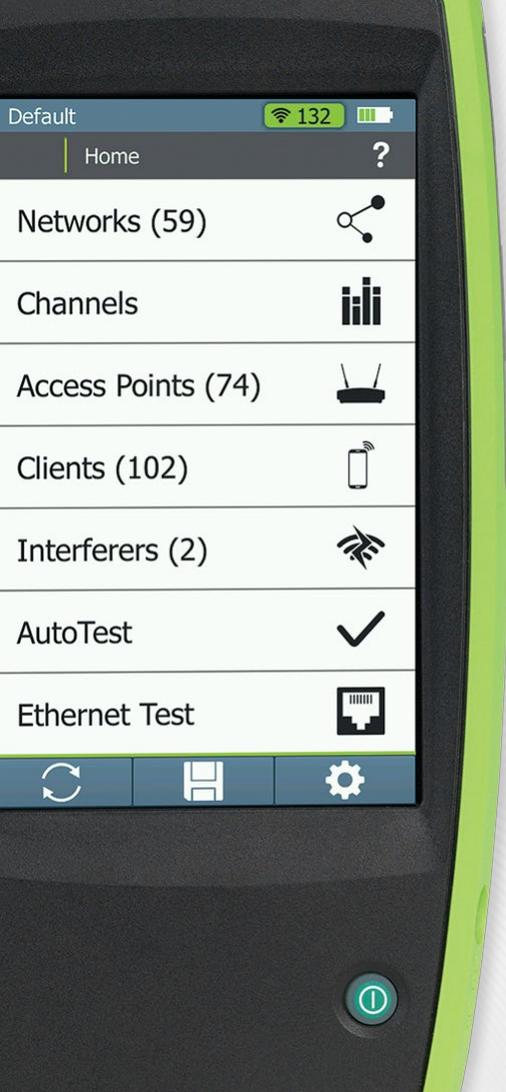


 netAlly®

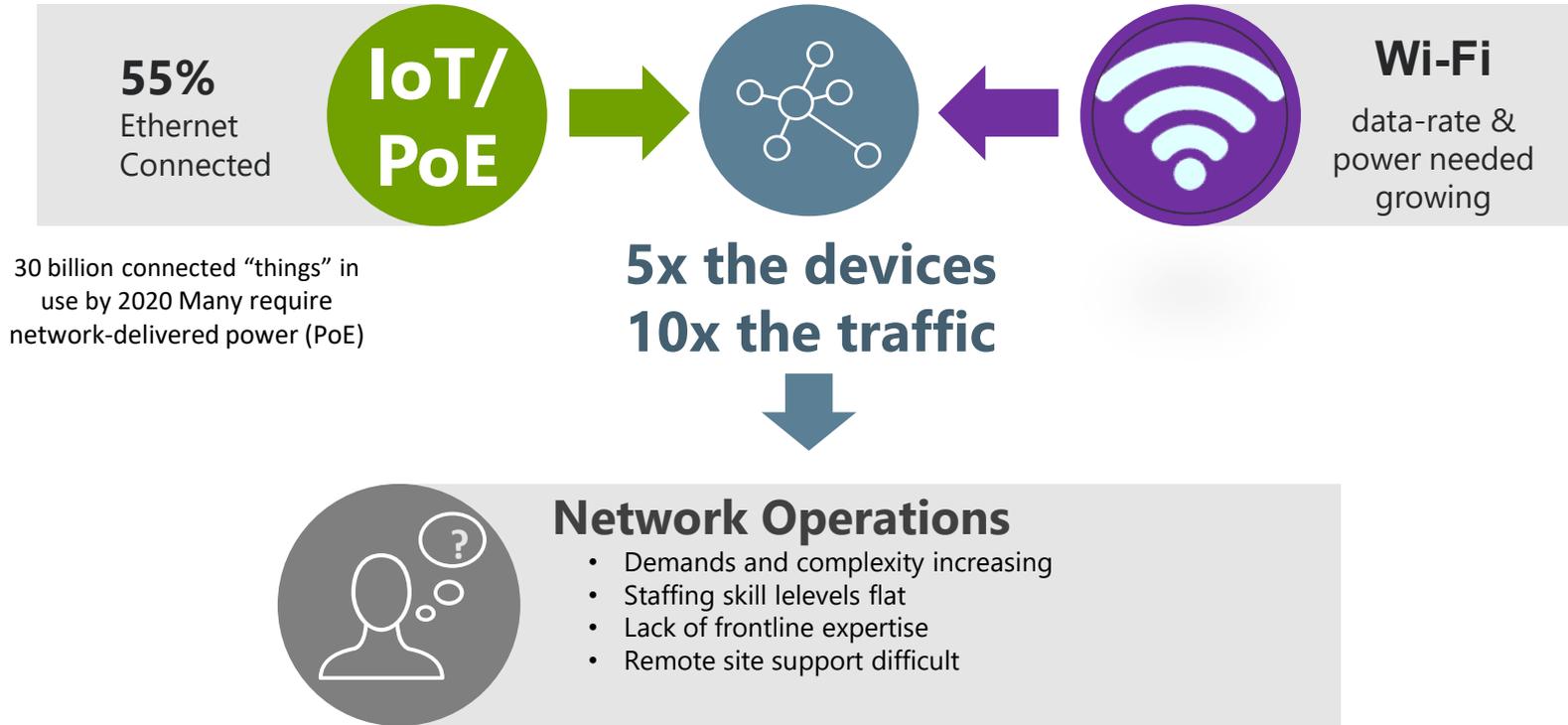
The logo for netAlly features a green Wi-Fi symbol on the left, followed by the text 'netAlly' in a sans-serif font. 'net' is in dark grey, and 'Ally' is in green. A registered trademark symbol (®) is located to the right of the 'y'.



# LinkRunner G2 Smart Network Tester

Product Overview and Essential Sales Enablement

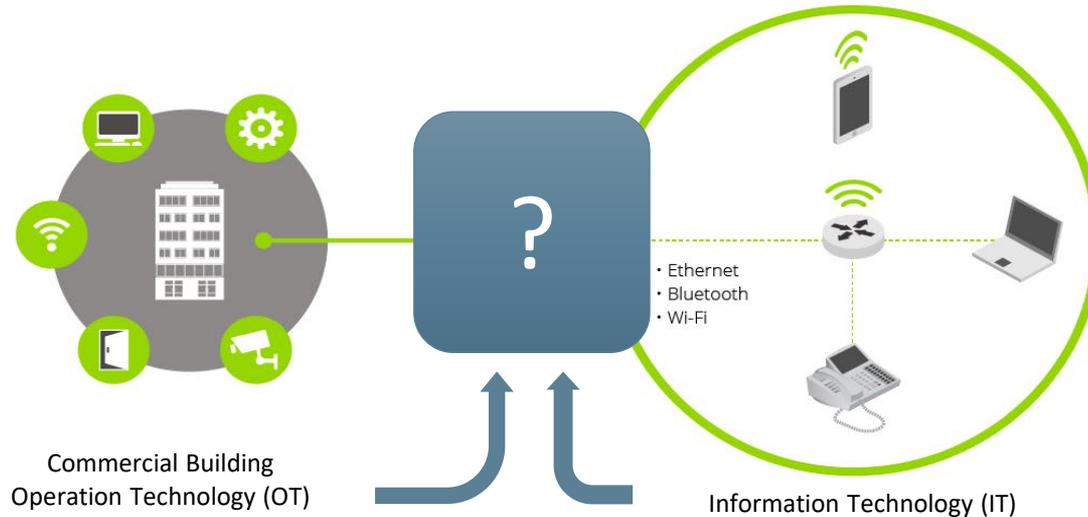
# Growing demands on access networks



# Challenges of IT and SI teams

Need to address the widening gaps when the OT and IT technologies converge

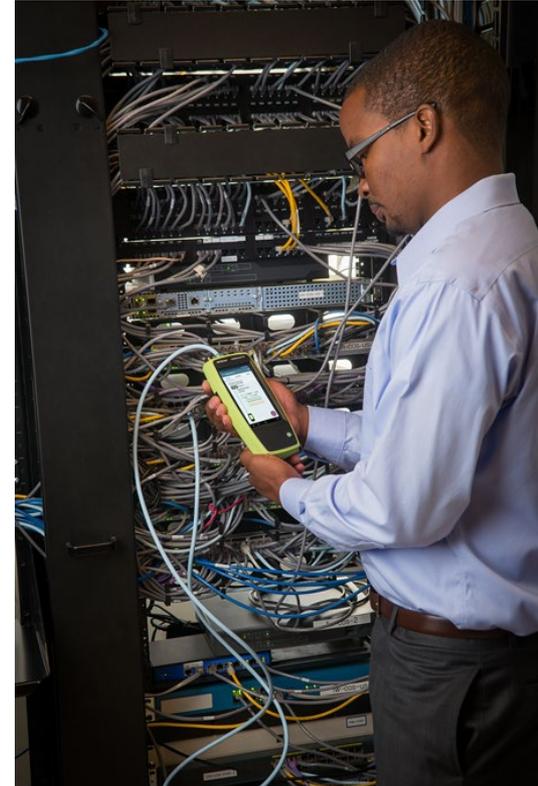
- **Skill gap:** Installers and maintainers lacks skills and knowledge.
- **Tool gap:** Accomplish more with fewer tools to reduce training and management complexity.



# Concerns of Network Engineers

## Network Engineers want to improve the efficiency of their team of network technicians:

- Reduce the number of call-backs – networks are getting more complex, with PoE & VLANs, but are not properly validated ...
- Reduce the number of case escalations – field technicians lack the skill and tool to troubleshoot and isolate problems between cable, device, network, and configurations
- Difficult to prove satisfactory job completion, and avoid finger-pointing
- Reduce the cost of operation – number of tools and training needed to sustain operation



# WHAT IS NEEDED...



**Empowering access network teams**



## **Simplicity**

Reduce complexity, ensure consistency



## **Visibility**

Efficient problem resolution



## **Collaboration**

Connecting frontline personnel with remote experts



# LinkRunner G2 Smart Network Tester

- LinkRunner G2 Smart Network Tester simplifies network validation and configuration.
- For organizations challenged by the rapid growth of network-connected devices, this next generation test tool enables network professionals to accelerate deployments and speed problem identification, improving the efficiency and effectiveness of network operations and installation validation.



**Quick, simple and intuitive**

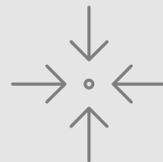


# Common Technician Challenges



**ANSWERS THESE  
QUESTIONS...**

- “Where the cable is connected?”
- “Why is there no power to the device?”
- “Why do I have to take the long walk to the wiring closet?”
- “Why is there no internet?”
- “Why is the application slow?”
- “What test should I run to solve this problem?”



**...QUICKLY AND EASILY  
GET TO ROOT CAUSE**

- Mis-configured switches or clients
- PoE issues
- Cabling issues
- Client authentication issues
- IP address provisioning issues
- ISPs do not meet SLA
- Intranet congestion

**Make this quick and simple**

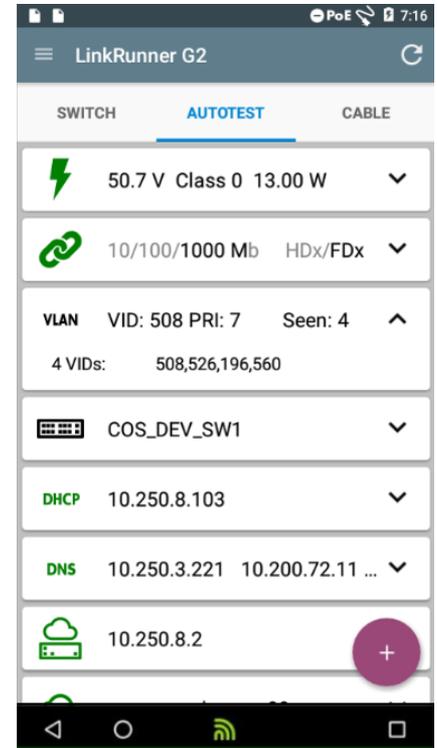


# Key LinkRunner G2 Use Cases

## Empower technician and simplify workflow for network validation and troubleshooting:

- Easily validate deployment of networks (PoE, VLANs) and minimize call-backs
- Quickly troubleshoot and isolate between cable, device, network, and configuration issues
- Easily organize results and generate test reports
- Reduce the need for other tools & operation cost

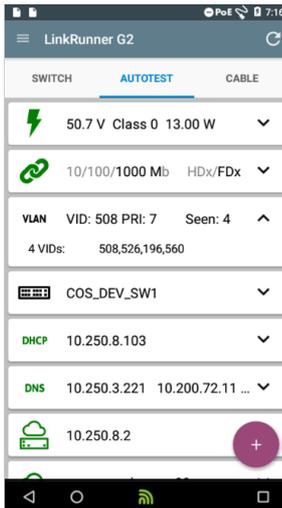
Quick, simple and intuitive



# 1. Too many call backs

## Use Case (Concerns):

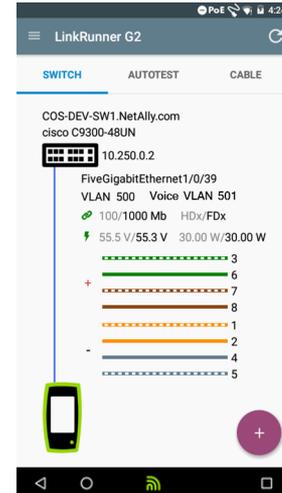
- Using a laptop and cable tester takes many steps. Is there a better way?
- How to quickly verify PoE, VLAN, Link Speed and have it documented?



**AutoTest with VLAN visibility**



**Verify DHCP Options Configuration**

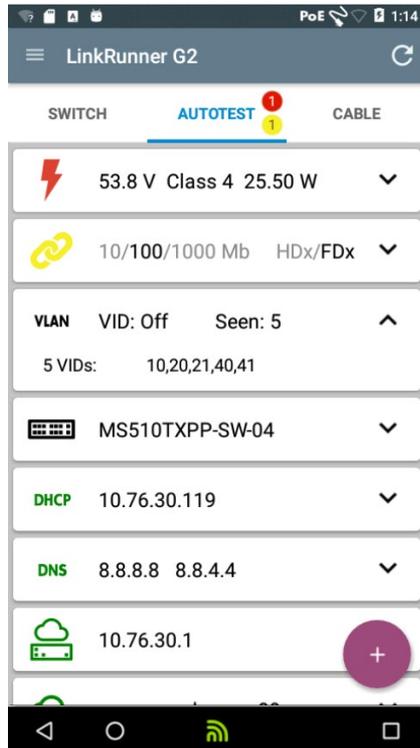


**Switch Test**

simplicity • visibility • collaboration | 10



# 1. Capabilities and Benefits



**AutoTest – Quick, Automated and Complete – empowers novice technician to thoroughly validate and document the network without minimal training**

- Profile available for engineer to pre-define tests to run
- Plug and play with Pass/Fail indicators
- Automatically and functionally test of all aspects of the network
- Integrated workflow to add comment, capture images and screen shots
- Automatic upload results to Link-Live

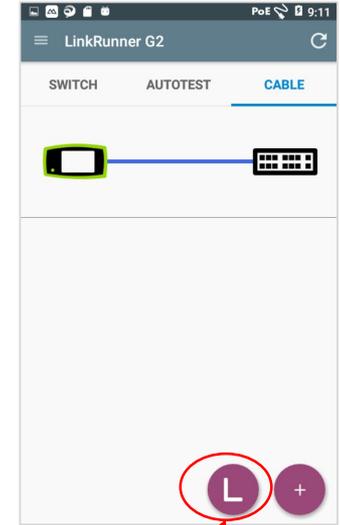
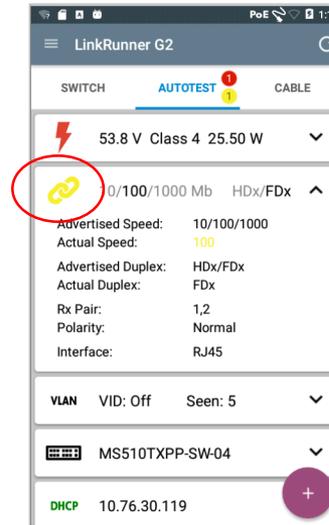
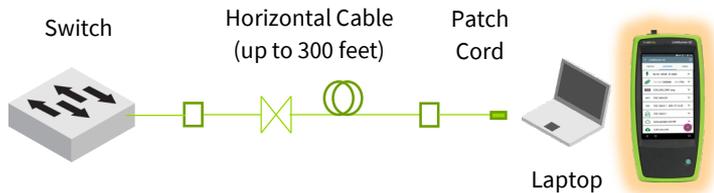


# 2a. Reduce number of case escalations

## Use Case (Concerns):

**Switch is not connected at the highest speed!**

- Can I see link speed with a Laptop?
- Is it connected to the right switch port?
- Do I need to walk to the MDF again to trace the cable?



When no signal detected on pair 45 or 78

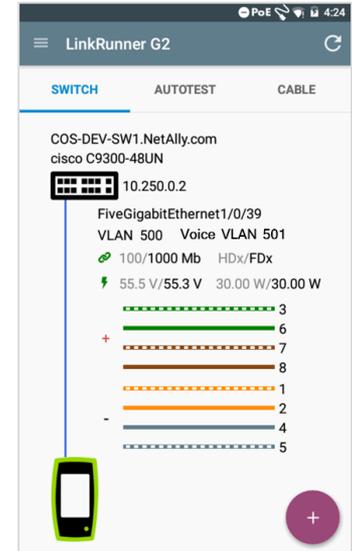
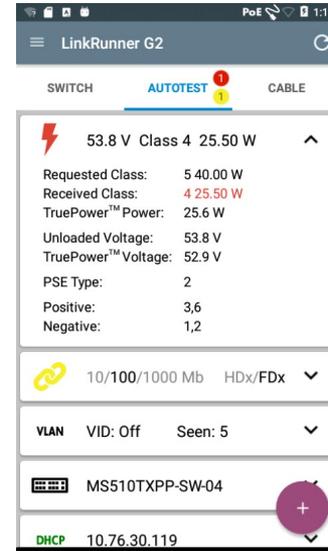
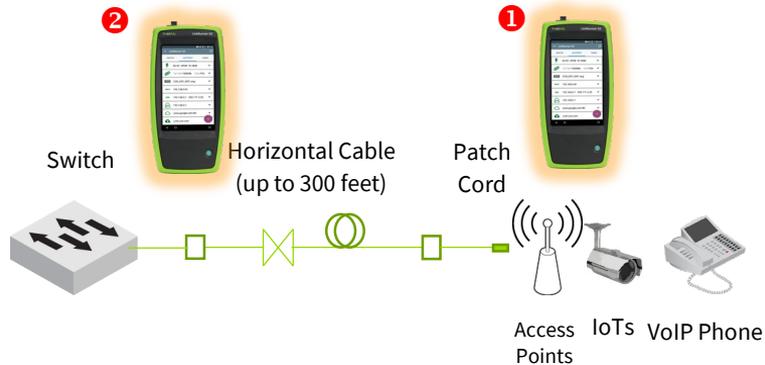


# 2b. Reduce number of case escalations

## Use Case (Concerns):

### PoE cannot deliver the power needed

- The IoT, VoIP phone or AP cannot connect or disconnect intermittently while in use

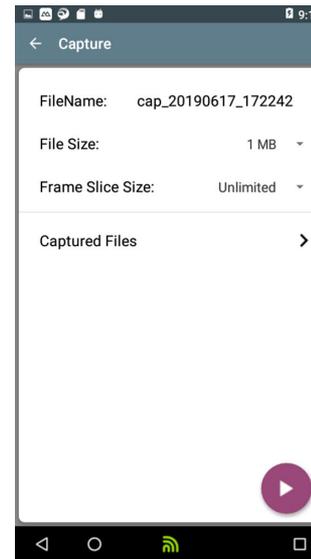


## 2c. Reduce number of case escalations

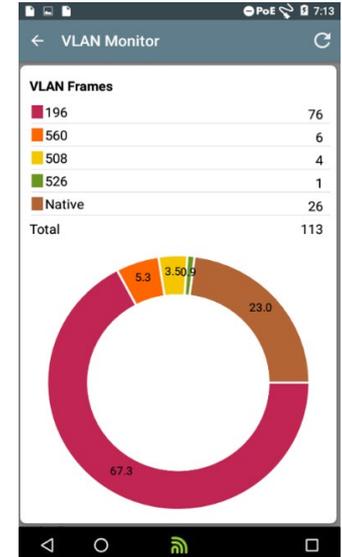
### Use Case (Concerns):

#### Collect evidence for case escalation

- What freeware should I run to collect more information?
- How do I share the information with others during case escalation?



**2GB Packet Capture –**  
capture evidence for escalation



**VLAN Monitor -**  
Trunk link status & configuration  
simplicity • visibility • collaboration | 14



## 2. Capabilities and Benefits

**Integrated troubleshooting provides fast visibility to root cause that turns novice technicians into capable troubleshooters – get more done, faster**

- Conduct most tests at the client side reduces the need to go to MDF side
- Detail analysis is an integral part of AutoTest
- Unique cable test while connected to switch not available with other testers
- Advanced features, such as VLAN Monitor and Packet Capture offer evidence during case escalation with the same tool
- Test results upload to Link-Live as documentation during case escalation to reduce MTTR



### 3. Difficult to prove satisfactory job completion

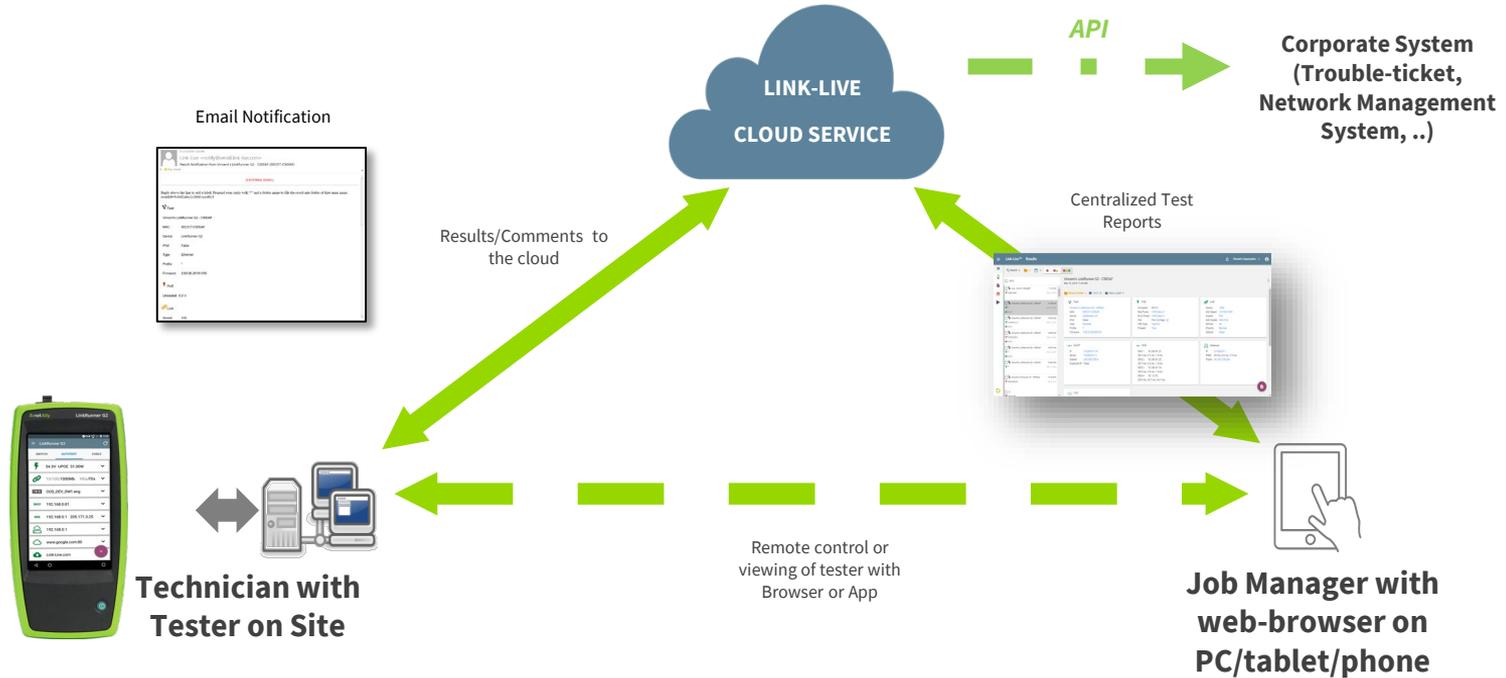
#### Use Case (Concerns):

Manually collecting and documenting information takes too much time to organize!

- Technicians capture the information
  - Use laptop to upload test result
  - Log serial# of devices & where it is connected on a form
  - Use a mobile phone to capture images
- Management receives emails from technicians
  - Must manually organize the data and generate reports



# 3. LinkRunner G2 works with LINK-LIVE to streamline result & report management



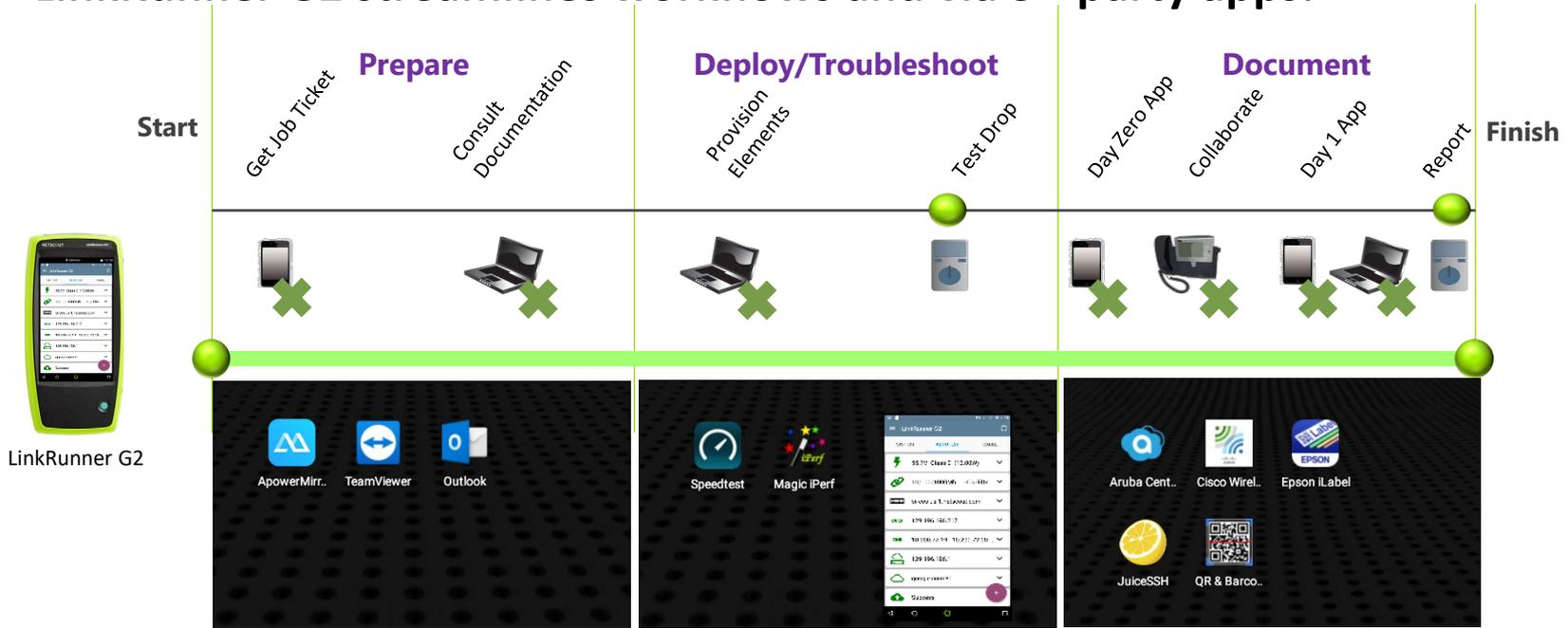
# 4. Reduce operating costs

- **Many tools to carry, many isolated tools to train**
  - Laptop – configure network equipment, documentation, Email, freeware/app/browser to emulate user
  - Phone – call, text, email, configure IoT devices/network equipment...
  - Cable Tester – trace cable, cable open/short/wiremap
  - PoE Tester
  - Network Tester



# 4. Reduce operating costs

LinkRunner G2 streamlines workflows and via 3<sup>rd</sup> party apps:



Android OS and smartphone capabilities turn LinkRunner G2 into a rugged, universal installation and troubleshooting platform for any technician and installer.



# 4. Capabilities and Benefits

**Reduce cost with one device that streamlined workflow and integrated data collection**

- Touch screen and build-in Camera & Mic are intuitive to use
- Android Apps ecosystem expanded usage beyond testing & is easy to learn



# LinkRunner G2

## Smart Network Tester

- Save time and money by empowering novice technicians to configure, validate and troubleshoot modern networks
- Simplifies management to track tasks & provide proof
- Link-Live companion offers enhanced value-added service with enhanced data collected

**Quick, simple and intuitive**



**LR-G2-KIT \$3415**

**1 Year AllyCare Support \$449**

**3 Year AllyCare Support \$1078**



# Challenges, capability and benefits:

Challenges	Capability	Benefits
Too many call-backs	AutoTest that is simple and quick to run but powerful	Empower technicians to verify quickly => improve quality, save time and money.
Reduce number of case escalation	VLAN Monitor for trunk ports, DHCP options test, & packet capture	Easily troubleshoot problems. Collect and transfer clear evidence during escalation to reduce MTTR.
Difficult to prove satisfactory job completion	Automated result upload to Link-Live, flexible organization, and with report generation	Reduce time and human error when compared to manually communicate result & generate reports
Reduce operation cost	Android ecosystem with built-in Camera	Reduce cost with one device that streamlined workflow and integrated data collection



THANK YOU



# Why you should choose LinkRunner G2 over LinkRunner AT?

1. 90W PoE Power Verification
2. Easily verify network readiness for Wi-Fi Access Point and VoIP phone deployment
3. Save time with configurable AutoTest for testing network at different sizes or stage of completion
4. Save time and get more done while connected to the switch
5. Achieve faster MTTR with advanced troubleshooting functions (packet capture...)
6. Easily perform more tasks beyond testing with downloadable Android Apps

**5" Touch screen & built-in camera...**

