

Sophos Wireless



Why Wi-Fi Matters

Wi-Fi has become the number one connectivity choice for our personal and business lives:

- Wi-Fi is no longer just a 'nice to have'
- The number of Wi-Fi only BYOD and IoT devices is ever-increasing
- Wi-Fi guest access can be a competitive differentiator

Wi-Fi Stats

7x

Total public Wi-Fi hotspot growth from 2015 to 2020*

85%

of companies said they have made IoT a key focus area in 2017*

>9 billion

Wi-Fi enabled devices were projected to have been in use in 2017*

* Source: Wireless Broadband Alliance 2018

What Are the Risks?

Many organizations neglect Wi-Fi security and frequently use consumer-grade or unsuitable equipment to enable their wireless business.

What Is the Opportunity?

Admins frequently struggle with Wi-Fi management due to a lack of resources and expertise. Many Wi-Fi solutions are overly complex.

Solution: Sophos Wireless

Sophos Wireless provides an easy and effective way to manage and secure Wi-Fi networks. It can be used on its own or as part of a portfolio of Sophos Central managed security solutions.

- **Simple management and administration**
Our product is easy to use and doesn't require extensive expertise for configuration, so Wi-Fi networks will be up and running in minutes.
- **Connected security**
We use the health state of Sophos Central managed endpoints and mobile devices to control web access on Wi-Fi networks (APX only).
- **Enhanced Rogue AP Detection**
Automatic identification and classification of all neighboring Wi-Fi networks helps to prevent potential threats.
- **Cloud scalability**
One growing network or multiple sites, extending your Wi-Fi is as simple as adding an additional access point.

Sophos APX Series

New 802.11ac Wave 2 Access Points

Model	MIMO	Deployment Scenario
APX 740	4x4	Ideal for high density, high capacity environments.
APX 530	3x3	Performance for medium-sized office environments.
APX 320	2x2	Dual 5 GHz capable, ideal for schools and small retail scenarios.

How to Sell Sophos Wireless

Use these sales plays to get started with your Wireless sales:

- 1. Existing Sophos Central Customers**
Add Wi-Fi to any existing Sophos Central accounts for a single pane of glass for all solutions.
- 2. New Wi-Fi Business**
Sophos is the perfect fit for small to mid-sized businesses, distributed and educational environments.
- 3. Synchronized Security For Any Customer**
Using the Security Heartbeat™ with Wireless requires no firewall, so now every customer can benefit from our unique connected security.

How to Try Sophos Wireless

Prospects will need an access point for a free trial. Take a first look at Sophos Central incl. Wireless under sophos.com/demo