

Wi-Fi As A Service

The times when we configured and dropped an access point off at a customers' site, and we never had to touch it again, lays far behind us. As companies continue to innovate and grow, they want a Wi-Fi network that scales with their needs and supports the newest, bleeding edge devices, now, and in the future.

Kappa Data offers Wi-Fi as a Service in two flavours. The first one is an investment-free solution whereby the access point including licenses and services is rented in a pay-as-you-grow model, the second flavour is an upfront investment in licenses and services allowing you to manage and maintain existing (or new) access points already owned by the end user.



CENTRALIZED MANAGEMENT

Simply logon, configure and monitor all access points in a single pane of glass, whether you use the pay-as-you-grow model or the hosted virtual SmartZone. All your customers can be managed from one single web-based portal, no matter how many access points they have. Your customers may also be granted access to (parts of) their environment.

LET KAPPA DATA DO THE WORK

Let's be honest, adding access points to a portal and creating baseline configurations, is not very challenging, nor fascinating. So leave that to Kappa Data. As an add-on you can ask Kappa Data to assist in roll-outs to support you in start-up, complex or exceptionally large installations.

ANONYMOUS CUSTOMERS

There is no need to tell Ruckus nor Kappa Data for whom you rent an access point. As a partner you are free to replace access points as you wish, without notice. The partner is the only customer seen from Kappa Data, so he has all the liberty to install and move access points as needed.

MANY SMALL ONES MAKES ONE BIG

The more access points you rent, the better your rate becomes. Since the partner is the customer, the total amount across all end-customers is counted as one. The base level participation starts at no more than 50 access points, with a discount that quickly increases when the numbers grow.

SOLUTIONS



- **CENTRALIZED MANAGEMENT**
- **KAPPA DATA DOES THE WORK**
- **ANONYMOUS CUSTOMERS**
- **MANY SMALL ONES MAKES ONE BIG**
- **GENERATE CASHFLOW**
- **CUSTOMER LOYALTY AND FUTURE PROOF**
- **VIRTUAL SMARTZONE AS A SERVICE**

PRICING:

STARTING AT € 13,00 PER MONTH



THE ART OF

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Wi-Fi As A Service

GENERATE CASHFLOW

As a partner, you will receive monthly billing from Kappa Data. How you decide to invoice customers is fully upto your discretion and may offer interesting cashflow opportunities; e.g. if you opt to invoice yearly or even multi-year, cashflow can be generated and avoid undesirable situations.

CUSTOMER LOYALTY AND FUTURE PROOF

Every 4 years a customer has the right to renew all AP hardware as a part of the WaaS agreement, whether a new model has been released or not. This hardware refresh is not obligatory but allows you to always be up to date with the latest technologies and no discussions on renewals need to be started. Additionally, you can decide to postpone your hardware refresh by a few months, to await the release of the newest models.

VIRTUAL SMARTZONE AS A SERVICE

If the complete WAAS model, also known as the OPEX model, does not meet your customers' needs, you can choose to purchase and resell access points and link them to the same management portal as the AP's in the OPEX-model. This model is called the CAPEX model, in which you sell the access point to your customer and pay a yearly license for the use of the Virtual SmartZone to Kappa Data.

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PRICING

Type	Listprice
R310	€ 13,00
R510	€ 19,50
R610	€ 23,80
R720	€ 31,50



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