

Simplify Wireless and Enhance Your Margins

Wireless Mobility Packages from Alcatel-Lucent Enterprise & GCI

In our BYOD world, ubiquitous wireless connectivity is essential to a productive business. Your customers are likely asking you to provide them with high bandwidth, high capacity wireless networks – and looking for a great value. Whether you're selling to enterprises, schools or hospitals and clinics, your customers have mission-critical applications that require a dependable – and affordable – wireless network.

Alcatel-Lucent Enterprise (ALE) and Global Convergence Inc. (GCI) have joined forces to offer you a turnkey 802.11ac wireless network solution, including design and installation, all bundled into a monthly subscription. We've designed wireless mobility packages from ALE to help you provide your customers with high performance at a low monthly rate, and we've included the design, installation and recurring network management in addition to the hardware. You can now offer your customers an affordable alternative with ALE, and build in additional margin for your business.

Simplified 802.11ac Wireless Packages

Choose from Economy, Performance or Ultimate Gigabit wireless packages to suit your client's needs. Prices start at \$42.95 per access point per month and include:

- 10 Access points/one switch
- Predictive site survey
- Installation
- Three years of managed services to monitor the network

We Make It Easy for You

Call us today to determine which package is right for your customer. We can help you increase your deal size and offer a tremendous value to your clients.

Your Dedicated Partner Development Manager at GCI:

Justin Stile, Alcatel-Lucent Enterprise
Direct: 813-925-6020
Email: jstile@globalconvergence.com

By delivering innovative solutions and global services that create positive outcomes for our partners, GCI empowers the channel to bring emerging and disruptive technologies to market. Our channel-driven IT services portfolio specializes in voice and data networks and enterprise mobility with global capabilities in 170 countries.



Monthly Payment Options Powered by IT nFusion

Leverage GCI's unique **IT nFusion** financing program to provide your customers with one simple package that offers predictable monthly expenses. All the ALE Wireless Mobility Packages all include IT nFusion, so that you can satisfy your clients' demands for a monthly payment structure through one simple program – available exclusively at GCI. This approach can help you:

- Grow your deal size
- Grow your margins
- Enhance your short and long term profitability
- Enable expansion of your Managed Services business with little or no capital investment
- Lessen your receivables risk
- Improve your cash flow

Call us today to learn more!



Simplify Wireless and Enhance Your Margins with Wireless Mobility Packages from Alcatel-Lucent Enterprise & GCI

Alcatel-Lucent Enterprise 802.11ac Wireless Infrastructure Packages			
<i>Packages Include</i>	Economy Gigabit	Performance Gigabit	Ultimate Gigabit
Access Point Model	Instant Access Point IAP205	Instant Access Point IAP215	Instant Access Point IAP325
Supported Frequencies	802.11a/b/g/n/ac	802.11a/b/g/n/ac	802.11a/b/g/n/ac
Radio MIMO Type	2x2:2	3x3:3	4x4:3, 4x4:4
Network Interfaces	1 x GE	1 x GE	2 x GE
EtherChannel Link Aggregation	No	No	Yes. 1.9 Gbps Aggregate Throughput
Maximum Rate	867 Mbps	1.3 Gbps	1.73 Gbps
Switch Model	6350-24 port POE	6450-24 port POE	6860-24 port POE
Switching Capacity	56 Gbps (24 Port) 104 Gbps (48 Port)	128 Gbps (24 Port) 176 Gbps (48 Port)	224 Gbps (24 Port) 264 Gbps (48 Port)
Stacking Capacity	N/A	Up to (8) 24 or 48 Port Switches per Virtual Chassis	Up to (8) 24 or 48 Port Switches per Virtual Chassis
Uplinks per Switch	4 x 1 Gbps	2 x 10 Gbps	4 x 10 Gbps
Likely Verticals	Enterprise, K-12, Hospitality	Enterprise, Higher Education	Enterprise, Healthcare, Retail, Public Venues
Typical Use Cases	Medium Density Office, Classrooms, Guest Network, Warehouse	Medium-Density, High-Performance, Mixed High Speed Data & Voice	High-Density Users, Location Based Services, High Availability Requirements, High IoT Concentrations
Access Points Included	10	10	10
Switches Included	1	1	1
Hardware Only Base Monthly Price per AP	from \$24.95/Month	from \$35.95/Month	from \$53.95/Month
Services Package	Predictive Site Survey, Installation, 3 Years Management Services	Predictive Site Survey, Installation, 3 Years Management Services	Predictive Site Survey, Installation, 3 Years Management Services
Hardware & Services Package Monthly Price per AP	from \$39.95/Month	from \$50.95/Month	from \$68.95/Month
Monthly pricing based on:			
Minimum Quantities as shown. Additional Access Points and Switches may be added.			
36 Month End User ITnFusion Agreement executed and End User Credit Approval.			
The above prices are suggested End User Pricing. The Base Monthly Price per AP yields approximately 20% margin on the equipment and support to the Channel Partner and is paid in its entirety upon commencement.			
The Hardware & Services Package incremental monthly charge yields Channel Partner margin of \$5.00 per AP per month paid monthly over a 36 month term.			
Channel Partner Margin Example: A 36 month agreement package for 100 Ultimate Gigabit Access Points and associated switches and services services yields \$30,485.00 of immediate margin and \$500.00 per month (36 months) based on suggested pricing model. Channel Partners are free to set their own prices to the end user; variances from suggested pricing will result in either higher or lower partner margins.			
Multi-site opportunities may require custom quoting. Contact your GCI Account Executive with your customers' specific needs.			
Installations are performed during normal business hours and exclude cabling. Cabling may be added to the monthly payments if desired and is additional.			

Call us today for more information on how GCI and ALE can help you simplify wireless for your clients!

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