



No wires necessary

Wireless networks in need.

By KAUNDA CHAMA

It's no secret that totally wired networks are no longer the order of the day as people continue to demand more mobility. Mobility brings with it a certain level of freedom and convenience that eases the stress of today's fast-paced business environment.

Chantel Davy, 3Com product manager at distribution house Comzetek says that the days of wires are numbered and wireless is the way to go and hence why resellers see a lot of potential in the technology.

"Basically, wireless is the trend now and it is also the way forward, and the direction in which the market is going," she says.

Davy adds that the mobile worker has



Andy Robb Duxbury Networking

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become common place with the proliferation of broadband and wireless devices, which is increasing the demand for wireless networks both on the local and wide area side.

"Recent examples are the price of petrol and the problem of load shedding; these two elements are causing people to work remotely without having to travel to their offices. The best way for them to do this is through connecting to their corporate networks through wireless networks," she explains.

Load shedding and petrol price have also had quite a significant impact on SOHOs and small businesses, and wireless networks in this space are bound to see significant adoption.

From a reseller point of view, Davy says that besides the sale of hardware, resellers will earn increased revenues from the post-sales services and support that come with implementations.

She adds that even though initially there were security concerns with wireless networks, especially on the local area network side, vendors are now building encryption into their solutions that protect them from intrusion and hacking.

"The way forward is wireless. In the end, wires will only be found at the core of the network but connectivity to it will all be done in a wireless manner," says Davy.

Andy Robb CTO Duxbury Networking says that wireless LANs are dues for some good uptake because issues such as security and bandwidth have been done away with and these networks are able to handle everyday business applications.

According to him, the days of the wireless LAN being an overlay to the wired one are over because it now matches on performance and security.

"Security issues have been taken care of as long as the network is properly set up from the onset," he comments.

Robb states that coming of 803.11n has added much more capacity to wireless LANs making them suitable to be installed as first tier networks for running day to day business applications.

"There has been and will be for a while a lot of demand for voice over wireless LANs because of the performance that is available from this technology now," he comments.

Robb adds that there is a lot of business potential in the small and medium sized business space with wireless LANs and beyond just implementations, resellers can make additional revenue because they can do more implementations in the same time period with wireless technology.