

COMPETITIVE POSITIONING

WANRack™ Network

WANRack Overview

WANRack builds PRIVATE lit/dark leased Wide Area Networks (WANs) for K-12 districts nationwide. Each school has dedicated homerun fibers all the way to the Hub. No school shares fibers or bandwidth.

“A WANRack network will be the last one the district ever needs, guaranteed.”

WANRack Control

WANRack's PRIVATE networks offer Layer 2 connectivity allowing the district to control its own traffic. WANRack has minimal points of failure across the network while the incumbent has hundreds. The district gets to control and access their own IP across the network and is the first to get repaired.

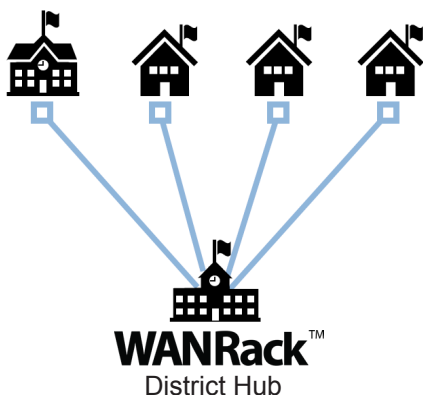
WANRack Price

WANRack offers lit or dark fiber leases across PRIVATE fiber networks providing unlimited bandwidth on a dedicated network.

Highly competitive pricing, including E-Rate Special Construction options that greatly buy-down the monthly recurring price permanently. The sum of the parts must equal what is delivered to the hub.

“When compared apples to apples, WANRack is the best cost of ownership (TCO), guaranteed.”

WANRack Network Model



Incumbent Network

Incumbent Overview

Incumbents (Telco and Cable) offer services using legacy networks, typically VLANs, or “virtual circuits”, between school buildings.

Fibers on a PUBLIC Incumbent network are shared and not dedicated. Often times hundreds of customers are on the same fibers.

The Incumbent will also charge you more money every time you increase bandwidth. The school is exposed to constant life-long price increases.

Incumbent Control

Incumbent PUBLIC networks are oversubscribed and shared. You NEVER get the aggregate speeds of the edge sites delivered at the Hub. This is where you can tell you're not getting what you paid for.

Incumbent networks are Layer 3 and have hundreds of additional points of failure. Districts also pay to host, power, and cool Incumbents' equipment.

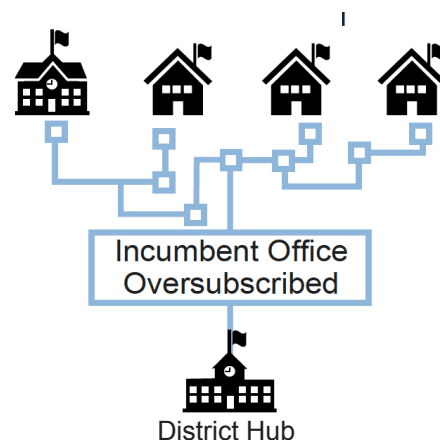
Incumbent Price

Incumbents typically offer slower speeds with variable pricing, resulting in higher costs and lower quality service.

Incumbents require that they maintain control of the network (Layer 3 control).

PUBLIC network with possibly hundreds of other customers on the same VLAN fiber network. Greatly oversubscribed. You don't get what you are paying for.

Incumbent Network Model



Follow us @WANRack on



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WHY CHOOSE WANRack™?

The best E-Rate experience in the industry and over 232 fiber WANs sold and installed.

Unlimited bandwidth growth forever!

The sum of the edge sites' capacity equals what is delivered at the hub.

The last network you'll ever need, guaranteed.

Our network is built rack to rack with minimal points of failure. It is simple, reliable, safe and secure!

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