KEY FEATURES

- WiFi 6 Dual Band AX3600 Access Point, up to 2.4Gbps in 5GHz band and 1.2Gbps in 2.4GHz.

- High Performance – Get 8 streams of WiFi 6 and speeds up to 3.6Gbps.

- Multi-Gigabit Speed and PoE – Includes a 2.5Gbps Ethernet port with PoE for high speed and easy wiring (Ideal switches to power WAX620 are GSM4210P, MS510TXPP and MS510TXUP).

- Faster and more reliable WiFi due to higher through-put and more coverage with the use of both 2.4GHz and 5GHz bands simultaneously.

- Insight cloud remote monitoring and management, eliminating costly physical controllers.

- Ideal for high-density WiFi environments, supported by robust and seamless roaming between a large number of WAX620 and other NETGEAR Business WiFi APs.

- Greater Capacity and Battery Life – Enjoy 4x more connection capacity than WiFi 5 with improved efficiency for longer device battery life.

- Improved capabilities in audio/video systems thanks to reduced latency with OFDMA upstream and downstream.

- WiFi in crowded areas will see increased performance due to OFDMA's control and MU-MIMO down and uplink transmissions.

- Large environments with multiple Access Points can have less signal interference due to transmit beamforming.

- Elegant and slim ceiling mount design, easy installation.

- WAX620 is compatible with all the other NETGEAR Insight Managed Wireless Access Points and with earlier generation WiFi devices.

- Dual-band Wireless Mesh – Wire-free installation with other WAX610, WAX610Y, WAC540 or WAC564. One of the bands is then shared between the wireless backhaul and the devices. Easily configured and deployed with NETGEAR Insight or through the device GUI.

- Market-leading 5-year warranty and next-business-day replacement.

WHY SHOULD YOU CARE?

- The WAX620 offers customers and employees the best WiFi with higher speeds, less congestion, higher device density and better battery life for WiFi 6 smartphones.

- Backwards compatible with WiFi 4 (IEEE® 802.11N) and WiFi 5 (IEEE 802.11AC) standards.

- Up to 40% higher speed for every client device.

- Handle 4x more client devices per unit (when all devices support WiFi 6).

- Dual band 4-stream. Each unit is capable of delivering 3.6Gbps of data throughput.

- Dual band mesh provides a wire-free wireless backhaul with other WAX630, WAX620, WAX610, WAX610Y, WAC540, and WAC564.

CONVERSATION STARTERS

- How is your current WiFi infrastructure handling high-density client device environments?

- How is your current WiFi/Wired infrastructure configured?

- How are you managing your customers' WiFi network equipment?

WHAT ARE THE WEAKNESSES?

1: What makes the WAX620 better than the WAX610?

Reply: The WAX620 is a high-performance dual band 4x4 access point that provides 3.6Gbps of data throughput as the WAX610 comes with a 1.8Gbps of data throughput.

2: There are many 4x4 WiFi 6 access points in the SMB market. What makes the WAX620 stand out?

Reply: The majority of 4x4 access points in the market are either developed for the enterprise market or lacking some popular SMB features. The WAX620 is an Insight managed access point that provides the capability to mesh and work in parallel with previous Insight managed access points. The WAX620 also provides the same Secure WiFi Zone in earlier access points that many other vendors do not support.

WHAT PROBLEMS DOES WAX620 SOLVE?

- PREMIUM WIFI 6 PERFORMANCE & COVERAGE – Get wireless coverage for small-to-medium businesses with AX3600 speed (dual band up to 1200+2400Mbps).

- COMPATIBILITY & FUTURE-PROOF – WiFi 6 (802.11 AX) is backward compatible with WiFi 5 (802.11 AC) and earlier generation devices. WAX620 is also compatible with all the other NETGEAR Insight Managed Wireless Access Points.

- IDEAL IN HIGH-DENSITY ENVIRONMENTS – WiFi 6 is designed for lower interference and improved concurrent usage for all WiFi devices.

- SECURE WIFI ZONE – WAX620 provides 8 SSIDs, VLAN per SSID for network isolation, and client isolation with the same SSID.

WHY BUY?

- Best future-proof investment for today's and tomorrow's devices

- Best WiFi 6 access point in the industry for small and medium-sized businesses

- Best price/performance ratio and easy to use

- WiFi 6 supported on both bands for optimal performance throughout

PERSONAE / USE CASES

- SMB Owners – Manufacturing, municipalities/libraries, small suite, microbusinesses, small retail

- Managed Service Provider - Small buildings (e.g. law, dental, optical, healthcare clinics, K-12 schools)

- IT Manager for SMB - Hospitality (e.g. hotels, cafes, restaurants, auto repair shops)

Competitive Analysis

Vendor	NETGEAR	Ubiquiti	Zyxel	CommScope/ Ruckus	Juniper Mist	HP/Aruba	Meraki
Model	WAX620	Unifi 6 LR	WAX610D	R650	AP43	AP515	MR44
Tx and Rx	Dual Band 4x4	Dual Band 4x4	Dual Band 4x4	Dual Band 4x4	Dual Band 4x4	Dual Band 4x4	Dual Band 4x4
LAN Port Speed	1 x 2.5G	1G	1 x 2.5G	1 x 2.5G	1 x 2.5G	1 x 2.5G	1 x 2.5G
Throughput / Frequency	2.4GHz:1200Mbps 5GHz: 2400Mbps	2.4GHz: 600Mbps 5GHz: 2400Mbps	2.4GHz: 575Mbps 5GHz: 2400Mbps	2.4GHz: 574Mbps 5GHz: 2400Mbps	2.4GHz:1148Mbps 5GHz: 2400Mbps	2.4GHz: 575Mbps @2x2 5GHz: 4800Mbps	2.4GHz: 574Mbps 5GHz: 2400Mbps
WiFi Rating / Total Speed	AX3600 (3600Mbps/ 3.6Gbps)	AX3000 (3000Mbps/ 3.0Gbps)	AX3000 (2975Mbps/ 3.0Gbps)	AX3000 (2975Mbps/ 3.0Gbps)	AX3600 (3548Mbps/ 3.6Gbps)	AX5400 (5375Mbps/ 5.4Gbps)	AX3000 (2974Mbps/ 3.0Gbps)
Cloud Management	Insight, 1-year Insight Premium free for individual users. $9.99 per AP per year after 1 year	UniFi, managed by Cloud Key Gen2 ($179) or Dream Machine ($299)*	Nebula, 1yr Free (1yr $35)	Ruckus Cloud, 1yr $95.00	Mist Cloud, 1yr $142.50	Aruba Central, 1yr $62.00	Meraki, 1yr $100.05
TCO for 3yrs	$249.97	$278 with Cloud Key or $398 with Dream Machine	$404.99	$1,114.79	$1,933.50	$1,163.50	$1080.14
Warranty	5 Year	2 Year	2 Years	1 Year	Limited Lifetime	Limited Lifetime	1 Year

WHY WOULD YOU BUY THIS FROM NETGEAR?

- Insight managed through the cloud portal or app and in addition to a free 1-year premium Insight subscription.
- NETGEAR business APs are easy to configure and install.
- Provides an industry-leading 5-year warranty.
- NETGEAR Wireless business APs are built with the fastest wireless standards available.

STRENGTHS AGAINST COMPETITORS

- With Insight management, WAX620 works seamlessly with your current NETGEAR Insight managed switches, WiFi access points and network storage.
- The WAX620 is compatible with all the other NETGEAR Insight Managed Wireless Access Points and with earlier generation WiFi devices.
- The WAX620 includes a 2.5Gbps LAN port for 2.5x the wired speed of typical Gigabit Ethernet port for LAN or faster Internet.
- Dual band mesh provides the capability to create a wire-free wireless backhaul with other WAX630, WAX620, WAX610, WAX610Y, WAX540, and WAC654.
- WAX620 provides a secure WiFi with 8 SSIDs, VLAN per SSID for network isolation, and client isolation with the same SSID.

Note: Prices may vary and are subject to change. Information gathered from companies' websites at the time of publication. Information submit to change and not binding.

*If cloud management is required without the use of a cloud key or dream machine, the user will need to subscribe to a 3rd party UniFi cloud hosting services.

** $14.99 per AP per year for Insight Pro. Insight Pro is recommended for for multi-account operators such as managed service providers.

For more information on NETGEAR WAX620 visit: **https://www.netgear.com/au/business/products/wireless/**