

Working with the Intel Unite Solution

The Intel Unite® solution is a wireless content sharing and collaboration platform used across the enterprise, education, and healthcare industries.

"We're frequently providing demonstrations at trade shows," shared Tom Loza, Global Director of Sales - Intel Unite® & Commercial Growth Initiatives. "And tradeshows are always highly congested with WiFi traffic and devices."

That congestion means that Loza and his team spend a lot of time troubleshooting to ensure their set-up is optimal for an issue-free demonstration. When Loza discovered the Wireless Intelligence Platform (WIP), it immediately grabbed his attention.

"I liked its ease-of-use, and was very impressed with the level of detail it provided. We had other tools we used to figure out the best option for booth set-up, but WIP simplified the process considerably, and provided us with new details."

Loza's team are skilled at setting-up and optimizing network environments. WIP expedites the process by providing an in-depth look at the entire wireless ecosystem. Once WIP is plugged in, Loza and his team can immediately see the health of their infrastructure, and any nearby WiFi networks. WIP provides information on the entire RF environment including connected devices, nearby networks, and backend and frontend infrastructure.

"We can show them that our solution seamlessly connects to their existing network and will not negatively impact anything. For some of them, it's the first time they've seen their entire network and all connected devices in a single dashboard."

- Tom Loza, Global Director of Sales - Intel Unite® & Commercial Growth Initiatives



Loza and his team use WIP during their initial debug and infrastructure set-up to see any potential conflicts/issues in the congested environment. If any issues are reported, WIP provides actionable steps for resolution.

Loza now uses WIP at every trade show to ensure optimum set-up, and takes it to one-on-one demonstrations as well. In those scenarios, he sometimes has decision makers express that their networks are already difficult to manage.

"They're concerned about adding another device," said Loza. "We know the Intel Unite® solution won't cause any problems, and WIP helps us share that information."

WIP's dashboard and ability to provide 100% visibility into the WiFi ecosystem enable Loza to show IT decision makers the status of their own network before and after connecting the Intel Unite® solution.

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WIP helps alleviate concerns over network management, and enables decision makers to focus solely on the benefits of using the Intel Unite® solution's collaboration tools. Whether in a trade show, or during a face-to-face meeting, we are proud that the Wireless Intelligence Platform supports network visibility for the Intel Unite® solution.