



## Aiston Consulting Ltd

Aiston puts AirMagnet into Action

### Background

**Aiston Consulting**

The functionality of wireless networks in addition to the lower implementation costs is extremely attractive to businesses. Organisations are beginning to deploy wireless local area networks (WLANs) but with this, the security risks must be recognised.

Aiston Consulting realised that businesses are now acknowledging the need for proper security and management of WLANs. Without tackling these issues businesses can encounter huge problems especially in terms of asset exposure and cost of security breaches. Even companies that are not interested in a WLAN need to be aware of rogue installations. Aiston Consulting wanted to do the homework for businesses and it was critical to Aiston to find the right tool to do this. In order for Aiston Consulting to provide the best performance they required a broad tool for simple, accurate wireless network performance analysis, troubleshooting, project management and quick security assessment.

### Organisation

Aiston Consulting provides a wireless consultancy service to a large variety of businesses, including blue chip, multi-national companies. Working closely with clients, Aiston delivers the business benefits of wireless technology whilst managing the wireless security risks.

Philip Aiston - Managing Director, is a full member of the Institution of Electrical Engineers (IEE) and the Association for Project Management (APM).

### Requirement

The solution for Aiston Consulting was fundamental to the business and so the best solution was crucial. Aiston needed to be able to walk into a business and physically see the problem, analyse it, detect security vulnerabilities and report back to the customer.

The main requirements were focusing on security assessment and network performance issues, but Aiston also needed a full solution with a complete range of features to effectively deliver a professional consultancy service.

"AirMagnet is THE best tool on the market...it's an excellent analysis tool because of its easy operation, breadth of features and functionality. Quite simply, I could not run my wireless consultancy without it"

Philip Aiston  
Managing Director  
Aiston Consultancy Ltd





## The Solution

Aiston Consulting had been working closely with GSS who introduced the solution - AirMagnet. This was the only product that delivered the breadth of functionality, including both security and performance testing, that was sufficient to meet the needs for the wireless management services at Aiston.



Aiston utilises several of the products in the AirMagnet suite. Specifically, Aiston uses both AirMagnet's Laptop and Reporter tools which provides everything they rely on to provide their consultancy service. In addition to its security capabilities, the AirMagnet Laptop provides performance management, detailed expert advice, a connection troubleshooting suite, site surveys and a complete set of network diagnostics.

The Laptop solution allows Aiston to save and export their troubleshooting sessions for analysis with the AirMagnet Reporter - a fundamental part of the consultancy service.



- **Ease of use** Aiston can quickly and easily walk into a business, analyse their wireless network with the AirMagnet Laptop and report back to the IT staff with the use of AirMagnet Reporter.
- **Flexibility** Aiston can now solve the problems that are critical within its customers' wireless networks. They can get the data that's most useful, with the control and flexibility to access the level of information and detail they need, where they need it, when they need it.
- **Functionality** The solution provided Aiston with a wide array of tools, from all the tools needed to assess security and actively test wireless networks, to monitoring the underlying causes of performance problems.

"AirMagnet's functionality meets my requirements for both security and performance....I feel very positive about the product and it has all my confidence"

Philip Aiston  
Managing Director  
Aiston Consultancy Ltd

## The Future

AirMagnet with its functionality and ease of use has helped Aiston Consulting to successfully provide a wireless consultancy service. Aiston are now looking to implement more of the AirMagnet suite of products and in turn be able to add further services to its consultancy.

GSS has worked closely with Aiston Consulting and has provided training on the AirMagnet product to aid in the provision of their service. Also, GSS has helped educate Aiston Consulting on the issues surrounding the wireless world throughout the training.

