



Less complexity. [More profitability.](#)





About Ubiquiti

Since 2005, Ubiquiti Networks has been defying the status quo for end-to-end wireless data communications by asking a simple question:

What would happen if we created high-quality, enterprise-grade products that were more affordable?

With that thought, we set off to create the most powerful and efficient products possible by eliminating all the middlemen involved in setting up a network. We began by developing an intuitive dashboard where users can control and monitor all the core functions of a network, eliminating the need for companies to hire full-time engineers. Instead of forcing our customers to pay for tech support from an impersonal overseas firm, we connected them to each other through a vibrant online community. For enterprise customers seeking a higher level of support, our Elite program meets that need and more. And instead of nickel-and-diming them, we decided to sell our products at a fraction of the cost—without the yearly license fees associated with other enterprise-grade products.

By dedicating ourselves to creating the highest quality products possible, and by eliminating the typical barriers for adoption and integration, we discovered that there's indeed a huge market for those who aim to make it easier for more people to enjoy network connectivity.

That's what Ubiquiti Networks is about.

We'd love to work with you.



Did you know?



Ubiquiti has quickly risen to be the No. 2 access point (AP) manufacturer in the world.



We keep our costs low so you can build significantly larger networks and earn more profits.



Our high-performance networking solutions are the easiest to deploy and manage.



Our platforms appeal to a global customer base in underserved and underpenetrated markets, as well as enterprise—and especially SMBs—in developed countries.



Our revolutionary business model has enabled us to break down traditional barriers and offer solutions with a disruptive price-performance ratio.

The Ubiquiti difference

Ubiquiti products are known for being easy to set up and maintain. Our intuitive user interface makes it easy to control multiple devices through a single browser-based controller.

We take a radical cost-saving approach to services. That means we don't force you to pay licensing fees. Once you purchase one of our products, it's all yours and there are no additional costs.

Our extensive online community features more than 5,000 knowledgeable brand advocates who collaborate with our own engineers to ensure that Ubiquiti users can always get the answers they need. Best of all, anyone can access our online community, our 24/7 email support service and our chat support.

Selling and implementing Ubiquiti solutions can be quite profitable, as many of our partners have already discovered. By keeping our costs low, we've managed to increase profits for everyone, and we think that's a very good thing.

TOP FIVE REASONS to partner with us

- 1 Powerful, reliable and battle-tested hardware
- 2 Management and monitoring through an intuitive GUI dashboard
- 3 Ability to build larger and more diverse networks
- 4 More value for customers, more profits for you
- 5 Vibrant online community

Why partner with us? **THERE'S NO REASON NOT TO.**

- No licensing fees
- No certification barriers
- No complicated integration processes
- No need to pay more and settle for less
- No need to hire full-time IT engineers to manage your networks



Our products

Ubiquiti's enterprise-level networking products are designed for ease of use and high performance.

Our four main product lines include:

Access points (APs)

With refined industrial design, our AP products are ideal for cost-effective deployment of high-performance wireless networks. They feature our own UniFi Controller software—a powerful, enterprise-level wireless software engine that's ideal for high-density client deployments requiring low latency and high uptime performance.

Our UniFi virtual control plane also allows for unlimited scalability and remote access deployment of UniFi APs, all under one centralized controller.

Switches and routers

Starting at an unheard-of price of \$59, the EdgeRouter X is a breakthrough combination of value and performance, providing five independent Gigabit RJ45 ports that are configurable for switching.

Or step up your game with a variety of other enterprise-level switches and routers designed to handle larger bandwidth and scale as your customers' networks grow.

Video cameras

Our scalable, plug-and-play, HD network cameras are priced from \$79 to \$449, featuring a number of indoor/outdoor models, ranging from 1080p to 4K resolution for sharp streaming. They include powerful optics and night vision, are weatherproof and include free cloud access for streaming and viewing your videos.

VoIP phone systems

Featuring Ubiquiti's proprietary SDN software, the UniFi Controller provides scalable system management of Android-based UniFi VoIP phones, including extension management, mass firmware upgrades and mass configuration provisioning.

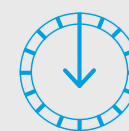
The Ubiquiti difference

Every piece of equipment we create is designed to serve the most demanding enterprise and broadband customer needs, at a fraction of the cost.

What does that mean for you and your customers?



Better
performance



Lower-cost
solutions



Improved customer
satisfaction



Great competitive
advantage

Our strengths

By expanding into the enterprise sector, we've developed a strong diversification in:

- Wireless equipment
- Enterprise wireless APs
- Consumer wireless APs
- Enterprise switching/routing markets

Our market success

Ubiquiti enterprise networking solutions have been successful in a variety of verticals, but here are the markets where we've experienced the greatest success:

Small and midsize business (SMB)

Thanks to our turnkey processes and ease of deployment, businesses in the SMB category can respond quickly to overcome challenges. For example, when wireless internet solution provider JMF Solutions was called on to provide high-speed Wi-Fi for personnel at the Hangout Music Festival in Gulf Shores, Ala., Ubiquiti UniFi made it easy for their six-member team to set up a network that supported more than 2,000 devices across a sprawling outdoor venue in just two days.

READ HOW ►



The Ubiquiti difference

Our market success (cont.)

Hospitality

Guests stay at the InterContinental Bali Resort for business as well as pleasure, which means they need reliable access to the internet. Because the building is difficult to outfit with wired internet, the resort currently uses 146 Ubiquiti UniFi APs and 10 UniFi outdoor units to keep its network running and avoid extensive cabling. Ubiquiti products hit all the resort's major priority points, including broad-scale access, competitive pricing and dependable coverage.

[LEARN MORE ►](#)

Education

The Arcadia Unified School District, located just 17 miles from downtown Los Angeles, needed to replace a middle school's aging Wi-Fi network with the highest wireless density. Within an hour, their team installed and configured 20 of Ubiquiti's UniFi APs at a cost of less than \$1,500 USD. After three months of excellent performance, the team went on to deploy UniFi at other schools in the district.

[READ MORE ►](#)

[MORE CASE STUDIES ►](#)

Resources

Less complexity. More profitability.

Rather than invest in a large sales force or an expansive licensing team, we decided to concentrate on designing great products created by an all-star engineering team that deliver incredible value for an affordable price.

Ubiquiti is all about simplicity, capability and profitability. These resources make it easier to enjoy more of both.

Our community

With over one million posts and more than 5,000 active users, our online forums are the best place for you to interact with enthusiastic brand ambassadors, as well as our own knowledgeable engineers, to find the answers you need to deploy, manage and troubleshoot Ubiquiti networks.

[SEE FOR YOURSELF ►](#)

Case Studies

Read for yourself how Ubiquiti Networks has helped hundreds of schools, hotels and entertainment venues to deploy cost-effective wireless networks that are easy to configure and manage.

[DOWNLOAD HERE ►](#)

Videos

Need helpful how-to video tutorials? We've got dozens of them to help customers use our products more effectively.

[WATCH ►](#)

The Ingram Micro advantage

Ingram Micro helps solution providers like you achieve long-term sustainable growth in the SMB, midsize and enterprise markets via valuable resources and networking opportunities, exclusive offers, special services and industry events that are unparalleled in our industry.

Our exclusive Ubiquiti resources include:

- **A security technical consultant** to help you understand Ubiquiti product offerings
- **A market development specialist** to help enable your Ubiquiti business, identify potential sales leads and grow your overall business with Ingram Micro
- **Ingram Micro help-desk sponsorship** to support you in pre-sales configurations and installations of Ubiquiti solutions

Contact your Ingram Micro Ubiquiti experts at ubiquiti@ingrammicro.com.

Ingram Micro also offers a broad spectrum of services to help you build and develop your business, including:

- **Credit/financial services**
- **Ingram Micro Training Academy (IMTA)**
- **IT staffing services**
- **Market development**
- **Creative services**
- **Integration and configuration services**
- **Solution centers**
- **Solution provider communities**

In addition, Ingram Micro can help you take advantage of wireless networking opportunities in vertical markets such as public sector, with complete solutions and dedicated sales team members who understand the unique demands of selling to this market. For public sector support, visit im-publicsector.com.

Let's stay connected

If you like what you've seen so far, be sure to keep in touch with us. We'd love to talk with you more about how you can grow your business with Ubiquiti.

Visit us online at:

www.ui.com



