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Presidio Partners

Highlights

- Presidio Partners is a San Francisco-based venture capital firm with a diversified investment strategy focused on information technology, life sciences and energy technology that allows for consistency in returns and the ability to capitalize on trends in various sectors as they play out over a fund's life.
- The firm strives to introduce innovative portfolio management practices to venture investing.

Presidio Partners Upgrades Its Wi-Fi Network To Accommodate High Bandwidth Needs

Presidio Partners, a San Francisco-based venture capital fund, operates an agile, small-sized business where its partners often work remotely and where meetings are regularly held with clients and portfolio companies through video conference calls. As befits a leading venture capital investment fund, the partners expect and count on WLAN network services that seamlessly support high-bandwidth applications without interruption at the 4,000-square-foot office and to remote locations.

"We count on our network to support a variety of cloud-based, high-density applications," said Tony DiMatteo, senior IT director of Presidio Partners. "That includes video conferencing, enabling guest presentations with Apple TV, file sharing, storage in Dropbox, hosted Microsoft Exchange, all on our laptops and our mobile devices, and all over Wi-Fi."

The goal for the company's IT staff is to maintain optimum networking service and to continually improve the service to help the company operate more efficiently and strategically wherever possible. Since 2010, Presidio Partners had used an 802.11n Cisco Aironet Wi-Fi network which, by 2014, did not meet the company's networking demands. At that time, newer 802.11ac solutions became available, offering connectivity that promised to be faster, easier to manage, provide greater coverage and were more customer-centric.

In late 2014, the company decided to find a new Wi-Fi networking solution that best fit its needs, including 802.11ac technology. Presidio Partners chose Mojo Networks as its next Wi-Fi partner.

The Solution: A Partnership With A Comprehensive Cloud Wi-Fi Network

When Presidio Partners decided to compare 802.11ac networking vendors, it included in its search one of its portfolio companies, Mojo Networks, a Mountain View, California-based Wi-Fi networking provider. Mojo Networks came out on top. "We looked at demonstrations from several companies," DiMatteo said. "And Mojo Networks won by scoring highly in all the criteria we set up."

The venture company selected Mojo Networks after it showed it could offer superior service in the following areas:

Coverage:

Presidio Partners needed only three Mojo access points (APs) for coverage, instead of the six APs necessary with the old Wi-Fi network.

Performance:

Mojo access points could deliver data upwards of 100 Mbps, with virtually no latency, a rate as fast or faster than the other vendors.

Simple management with plug-and-play deployment:

Each AP could easily be installed and configured, much faster than the previous system. The APs automatically connect and synchronize with Mojo Cloud, enabling true plug-and-play deployment at remote locations in minutes without the need for onsite configuration or support. Whether deploying 10 APs or 10,000 APs, the entire deployment can be managed from a single pane of glass.

Solid Results: A Fast, Reliable, Easy-To-Manage Network

Mojo Networks' 802.11ac Wi-Fi network seamlessly provided the necessary upgrade for Presidio Partners. The network's high speed and low latency provided reliable, uninterrupted communications with colleagues across the country. "The connection is very close to wired speed and for your network, that's what you want," DiMatteo said.

Mojo Networks' plug-and-play deployment required half the number of APs as the previous installation, resulting in significant time and cost savings. And while the previous administrative portal was very complex, the Mojo Wireless Manager user interface was intuitive, customizable, and easy to use.

DiMatteo said Mojo wireless system could easily scale to deliver high performance in enterprise environments with 802.11ac clients. "Installing the access points is so easy there's no reason why the network couldn't be expanded as needed," he said.

Want to learn more about Mojo?

Request a [personalized demo here](#) or call us at +1 (877) 930-6394