency
- By helping in the areas above, ADTRAN will help the hospitality industry Gain Competitive Advantage and Increase Revenue
- How do we help? With comprehensive ADTRAN solutions...



Hospitality Solutions

- Cloud-based Wi-Fi
- Fully Managed, Worry-free Wi-Fi
- Enhanced Switch Infrastructure
- High Performance Cloud Connectivity
- Repurpose Existing Cabling
- Moving to a Gigabit Future
- Full Lifecycle Services



Virtual Wireless LAN (vWLAN)

- Quickly and easily scale
- Centralized management for multiple properties
- Built-in Multi-tenant capability
- Business continuity with built-in high availability
- Built-in guest access and wireless IDS
- Portfolio of high-performance APs
- **Help Desk** to support guests (optional)
- **ProServices** for full Lifecycle support (optional)

Increase Revenue



Enhance Guest Experience

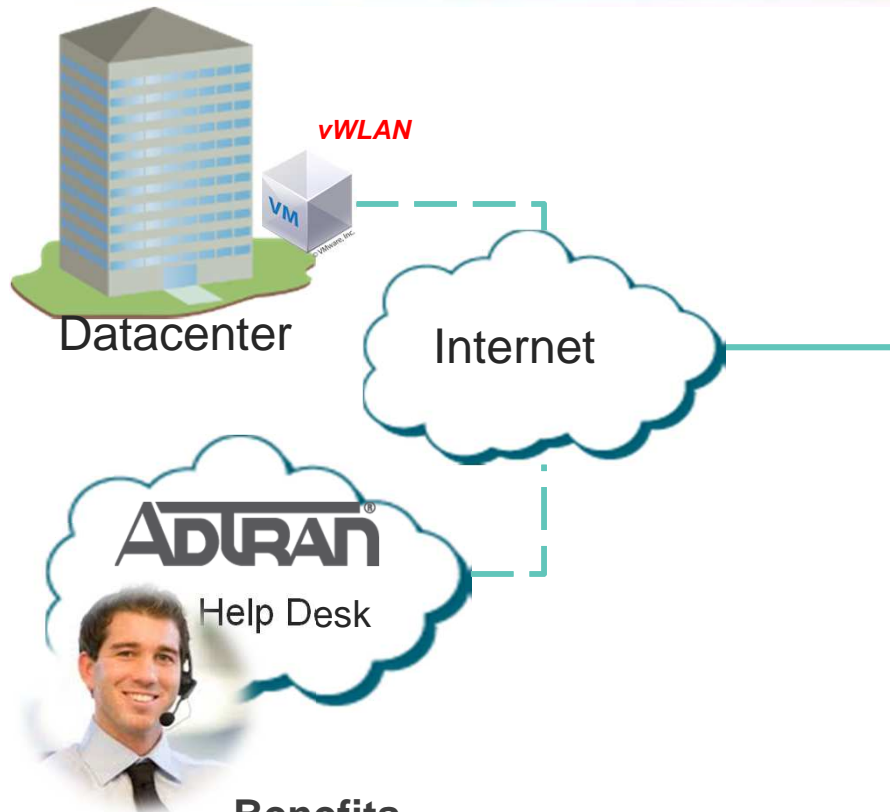


Improve Operational Efficiency



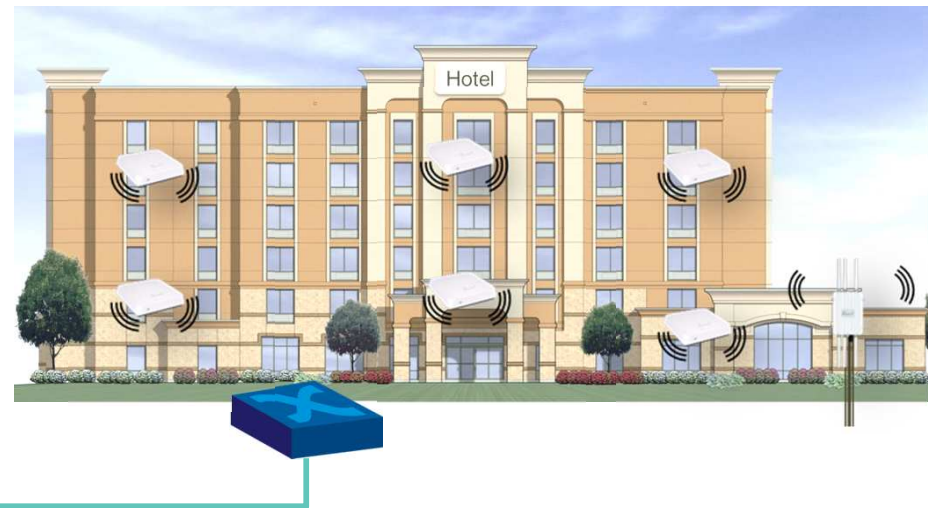
Reduce Costs





Benefits

- Reliable and secure Wi-Fi
- Consistent guest experience
- Support multiple brands
- Optimize coverage and costs
- Leverage ADTRAN ProServices

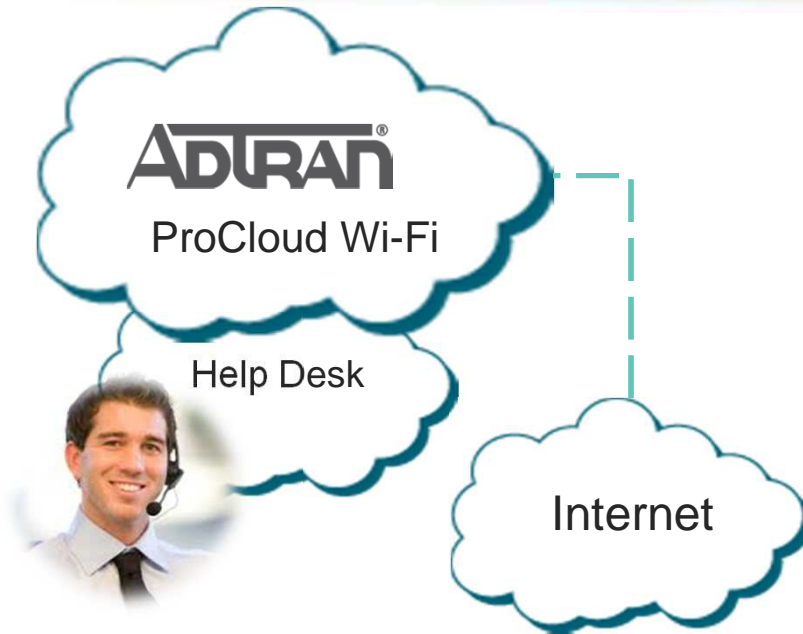


Router

Cloud Hosted and Fully Managed, Business-class Wi-Fi Service

- Guaranteed 99.99% uptime
- Secure, reliable Wi-Fi access for guests and staff
- Scale across multiple properties
- No Wi-Fi technical expertise needed on-site
- Optional **Help Desk**
 - 24x7 support to resolve guest connectivity issues
- Freedom to migrate





Benefits

- Highly reliable (99.99% Uptime) and secure Wi-Fi
- Exceed guest expectations
- Offload IT burdens
- Reduce CAPEX and OPEX
- Leverage ADTRAN ProServices for planning and implementation

High-speed Connectivity Router/Firewall Solutions

- Higher bandwidths (up to 1 Gigabit)
- Multiple technologies (Metro Ethernet, Fiber, VDSL2 or Broadband)
- Enhanced Security (stateful firewall, VPN)
- *RapidRoute* for increased performance

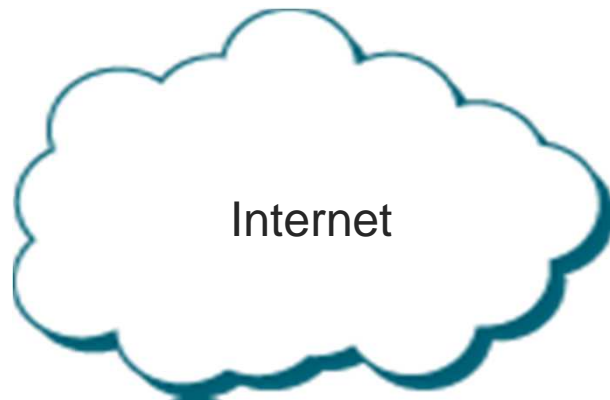


Enhance
Guest
Experience



Improve
Operational
Efficiency





(100 – 750 Mbps)



NetVanta 4430



(1 Gbps)



NetVanta 5410

Benefits

- Improve guest Internet experience
- Higher bandwidths (up to 1 Gigabit)
- *RapidRoute* for increased performance
- Stateful Firewall

Router

ActivReach on the NetVanta 1235P/1535P

- Provide high speed data and VoIP service using in-building cabling (CAT3 or Legacy Copper)
 - High speed data for video streaming
 - Unified communications features
- Connect and power access points and/or IP cameras at extended distances up to 1,600 feet
 - Provide Wi-Fi coverage for convention and large meeting areas
 - Connect IP security cameras in outdoor spaces and/or long hallways
- Avoid re-cabling costs
- Eliminate need for repeaters, more fiber and additional switches for extended runs

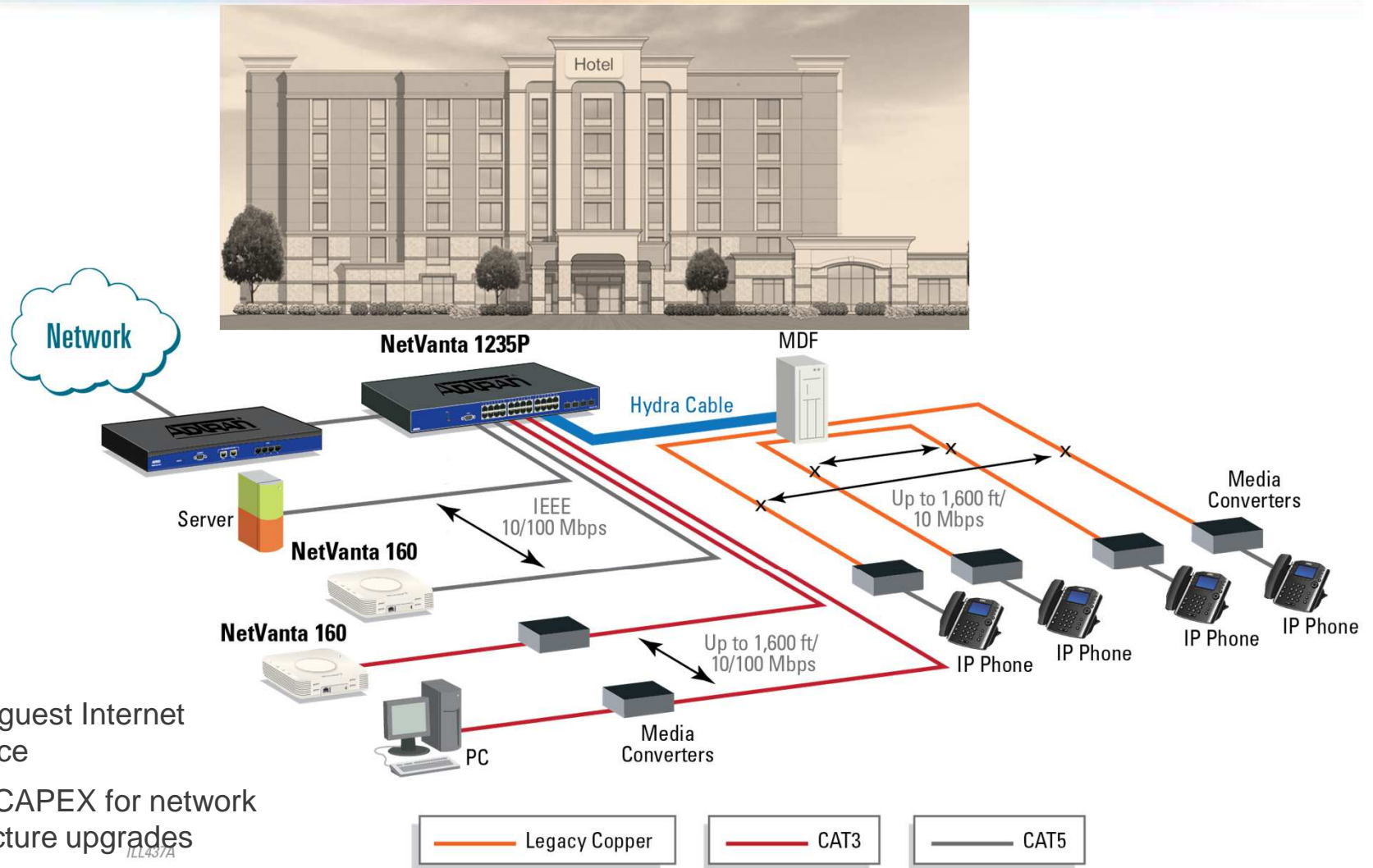
Enhance
Guest
Experience



Reduce
Costs



Repurposing Existing Cabling



Benefits

- Improve guest Internet experience
- Reduce CAPEX for network infrastructure upgrades
- Improve operational efficiency by repurposing existing cabling

ActivChassis on the NetVanta 1600s

- Stack and manage up to eight Gigabit Ethernet switches as a single logical switch
- Add port capacity on demand up to 400 ports
- Increase backplane capacity for providing IP video, IP TVs, video streaming, etc. up to 128 Gbps
- Manage distributed switches across a campus up to 10 km apart (6 miles)
- In conjunction the NetVanta 1131 RPS/EPS (redundant power supply), helps deliver an always-on network

Increase Revenue



Enhance Guest Experience



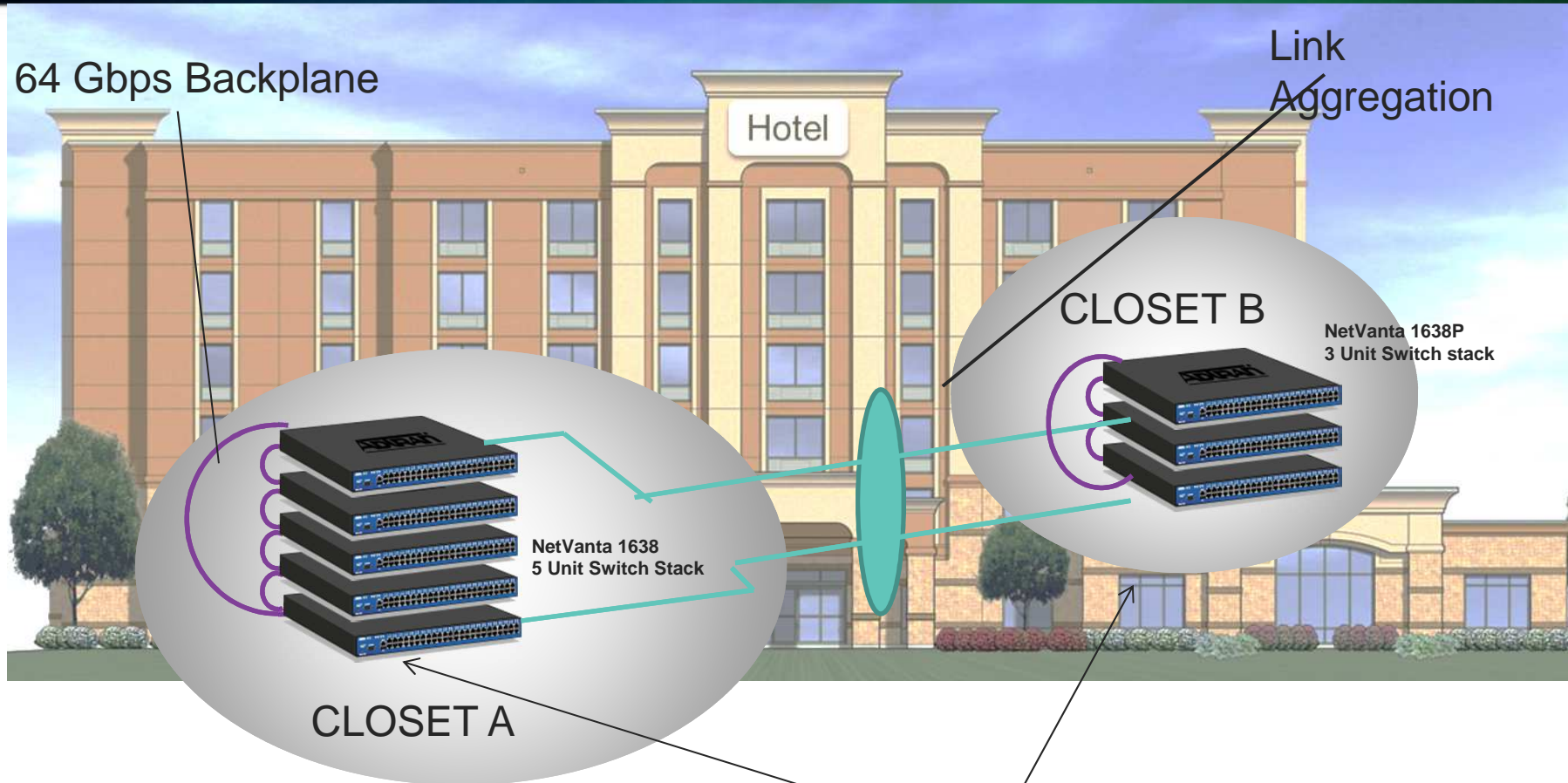
Improve Operational Efficiency



Reduce Costs



Enhance Switch Infrastructure



Benefits

- Support video streaming, digital signage, and high-bandwidth applications to improve guest experience
- Improve operational efficiency by centralizing switch management
- Enhance switch capacity on demand to optimize CAPEX

- **Option 1:** GPON termination in closet / basement Ethernet used to distribute service per floor
- **Option 2:** Media Converter style ONT used to terminate PON in each room.
- **Option 3:** Campus deployment utilizing GPON aggregation to the building and VDSL intra-building distribution

Increase Revenue



Enhance Guest Experience

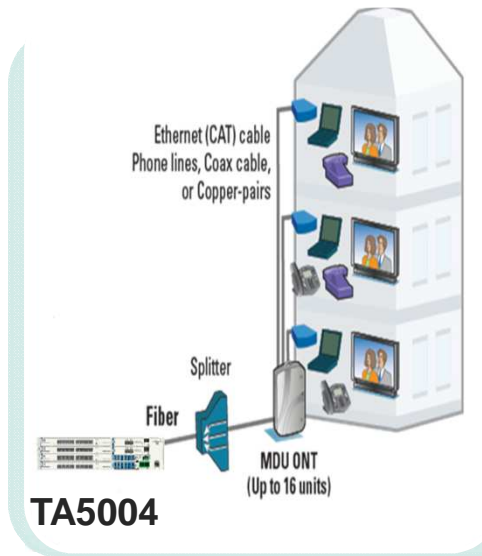


Improve Operational Efficiency



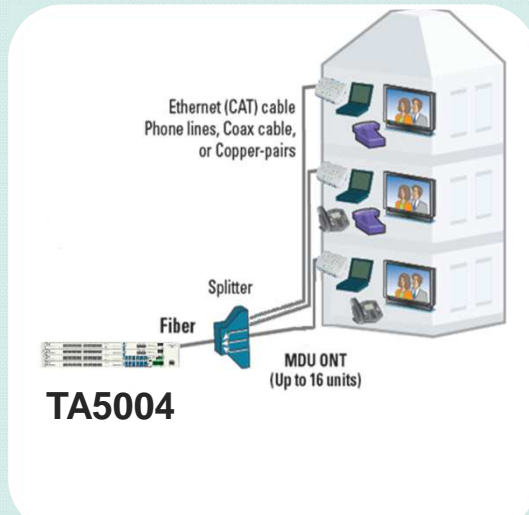
Reduce Costs



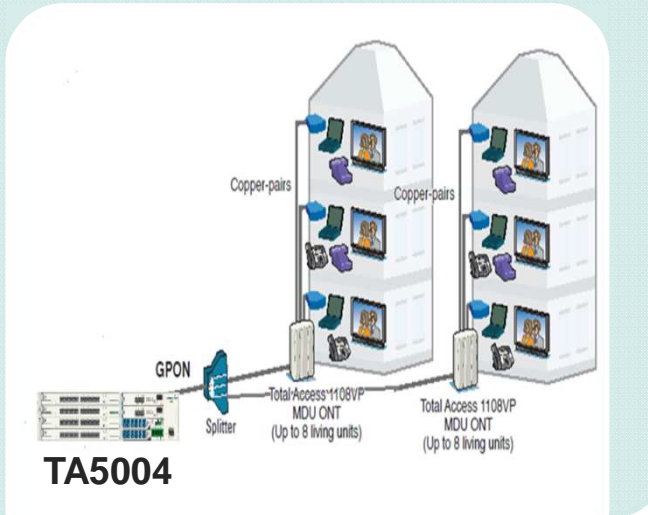


GPON termination
in closet /
basement

Ethernet used to
distribute service
per floor



Media Converter
style ONT used to
terminate PON in
each room.



Campus deployment
utilizing GPON
aggregation to the
building and VDSL intra-
building distribution

PROSERVICESSM

- ProStartSM
 - Covers **PLAN AND IMPLEMENT**
 - Site Surveys
 - Remediation Plans
 - Assisted, Express, Remote, and Onsite Implementations
- ProCareSM
 - Covers **SUPPORT**
 - Maintenance offerings, Basic through 7x24x4 onsite
- ProCloudSM
 - Covers **MANAGE**
 - ProCloud Wi-Fi



Certification

- **What does Certification mean in hospitality?**
 - Many hotel brands have a testing process in order to certify network equipment used by their hotel brand(s)
 - Specific certification processes and requirements will vary by brand
- **How is the Certified list used?**
 - Corporate-Owned Hotels
 - May be mandatory to use certified products
 - Franchise-Owned Hotels
 - Certified product list may be a guideline, not mandatory
 - Note: Starwood properties are stringent and require a waiver process to seek solutions other than those included on the certified list
- **How does ADTRAN address certification?**
 - Working with Marriott and Hilton testing labs
 - Engaged with Choice Hotels International
 - Qualified Vendor Program



NV1535P (ActivReach) is certified for all Marriott properties

Success Story

Extended Stay Hotel

Wichita KS based company that offers the best guest experience for an affordable, clean and safe hotel.

- **The Challenge**

- Provide Wi-Fi for 7 properties each with 121 rooms
- Offer reliable Wi-Fi for guests
- Limited technical resources
- Support mobile devices
- Bill for Wi-Fi service



- **Solution**

- ADTRAN/Bluesocket vWLAN
- VAR Hosted/Managed Wi-Fi solution
- Differentiated guest access
- Help desk support for guests

- **Benefits**

- Revenue stream - bill for Wi-Fi service
- No longer worry about managing the platform
- Network performance and availability are guaranteed in the SLA
- Easy to expand Wi-Fi service to other properties
- Reduced company expense by not having to employ IT support personnel onsite 24/7
- Lower CAPEX & OPEX investment

- Challenge:
 - Upgrade Wi-Fi
 - Integrated network for back-office, digital signage, guest access, PoS kiosk, voice, etc.
- Solution:
 - Deployed Bluesocket 1800 series APs
 - 300 APs throughout guest rooms, public spaces and conference center



What's unique:

- 1002 rooms (85 luxury suites)
- 265,000 sq ft of meeting space
- 36-hole TPC golf course
- Onsite spa, walking trails, family entertainment and fitness center

Auberge du Lac à l'Eau Claire Resort, Québec, Canada

Four-season property resort located on a lake in Québec

- Had a legacy Nortel system
 - Ageing phone infrastructure unreliable
 - Lack of support from manufacturer
 - Phone system deployed over legacy CAT3 cabling
- ADTRAN partner, Sogetel, deployed NetVanta 1535P with ActivReach
 - Resort upgraded to state-of-the-art IP PBX, saving thousands of dollars in re-cabling costs
 - Implemented IP data and VoIP utilizing the same switch infrastructure
 - Extended reach of ActivReach enabled seamless connectivity to remote locations across the resort



“Each time we sell an ADTRAN product, we know that we are delivering a rock-solid product that will allow our customers to grow their business and meet their telecommunications needs.”

*Christophe Durieux
Sogetel, Director, Business Solution.*

Marketing

My ADTRAN

Product Notices

Support

Featured Solutions

My ADTRAN

My Products

Resources

SALES ENABLEMENT KIT

Marketing Campaigns

Vertical Market Initiatives
Hospitality
+ Hospitality Market Collateral

- [ActivReach for Hospitality Solution Flyer \(pdf\) **New!**](#)
- [Bluesocket for Hospitality Solution Flyer \(pdf\)](#)
- [Hospitality Solution Overview \(ppt\) **New!**](#)
- [ProCloud Wi-Fi for Hospitality Solution Flyer \(pdf\)](#)
- [NetVanta Switches Solution Flyer \(pdf\) - DRAFT](#)

Reinventing HOSPITALITY Wi-Fi

Bluesocket WLAN



Turn Wi-Fi Challenges into Opportunities

Increasingly, Wi-Fi travelers and event planners are making hotel booking decisions based on the availability and perceived quality of the hotel Wi-Fi access. Why is this important?

- **Wi-Fi quality drives:** Travelers carry an average of 10 Wi-Fi enabled devices each and family of four may have more than 10 Wi-Fi devices in just one room. This influx of mobile devices places a huge strain on your Wi-Fi network.
- **Strenuous services:** Whether it is video or audio, guests are increasingly bringing their smartphones with them and these services generally require high-bandwidth, faster streaming near connect.
- **Business applications:** Business users are increasingly using cloud apps such as Dropbox or OneDrive, and managing apps such as WhatsApp, push email and other SaaS or services. They demand high quality Wi-Fi to connect to their work. The hotel is their office away from their office, especially when they are attending a conference, convention or business meeting.

To enhance guest services and exceed their expectations, hotel operators must deploy Wi-Fi solutions that deliver faster access, reliability and secure while also being easy to use. Your guests need high quality Wi-Fi in an ideal opportunity to exceed their expectations, give reviews and get a higher conversion. ADTRAN's Bluesocket™ WLAN solution can help.

Bluesocket™ WLAN

To solve these challenging problems, ADTRAN offers comprehensive Wi-Fi solutions built on Bluesocket WLAN, the industry's first cloud-based centralized network LAN system.

Wi-Fi LANs cloud-based architecture offers a highly secure and scalable Wi-Fi network with several critical advantages and controls, a built-in guest access module, carrier-class security protocols, higher reliability and "zero touch" plug-and-play deployment. Combined with a comprehensive suite of Professional that includes planning, implementation, and fully managed services with Help Desk, ADTRAN's Wi-Fi solution enables you to offer secure, reliable Wi-Fi access all properties.

Now hotels and resorts of all sizes can benefit from an enterprise class Wi-Fi network that can evolve with their customer's needs and expectations.

ProCloud Wi-Fi

Worry-Free, Fully Managed Wi-Fi



Mobility Challenges Turn into Opportunities

The era of mobility has transformed businesses of all sizes. Hotels and resorts are dealing with hyper-connected travelers that want and expect high performance Wi-Fi Internet access. At the same time, increased investments to build out the wireless network in hotels and resorts. However, as hotels rush to expand their wireless networks their face challenges:

- **Badging, check-in:** Tourists and business users carry an average three Wi-Fi enabled devices and they want them all connected to the Internet anytime, anywhere. With so many devices, any issues with the network will quickly lead to a service call.
- **Need for Reliability:** Always on Service. Delivering a great guest experience requires a reliable, always-on wireless network. The network must be designed to perform optimally and must be maintained pro-actively to quickly resolve any connectivity issues.
- **Limited Technical Resources:** The complexity of installing and maintaining a business class Wi-Fi network requires dedicated IT staff or network managers, and this can quickly become expensive.
- **Assessing and resolving customer connectivity issues:** In the age of connectivity transitions from a "nice to have" to a "must," any issue will lead to service calls, by-pass and negative feedback with a high volume of calls and the technical nature of the network.

Your guests need for high-quality Wi-Fi in an ideal opportunity to exceed their expectations, give reviews and get an edge on competitors. ADTRAN's ProCloud Wi-Fi solution can help.

- Benefits of ProCloud Wi-Fi**
- Deploy a "worry-free" Wi-Fi with guaranteed Wi-Fi uptime, improving the guest experience
 - Gain additional revenues by offering travel Wi-Fi services
 - Reduce support CAPEx and ongoing OPEX with fully managed Wi-Fi solution
 - Offered IT resources with ADTRAN's Professional hotel network through business-to-business, managed and secure Help Desk.
 - Reduce business risk and control network risk with the ProCloud Wi-Fi solution
 - Improve the customer experience



ActivReach Switches

Extend Ethernet Reach over Any Wiring



LAN Challenges

Many hotels and resorts were built before the Internet era and as a result their cabling infrastructure may be 12-year CAT5 or legacy copper. In addition, the building's network infrastructure may be 10-year-old, with a mix of legacy and modern cabling. This legacy infrastructure may be difficult to upgrade or even replace. In addition, the building's network infrastructure may be difficult to upgrade or even replace. In addition, the building's network infrastructure may be difficult to upgrade or even replace.

ActivReach

ADTRAN's ActivReach line extends existing cabling and Ethernet connections, and extends the reach of Ethernet across a range of cabling and extended distances up to 1000 ft. With ActivReach, hotels and resorts can:

- Upgrade their properties with VoIP digital signage or self-service kiosks offering digital content to guests and staff.
- Extend their own Ethernet (Dell and Cisco) connectivity to make visual equipment or IP cameras a convenient option or build for their existing or additional switch infrastructure.
- Deliver voice, data, video and IP to business buildings over existing in-building wiring, avoiding cost and time delays of new CAT5, wiring installation.

Now hotels, resorts and convention centers can confidently deploy existing legacy Ethernet infrastructure and services, without worrying about the cabling infrastructure.



High-Performance LAN Infrastructure

NetVanta Switches



LAN Challenges

Technology is transforming the guest experience. Wi-Fi is the guest room and lobby. Digital signage and self-service kiosks in the front desk. In-house bars with iPads and tablets, and cloud apps for back-office operations including property management and event planning. All this requires a high performance network infrastructure, one that is scalable and highly reliable, easy to configure and simple to deploy and manage. As IT administrators look to deploy a reliable LAN infrastructure they need to keep some key considerations in mind:

- **Plan for adding switching capacity on demand** as the number of endpoints continues to grow.
- **Bandwidth intensive applications, like Video Conferencing and digital signage require high speed switching capability.**
- **VoIP requires Quality of Service (QoS) features** to ensure call quality.
- **Consider how to deploy Fibernet to hard-to-reach, out-of-the-way locations.**
- **Leverage existing legacy cabling to eliminate costly Fibernet runways.**
- **Consumer grade switches don't support the feature-class features to create a reliable, secure network.**
- **Simplify management with a consistent interface.**

ADTRAN's portfolio of Fibernet switches enables hotels and resorts to deploy a high performance LAN infrastructure to support the growing bandwidth needs of guests and staff.



- Benefits of NetVanta Switches**
- **Eliminate product problems to meet a variety of switching needs**
 - **Support performance to deliver management critical services to Wi-Fi, video streaming and digital signage**
 - **VoIP ready with Quality and Class of Service (QoS) features**
 - **Secure networking with QoS protection and security features to identify vulnerabilities**
 - **Flexible and easy to use with integrated troubleshooting features makes it easy to install and maintain, and streamlines training curve**
 - **Limited hardware variety**
- NetVanta Switching Portfolio**
- ADTRAN provides a full line of powerful, enterprise-class switching solutions for all your network needs. With ADTRAN's award-winning and innovative NetVanta Fibernet switches it is easy to find a quality solution to meet your specific needs.
- The NetVanta switches are optimized for the hotel industry, and
- Offer the scale to support a single building, an entire resort or multiple properties.
 - Provide higher bandwidth capacity to support bandwidth intensive applications.
 - Simplify VoIP deployments with VoIP ready features.
 - Extend Ethernet connectivity over 1-pair legacy cabling to eliminate cabling costs.
 - Enable management of distributed switch infrastructure.
 - Include enterprise class security features, a built-in Wi-Fi controller and Call Diagnostics.
 - Offer an easy to use web-based GUI.
- Combined with industry leading warranty and comprehensive Professional, including network design, implementation and on-going support, the NetVanta switches offer hotels and resorts the best value in Fibernet switches in the industry.



- Thought-leadership
 - Hospitality Solution Brief
 - 10 Keys to Hospitality Wi-Fi
 - Webinar
- Email/social media campaign
 - Hospitality publications
 - LinkedIn, Spiceworks



Tradeshows

- Choice Hotels International Convention (May 14-15)
- HITEC 2014 (Jun 23-26)
- HFTP Annual Convention & Tradeshow (Oct 22-25)

Q2

- **Fast Track to ProCloud**
 - Submit a Prospect (\$50)
 - Close a ProCloud Deal (\$25 per AP)
 - www.adtran.com/fasttrack
- **Time to Switch**
 - Partner price reduced in Distribution by 15%
 - \$25 Reward/SPIF for VAR Salesperson
 - www.adtran.com/timetoswitch

Fast Track to ADTRAN ProCloud

Start your engine.

- Identify a Prospect for ProCloud® Solution
- Schedule a Meeting with ADTRAN Representative and Prospect
- Earn \$50
- Provide your customer with a quote
- Close a ProCloud Deal!
- Earn \$25 for each AP Sold in a ProCloud Deal

Start again.

ADTRAN's ProCloud® Wi-Fi offers the industry's best "No Worries" fully managed business class Wi-Fi service. With the "No Worries" service, we handle all the details, from the installation of our best-in-class hardware, to a secure, always-on service, to 24x7 support, providing complete network monitoring and security management services, and ready-to-serve services to reduce IT support burden.

Other Details:

- ProCloud is available in select markets.
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ADTRAN

Still Time to Switch and Earn Rewards!

Your Price Reduced by **15%** Plus New Reward!

ADTRAN® Gigabit Switches Discounted 15% at Purchase. Earn \$25 on Each Featured Switch Sold to an End User.

Take advantage of this limited time 15% reduction on the most reliable, award-winning switching solution on the market. ADTRAN offers a broad range of feature-rich, Gigabit switches for access, distribution and core switching, including innovative features for enterprise switching applications.

- Enhanced security features including DoS Protection and Denial Security Audit
- Built-in Web Proxy Access Controller for integrated email/web security
- Extensive threat and log file collection and analysis using ActiveTrack
- ActiveSense for Centralized Management of Distributed Switch Stacks

Plus, we're revealing the 15% discount on each of the featured switches sold to an end user during the promotional period. Claim your reward at www.adtran.com/timetoswitch

Description	Part Number	List Price	New Savings
Network 1000 - 24 port, Managed, Layer 2 SW	17000011	\$1,295	\$203
Network 1000P - 24 port, Managed, Layer 2 SW, PoE	17000013	\$2,495	\$403
Network 1000P - 24 port, Managed, Layer 2 SW, PoE, Full-Featured	17000010	\$3,995	\$659
Network 1000 - 24 port, Managed, Layer 2	17000007	\$2,295	\$379
Network 1000P - 24 port, Managed, Layer 2, PoE	17000009	\$3,495	\$582
Network 1000P - 24 port, Managed, Layer 2, Auto-Config	47000007	\$3,995	\$659
Network 1000P - 24 port, Managed, Layer 2, PoE, Auto-Config	47000009	\$4,495	\$749

ADTRAN

2014

- **More Bandwidth for Your Buck**
 - 50% discount off Bluesocket 1940 AP
 - Available at point-of-purchase in Distribution
- **Free AP for End-users**
 - With download of Free Virtual Controller
 - <http://reinvent.adtran.com/freeap>
- **ADTRAN IP Phone Promotion**
 - Most In-demand IP Phones
 - 35% discount across all partner levels

ADTRAN

Reinventing **Wi-Fi**®

Take Your Wi-Fi to the Cloud.

- ✓ Free Wi-Fi Controller
- ✓ Free Access Point
- ✓ Get It Now!

Cloud-Based • Network Virtualization • Worry-Free Wi-Fi

ADTRAN

Questions?

www.adtran.com/hospitality