

## Immersive WiFi for Mobile Productivity

An immersive wireless and networking environment is a competitive edge. Not only is an effective network needed for standard business operations like sending emails, accessing cloud databases, and unifying IP communications, but also for increasing employee productivity. In other situations, providing WiFi to customers can positively impact sales. In some industries, this is even a standard.

At Grandstream, we strive to create an enterprise grade wireless and network experience for users in any environment- indoors or outdoors.

Within this guide you will learn how to integrate our WiFi portfolio into your deployments to offer a more robust network.



## Device Overview

### GWN7610

#### High-Powered Wireless Access Point

The GWN7610 is a powerful WiFi access point designed to deliver superior wireless connections to office buildings, commercial, retail spaces and warehouse-like locations. With its superior coverage range and processing power this device delivers impressive data exchange capabilities over large spaces.

- ✓ 175 Meter Range
- ✓ Dual-Band 3x3:3 MIMO Technology
- ✓ 1.75 Gbps Network Throughput
- ✓ Supports 250+ WiFi Client Devices

[View the GWN7610s Datasheet](#)

### GWN7600

#### Mid-Tier Wireless Access Point

Designed as the go-to choice for delivering rapid internet speeds to small to medium sized businesses and commercial locations, the GWN7600 is our mid-tier WiFi access point. Within small to medium spaces where fast data exchange is needed this device is the intuitive choice. Classrooms, hospitality settings and retail locations are all potential deployment options.

- ✓ 165 Meter Coverage Range
- ✓ Wave-2 and 2x2:2 MIMO Technology
- ✓ 1.27 Gbps Network Throughput
- ✓ Supports 450+ WiFi Client Devices

[View the GWN7600s Datasheet](#)



#### **What Exactly Is "MIMO"?**

*It brings greater throughput for multiple devices. Find out more about MU-MIMO technology in [our blog post](#).*

## Device Overview

### GWN7600LR

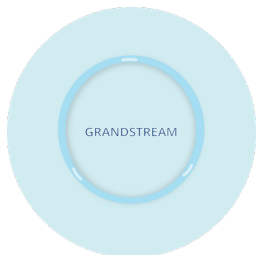
#### Long Range Wireless Access Point



Keeping users connected in large outdoor spaces, the GWN7600LR access point provides the perfect solution. This long range access point gives a WiFi connection to expansive, open areas. Thanks to its waterproof casing and heat resistant technology, it can handle outdoor deployments.

- ✓ 300 Meter Range
- ✓ Wave 2 and 2x2:2 MIMO Technology
- ✓ 1.27 Gbps Network Throughput
- ✓ Supports 450+ WiFi Client Devices

[View the GWN7600LR Datasheet](#)



### **Networking Buyer's Guide**

For more information on the common types of GWN network deployments, download our [Networking Buyer's Guide](#).

### GWN7000

#### Gigabit WiFi and VPN Router



A comprehensive WiFi network needs a high-performance router to anchor it. Our GWN7000 router supports gigabit speeds and can manage 300+ GWN WiFi access points. To expand your connection to alternative locations, the router

also comes with a hardware accelerated VPN. With other enterprise grade features such as load balancing, failover and firewall enhancements this router comes fully loaded at an affordable price.

- ✓ 1 Million Packets/Second Routing and 10Gbps Aggregate Switching Power
- ✓ Embedded WiFi AP Controller
- ✓ Hardware Accelerated VPN
- ✓ Intuitive Web Interface

[View the GWN7000 Datasheet](#)

## Selling Grandstream's GWN Solution

In today's wireless world, people want to connect easily and communicate more often. In office, hospitality, and retail environments a WiFi connection is not only essential but expected. Our series of GWN networking devices deliver some significant advantages to your clients and deployments, and brings an enterprise-grade wireless environment in a more affordable package.

Being able to include WiFi into your customer's unified communications deployment is a huge advantage for both you and your customer. When speaking with your client about their deployment, here are a few talking points to help explain how WiFi is essential for them.



***GWN Case Study With Yeah1***  
*[Download our case study](#) and see how this company used Grandstream's GWN series to deploy fast and effective WiFi.*

- ✓ It is important to have users who can move freely in their business and still stay connected to their work. Being unchained to a work station has major benefits to productivity and efficiency.
- ✓ Certain types of retail and service based businesses benefit largely from offering a [WiFi connection to customers](#). If your client's business seems like it would support this type of customer activity, work with them to create a network to support repeat business.
- ✓ Accessible information is a big advantage that users look for when working together and on projects. In collaboration spaces where users need to exchange and access ideas and information rapidly, a quick WiFi environment is a necessity.
- ✓ Laptops and mobile devices are quickly becoming the standard workstation. As mobility becomes more important in the workplace, laptops give workers the ability to move around their office, bring their laptops to meetings and also work from home.

## What Makes the GWN Solution

Economical is one word that can be used to sell our networking solution; and just because it's economical does not mean it's lacking in features. As technology advances it becomes easier to adopt enterprise-grade solutions in small and medium businesses. We've developed our GWN line to achieve just that. Here are some of the powerful features that our devices come equipped with to deliver an impressive and innovative wireless network.



### Controllerless Setup and Management

Traditional WiFi access points require bulky and expensive hardware "controllers" to manage their wireless networks. This leads to a lot of issues in complexity, affordability and failover. Grandstream's GWN series features a software controller that is built into all our access points and router. The wireless network can be managed securely from anywhere inside the network, no bulky hardware required.

For more information on our controllerless feature, read our [blog post here](#).

### Data Optimized

Not all uses of wireless data are the same. A user with a VoIP phone should have connection priority over someone downloading a file. Quality of Service standards supported on our devices are able to prioritize different internet traffic, so when data exchange is at its maximum everyone can have a stable WiFi experience.

The priorities are broken into four categories:

- ✓ Voice
- ✓ Video
- ✓ Best Effort (Applications)
- ✓ Background (FTP and Passive Network Use)





## What Makes the GWN Solution

### Industry Leading Security Features

Transmitting data wirelessly should be secured. Our GWN devices support industry leading standards of security in every step of the process.

- ✓ **Random Default Password** – Random default passwords keep access points secured from break-in, and our GWN's random passwords are unrelated to its MAC or IP address to make sure only authorized users have access to the device.
- ✓ **Secure Boot** - Wireless devices that know if they've been compromised is a big advantage to security. Upon booting, the GWN verifies its software is uncompromised in a secure state. Only once it has verified will the device be fully booted.
- ✓ **Digitally Signed Firmware** - Before being download onto the device, all new firmware is validated to confirm that it is genuine, unaltered and intended for the specific device.
- ✓ **Unique Security Certificate per Device** - Each GWN device has its own unique ID that is created during the device authentication process. This authentication is unique to the manufacturer and is used as part of its verification process.



### Captive Portal for Controlled Network Access

When accessing a network, it's important to be able to enable fast and efficient data exchange so users can get the most out of their WiFi. With the GWN's captive portal, your client can create several guest networks with their own sign-in credentials to keep main and guest networks separated. Guests will have to sign into the network via a browser landing page.

The bandwidth of the guest networks can also be fully customized to prevent abuse of the network and to keep speeds throttled to desired rates. This feature is particularly important for deployments that have many customers frequently accessing the network such as in hospitality, service and education businesses.

If you're interested in finding out more about our devices, start by watching a [recording of our webinar](#).