



# TB4U Tecnologia

## Case Study

# Meet the client

TB4U Tecnologia is a consulting company that guides customers to adopt the most suitable technological solutions for their business and makes them more competitive. With over 21 years of technology experience, their commitment is to deliver innovative services with quality and excellence.

TB4U Tecnologia markets and implements equipment and solutions from the best brands available on the market. Certified specialists help customers optimize their companies' technology, assisting them in reducing operating costs and optimizing processes. The team at TB4U Tecnologia provides WiFi network solutions and infrastructure monitoring with real-time control. Thanks to the expert team's reports, customers can identify problems in record time, avoid damage, and raise indicators to improve networks' efficiency.

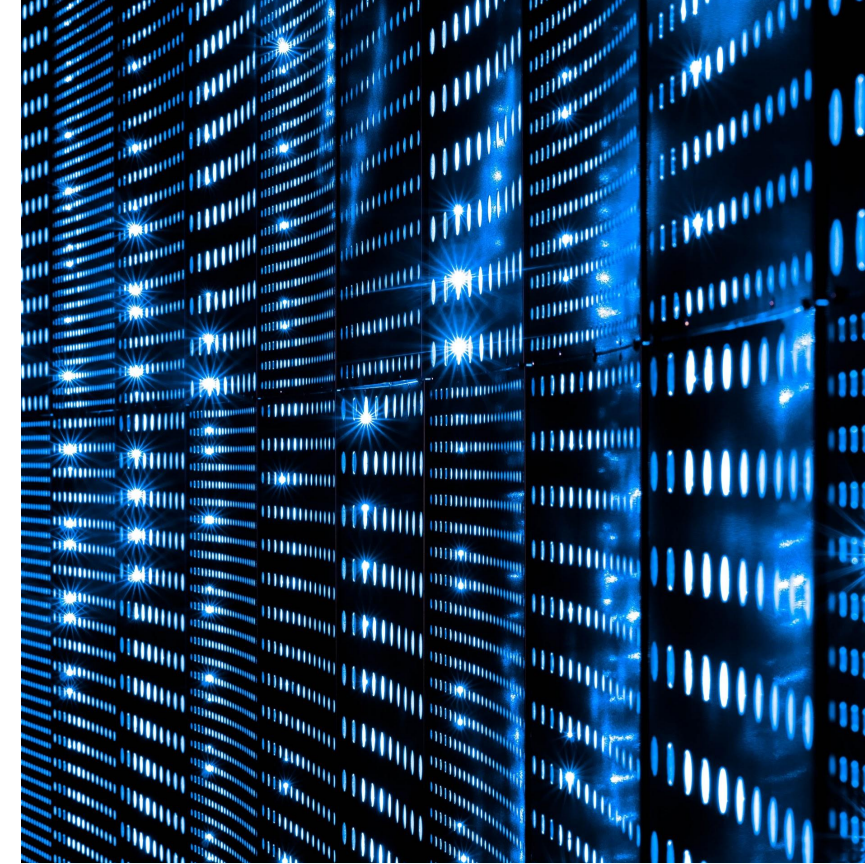
Based in Brazil TB4U Tecnologia offers consulting, deployment, and integration services to different vertical markets.

## Current Network Infrastructure

TB4U Tecnologia deploys 90% Open Mesh hardware in their network infrastructure –particularly the A42 model and Intelbras AP 1350.

The **Open Mesh A42** is a 2x2 universal 802.11ac Wave 2 cloud-managed WiFi access point, with concurrent 2.4GHz and 5GHz radios. It comes with MU-MIMO technology, and 1100 Mbps high-speed wireless transmission rate. This device is ideal for indoors and outdoors environments as it supports a high volume of simultaneous users, making it perfect for high-density deployments.

The **Intelbras 1350 AC** is a high-speed dual-band 802.11ac Wave2 MU-MIMO that offers speeds of up to 1350 Mbps for connected customers, with high capacity, supporting up to 350 concurrent users with stability, security, and long-range Wi-Fi. The AP 1350 AC offers a high-performance Wi-Fi connection, for high-density indoor environments, like large companies and events.



*"We chose OpenMesh at the time, as it is a 100% Cloud solution, easy to manage and install. Having a single centralized point of the entire management of all available Wi Fi networks.*

*It had all the features we needed."* **Camila Goulart, Sales Director, TB4U Tecnologia.**

# The challenges of a full network stack, with one vendor

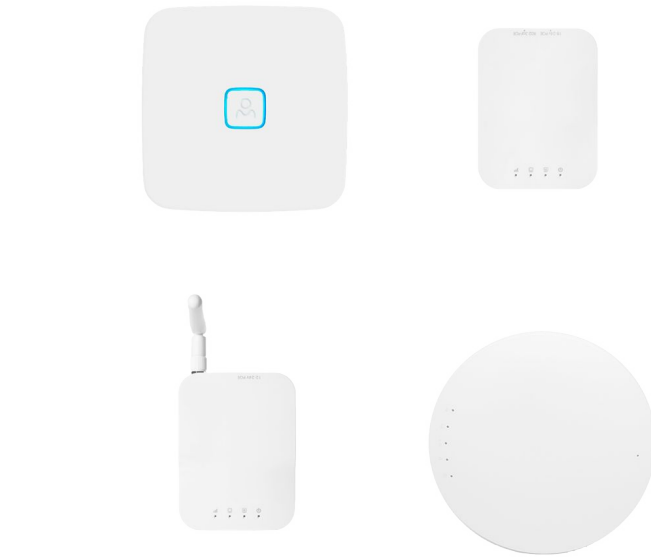
For TB4U Tecnologia, the choice of deploying networks using Open-Mesh devices, at the time, was influenced by the fact that Cloudtrax, the operating system that currently works with Open Mesh hardware, was 100% cloud, easy to manage, and easy to install.

However, a couple of years after the Datto company acquired Open Mesh, it officially declared the Open-Mesh device line would reach end-of-life by December 2021. This decision posed a challenge for TB4U Tecnologia, which now needs to find an alternative for their existing network deployments.

The problem when customers rely their network infrastructure on vertically-integrated solutions is the impossibility of scaling horizontally, as mono vendor stacks are closed and are inflexible enough to adapt quickly to market changes.

The team at TB4U Tecnologia is facing four main challenges:

1. **Multiple networks with Open Mesh and Intelbras access points** are managed through different platforms.
2. **Low scalability** because of the different systems. Even though the systems work similarly, they are not interoperable.
3. The **current set of platforms is unable to manage the entire network** infrastructure.
4. **Locked-in with Open Mesh devices** as the line of devices approaches the end-of-life. Datto offers Open Mesh users the alternative to migrate to their platform, but this comes with exponential costs.



## A deal-breaker

The situation for TB4U Tecnologia became even more complicated when the team updated some configurations in the cloud, and the entire Open-Mesh network went down.

Unfortunately, the Cloudtrax customer support received did not meet their expectations, not even before the official expiration date. The customer support feedback would always arrive late and would not provide any potential solution to their problems.



# Giving a second life to an existing Open Mesh network

TB4U Tecnologia what essentially needed was **an alternative that would allow them to extend the life of their Open-Mesh devices** and manage multiple access point brands from a single platform while keeping costs down.

Tanaza, thanks to its **vendor-agnostic approach**, allowed TB4U Tecnologia to migrate their Open-Mesh networks to Tanaza without having to dismantle the entire network infrastructure. Consequently, saving around 80% on costs compared to deploying the network from scratch.

Now, the team at TB4U Tecnologia can configure, manage and control unlimited networks and organizations with multi-brand access points from a single dashboard. Make the most of Tanaza's integration with Classic Hotspot and third-party hotspot solution providers.

## The Approach

With the end of the Open-Mesh technology support, TB4U Tecnologia needed to find an alternative for the network infrastructure in terms of costs and management interoperability.

The alternatives for TB4U Tecnologia were two: either to migrate to Datto's system with huge expenses not foreseen at the beginning, or to tear down all the existing infrastructure, replace it entirely with Aruba Networks brand-new devices, and deploy the network from scratch. However, the latter was immediately discarded because it would mean losing all the Open-Mesh hardware resources.

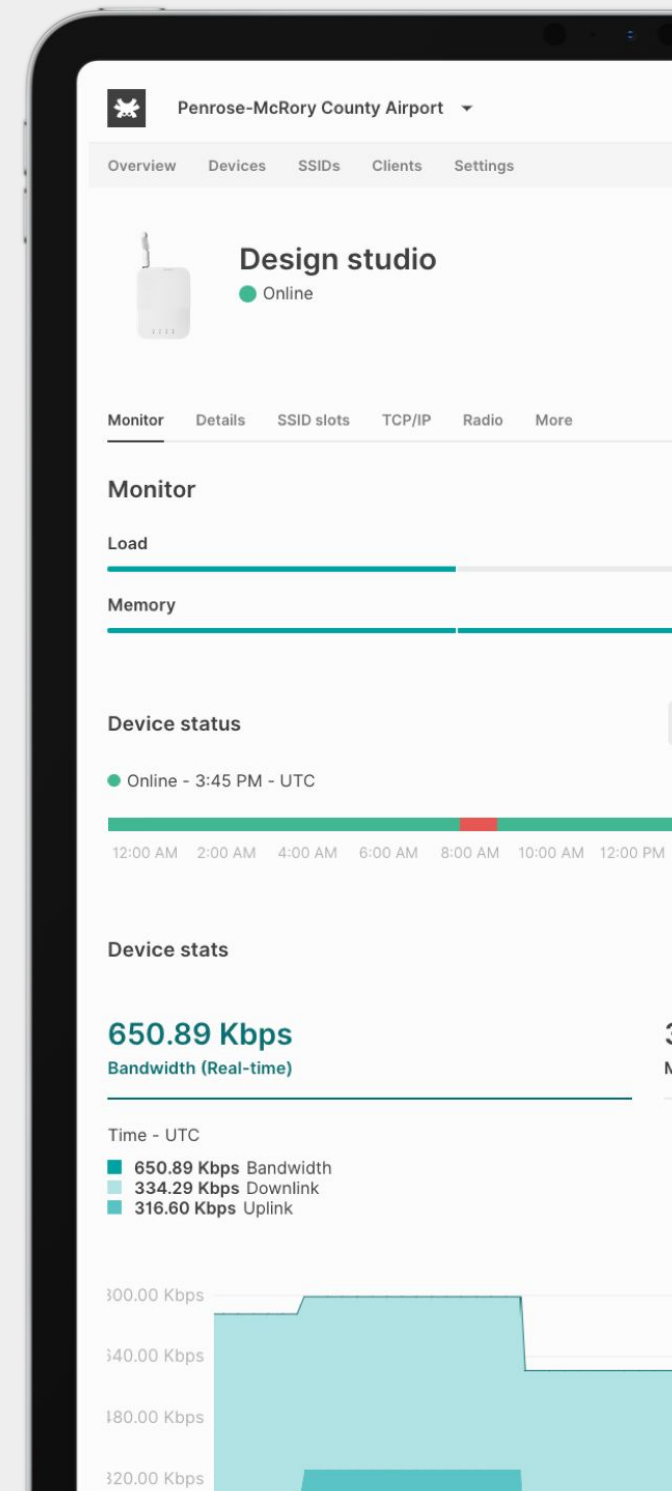
However, TB4U Tecnologia found a third alternative, a solution compatible with the Open-Mesh access points already deployed and also interoperable with Intelbras devices.

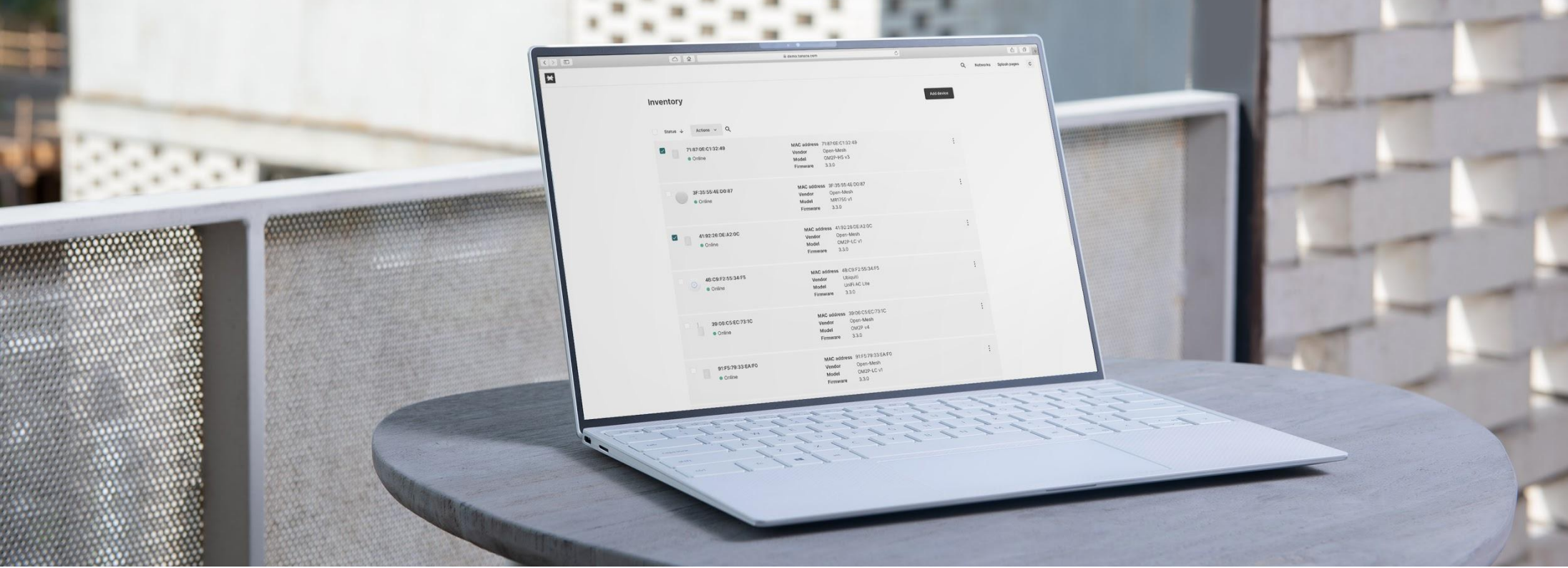
*"Tanaza emerged as the future solution: cloud management software, from a single dashboard, with easy-to-install integrations and an external captive portal. Everything we needed was there." Camila Goulart, Sales Director, TB4U Tecnologia.*

# Open Mesh networks managed with Tanaza

TB4U's favorite features from Tanaza:

- The possibility of using an **external Captive Portal** on more than one SSID and using customized splash pages. TB4U Tecnologia can now easily create, configure, and utilize up to 8 WiFi SSIDs per access point. Customers can use external splash pages and enable multiple SSIDs with splash pages on each access point.
- **Bandwidth consumption per SSID** showing the client's total consumption, both in download and upload. Users also can turn on and off the bandwidth limit per SSID with the **Enable/Disable option**. This feature is essential in Latin American countries, as mobile connectivity is usually quite expensive and users rely on WiFi mostly. TB4U tecnologia can control the client's access to the SSID, limit data consumption and the number of concurrent clients connected per access point.
- Manual or automatic **selection of radio bands** (2.4 GHz, 5 GHz) on SSID's. When creating an SSID, users can decide if it's transmitted on the 2.4 GHz band, the 5 GHz one, or both - that is the default option. Users can choose which wireless band will be used to connect clients. A simultaneous dual-band device broadcasts a separate 2.4 GHz and 5 GHz frequency at the same time, giving users two frequencies to choose from when doing the network setup. With Tanaza, users can assign the same SSID to both bands, so the access point only sees a single network, even though both bands are operating.
- TB4U can control the frequencies' usage according to the network's coverage area and speed with this option and the ability to view whether the **APs are off or on**. All APs automatically apply a Network-Wide configuration in the network, and admins can change it only once through the dedicated section. Furthermore, Tanaza has zero-touch provisioning which has become a top feature given the current pandemic situation. The zero-touch feature allows users to troubleshoot, reprogram APs,, resolve potential issues, avoid going on-site, and manage everything remotely, from a smartphone, tablet, or computer.





# A smart solution for cloud-native network management compatible with Open Mesh hardware

Tanaza is a 'Plug & Play' solution that allows you to manage all WiFi networks' access points remotely. The platform enables you to install, configure and monitor hundreds of APs via the cloud quickly, thanks to an intuitive web interface accessible from computers, tablets, and smartphones. Tanaza has multi-vendor compatibility with well-known brands, such as Ubiquiti, MikroTik, LigoWave, TP-link, Comfast, Amer Networks, and its line of Cloud-managed Tanaza Powered Devices.

Tanaza is compatible with the most popular Open Mesh devices on the market. It is also possible to develop compatibility on demand for medium and large deployments. Suppose in the future, you want to add more devices to the existing infrastructure. In that case, it will still be possible to manage all the devices from a single dashboard.

# Tanaza

## The cloud-based WiFi management platform

Tanaza offers multiple functions and features that allow to significantly reduce the configuration and installation times of even complex WiFi networks.

### **Centralized configuration**

Tanaza increases efficiency, enabling users to configure, manage, and monitor from one single platform multiple WiFi organizations and networks, access points, SSIDs, and clients.

### **Remote monitoring**

Monitor WiFi networks and control access points remotely. Tanaza enables users to monitor the WiFi network's performance indicators thanks to real-time statistics, both at the WiFi network and access point level.

### **Multi Tenancy**

Tanaza offers multi-tenant and role-based administration capabilities to monitor and manage multiple organizations and WiFi networks.

### **Zero-touch provisioning**

Remotely configure networking devices and send them pre-configured to the customer's premises for installation. Provision and manage devices efficiently.



### **With Tanaza, you can:**

- Avoid going on-site. No hardware controllers are required.
- Easily migrate from CloudTrax/Datto to Tanaza, thanks to the auto-provisioning system and cloud configuration.
- Save on unexpected costs by extending the life of Open Mesh devices.
- Make the most of the upgrade functions and add new hardware to the infrastructure, as Tanaza works with multiple hardware vendors.
- Access a wide variety of educational materials and online troubleshooting support.
- Use the splash page editor to customize the splash pages.
- Have a constant update of the operating system to provide turnkey solutions, vulnerability patches, security, and stability.

*"Tanaza allowed us to continue following our strategy of having the entire WiFi solution managed in the cloud after Datto acquired Open Mesh and announced the end of support for Open Mesh customers.*

*The Tanaza solution gave us the chance to take advantage of the existing infrastructure in use, and the hardware from different manufacturers all handled with single management software."* **Camila Goulart, Sales Director, TB4U Tecnologia.**

**tanaza**

**www.tanaza.com**  
**app.tanaza.com**  
**support.tanaza.com**  
email: **sales@tanaza.com**

**Try Tanaza**

**Start a free trial**