



Dual-Axis Co-Locating Mount for Cisco Access Points and Wi-Fi Antennas

Feature	Ventev's Dual-Axis Co-Locating Mount	Competitor's Dual-Axis Mount	Benefits of Ventev's Mount
Antenna Support	Supports TerraWave antennas and Cisco antennas with Ventev Adapter Plates	Supports Cisco and Aruba patch antennas. Does NOT support TerraWave antennas	Allows you to select from Ventev's outstanding selection of TerraWave antennas, thus avoiding the more expensive OEM antennas.
Antenna Mounting Tray Articulation Range	Articulates 55 degrees in both directions	Articulates approximately 45 degrees in both directions.	Provides a wider range of motion for optimal beam positioning and cell placement.
Product Assembly	Delivers fully assembled. There is no additional labor or time expense required for assembly.	Delivers in 3 major pieces that must be assembled. Assembly takes approximately 30 minutes per unit. This effectively increases the competition's deployment cost by \$20 per unit due to labor.	Requires no assembly, resulting in significant labor savings over the competition's solution.
Cable Management / Aesthetics	Cable management clips inside the antenna tray provide cleaner cable management.	No means of easily securing the cables for cleaner cable management.	Ensures a tidier, more aesthetic cable management / concealment option.
Convenience / One-Stop Shopping	Purchase Ventev mounts, antennas, cables (if required) from a single source - TESSCO.	Competitor does not sell Cisco or Aruba antennas. Therefore, competitor's customers must purchase needed components from several sources	Enables purchase of everything from one supplier - TESSCO.
Lock Down / Positioning / Precision	Conveniently position with thumbscrews first, and then tighten with a single screwdriver.	Positioning lock-down is dependent on 4 screws and lock nuts using a screwdriver and wrench to secure into position. Can slip over time allowing the positioning to drift.	Installation is simpler and more secure, and ensures permanent positioning vs. competitor's slip-prone design, resulting in labor savings.
Look, Feel, and Product Weight	Construction: 14 ga. white, powdercoated steel Weight: 3.75lbs. Size: 10.2" x 10.86" x 6.11"	Construction: 14 ga. white, powdercoated steel Weight: 6 lbs. Size: 9" x 11" x 6.25"	At almost half the weight of the competitor's, the Ventev mount is easier and safer to install overhead, and allows greater flexibility when selecting mounting surfaces.
Quality / Form Fit	Ventev's mount is precisely manufactured, and all pieces fit together seamlessly.	The competitor's antenna / AP mounting plate screw holes do not easily align with the screw holes in the steel swing arm. The swing arm may have to be bent to align with the mounting plate.	Save time! Ventev's precisely manufactured product has components that fit together seamlessly.
Total Cost of Ownership	Product Cost + No Assembly + Less Expensive TerraWave Antennas + Ease of Purchase	Product Cost + Required Assembly + More Expensive OEM Antennas + Difficulty of Purchasing the Entire Solution	Choosing Ventev means choosing reduced Total Cost of Ownership (TCO) advantage over the competitor's mount solution.