NETGEAR®

NETGEAR® Insight vs Ubiquiti Unifi

Competitive Summary

ECOSYSTEM

- **TRUE CLOUD** – NETGEAR Insight is a true cloud solution meaning, unlike Unifi, the customer out of the box can discover, setup, and manage with the app. No controller software to install, no cloud keys to purchase and install, no never-ending cloud management required just to make the devices work.
- **LOWER TCO** – The TCO over a 3 or 5 for an Insight based solution is significantly lower than that of a Ubiquiti in many scenarios.
- **FASTER NOTIFICATIONS** – NETGEAR Insight is quicker to notify the end user of any warnings; oftentimes a notification is pushed to the app within 30 seconds of a device disconnecting. Unifi devices have a longer heartbeat interval and devices need to fail two consecutive heart beats before being determined as down. This can push the notification window to upwards of 6 minutes before the end user is notified of the issue.
- **NETWORK STORAGE** – NETGEAR Insight can monitor NETGEAR ReadyNAS devices while Unifi does not have any NAS products. On the flip side, Unifi does have a gateway device QSG while Insight does not.
- **PEACE OF MIND** – With 22 years of building products for business networks NETGEAR Insight products are built with higher quality materials and are backed by renowned support and a 5-year hardware warranty compared to only 1 year for Unifi devices.

SWITCHES

- **ADVANCED L2 FEATURES** – NETGEAR Insight Managed Smart Cloud switches are true Smart Switches, with full Advanced L2 features; not just "lightly managed web" switches. For example: Insight switches support QoS and Unifi ones do not. QoS can greatly benefit voice traffic in VoIP deployments.
- **POE POWER BUDGETS** – Unifi PoE switches use deceptive marketing when stating their PoE power budget. An example of this is the US-8-150W: The 150W is the max wattage that the switch consumes and NOT the PoE budget as it eludes to in the product name. The real PoE budget for that switch is 130W.
- **RELIABILITY** – NETGEAR Insight Managed Smart Cloud switches can operate up to 45°C temperature; Ubiquiti devices FAIL at 40°C, which means good luck if they're mounted in a rack or switching closet.

SWITCH COMPARISON MATRIX

	NETGEAR GC110	UBIQUITI US-8	NETGEAR GC110P	UBIQUITI US-8-60W	NETGEAR GC510P	NETGEAR GC510PP	UBIQUITI US-8-150W
Estimated Price (US)	$130	$99 + $80 cloud key or cloud controller subscription $199/yr	$190	$109 + $80 cloud key or cloud controller subscription $199/yr	$250	$330	$199 + $80 cloud key or cloud controller subscription $199/yr
# of PoE Ports	0	0	8	4 + 1 PD/ pass-thru	8	8	8
PoE Standard	n/a	n/a	802.3af (15.4W)	802.3af (15.4W)	802.3at (30W)	802.3at (30W)	802.3at (30W)
PoE Power Budget	n/a	n/a	62W	48W	134W	195W	130W
Switching Features	• VLAN • QoS • Link Aggregation • IGMP Snooping • Rate Limiting	• VLAN • Link Aggregation • IGMP Snooping	• VLAN • QoS • Link Aggregation • IGMP Snooping • Rate Limiting	• VLAN • Link Aggregation • IGMP Snooping	• VLAN • QoS • Link Aggregation • IGMP Snooping • Rate Limiting	• VLAN • QoS • Link Aggregation • IGMP Snooping • Rate Limiting	• VLAN • Link Aggregation • IGMP Snooping
Warranty	• 5 Year Warranty • 5 Year NBD Replacement	• 1 Year Warranty	• 5 Year Warranty • 5 Year NBD Replacement	• 1 Year Warranty	• 5 Year Warranty • 5 Year NBD Replacement	• 5 Year Warranty • 5 Year NBD Replacement	• 1 Year Warranty
NETGEAR Advantage	• Remote/cloud full app management included out of the box • 2 SFP fiber ports • Supports QoS • Better warranty • Lower TCO		• Remote/cloud full app management included out of the box • Higher PoE Budget • 2 SFP fiber ports • Supports QoS • Lower TCO • Better warranty		• Remote/cloud full app management included out of the box • Higher PoE Budget • 2 SFP fiber ports • Supports QoS • Better warranty • Lower TCO		

For More Information: **http://www.netgear.com/Insight**

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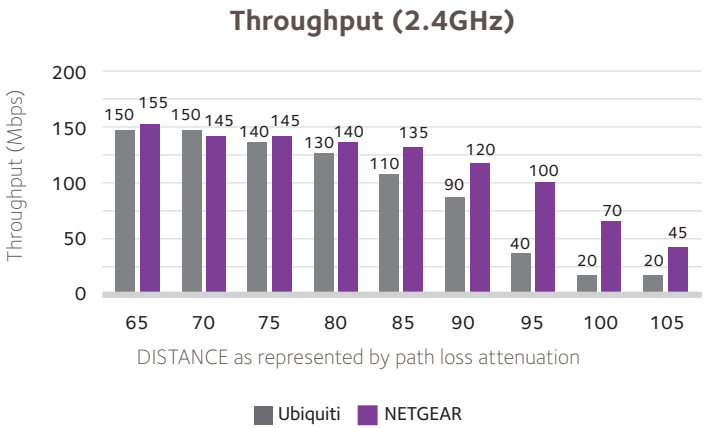

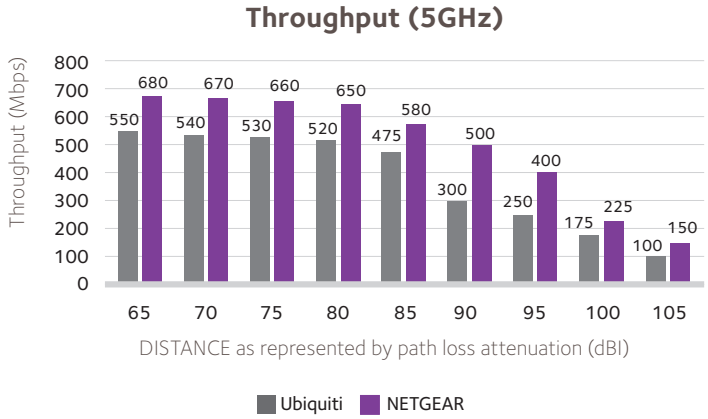

WIRELESS

- **PERFORMANCE** – Internal tests show that the Insight managed WAC510 has a significant performance advantage for each frequency band compared to the Ubiquiti. It shows a 20% advantage of average throughput over a short range (80 to 95 dB), and 200% over mid-range (90 to 100 dB) **and 1000% over long ranges (greater than 105 dB)**!
- **POWER OVER ETHERNET** – NETGEAR Insight APs and PoE switches follow 802.3af and 802.3at standards. Some of the Unifi APs and PoE switches use 24V Passive PoE which do not work with most PoE devices outside of the Unifi ecosystem.

WIRELESS ACCESS POINTS COMPARISON MATRIX

	NETGEAR WAC505	UBIQUITI UAP-AC-LITE	NETGEAR WAC510	UBIQUITI UAP-AC-LR
Estimated Price (US)	$89.99	$89.00 + $80 cloud key or cloud controller subscription $199/yr	$99.99	$109.00 + $80 cloud key or cloud controller subscription $199/yr
802.11AC Standard	Wave 2	Wave 1	Wave 2	Wave 1
2.4 GHz Speed	300 Mbps	300 Mbps	300 Mbps	450 Mbps
5 GHz Speed	867 Mbps	867 Mbps	867 Mbps	867 Mbps
T x R	2 x 2	2 x 2	2 x 2	2 x 2
PoE Mode	802.3af PoE & 802.3at PoE+	24V Passive PoE	802.3af PoE & 802.3at PoE+	24V Passive PoE
Ethernet ports	1 x 1G	1 x 1G	2 x 1G	1 x 1G
Router Mode	No	No	Yes	No
Warranty	• 5 Year Warranty • 5 Year NBD Replacement	• 1 Year Warranty	• 5 Year Warranty • 5 Year NBD Replacement	• 1 Year Warranty
NETGEAR Advantage	• Remote/cloud full app management included out of the box • Wave 2 vs Wave 1 • Has MU-MIMO • Uses IEEE PoE standards rather than 24V Passive PoE (not common) • Better wireless performance based on in-house testing • Lower TCO cost • Can function as standalone AP • Better warranty		• Remote/cloud full app management included out of the box • Wave 2 vs Wave 1 • Has MU-MIMO • Uses IEEE PoE standards rather than 24V Passive PoE (not common) • Better wireless performance based on in-house testing • Lower TCO cost • Can function as standalone AP • Can function as router • Better warranty	

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