

CASE STUDY



OVERVIEW

AiCai Group Co., Ltd. is China's leading provider of online fintech services focusing on wealth management, consumer installment financing, small and micro-finance, as well as automobile financing. The company has been valued at over US\$1 billion, putting it among the ranks of China's "unicorn" technology firms.

REQUIREMENTS

- Establish a reliable and high-performance wireless network for the new headquarters
- Improve overall wireless network performance and security while addressing the challenges of secure access from both employees and visitors
- Simplify network setup, operation, and management
- Provide reliable and high-performance connectivity to support multiple future applications

SOLUTION

- Over 100 Ruckus 802.11ac indoor access points (APs)
- 2 Ruckus ZoneDirector™ controllers

BENEFITS

- Supports increasing demand and mobile access requirements for Wi-Fi by thousands of employees and visitors
- Delivers both an uninterrupted network experience, and secure visitor management system through visitor authentication
- Stable and reliable wireless network to boost overall mobile office worker efficiency
- Improved user experience in demanding environments, through better anti-interference features and support for users in high-density areas

WI-FI LIMITATIONS CONSTRAIN EMPLOYEE MOBILITY IN FAST-GROWING COMPANY

Founded in 2014, the AiCai Group Co., Ltd. is a leading online provider of financial technology (fintech) services in China. In fact, since its founding in 2014, AiCai has become one of China's unicorn success stories—a technology startup whose valuation is in excess of USD \$1 billion.

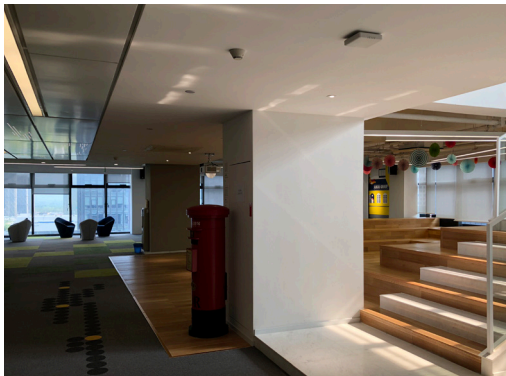
The company has over a dozen products lines in four areas: wealth management, consumer installment financing, small and micro-finance, and automobile financing. Its target audience is young Chinese professionals, a fast-evolving market. The company uses the latest technologies—including big data analytics—to ensure that it has a deep understanding of prospective and existing customers.

Because of the widespread use of mobile devices, including smartphones, tablets and laptops, Wi-Fi has become the primary infrastructure in many Chinese offices. "AiCai is committed to adopting the latest technologies for our consumer finance services. Every day, we analyze tens of millions user data points. Most of our employees are running their data analysis through mobile devices. A high-performance, reliable and secure wireless network is critical to our work and ensuring continued company growth," says an AiCai Group spokesperson.

In 2018, the company announced that it was building a new headquarters in Hangzhou, China. A top priority for AiCai's IT department was installing a high-performance wireless network that could reliably support employees' data-intensive work. Another requirement was strengthening Wi-Fi security for both employees and visitors.

The Wi-Fi in the old headquarters was a big source of frustration. Sometimes connections dropped when too many people were trying to connect. Throughput could be painfully slow. This poor performance directly affected work efficiency and employee job satisfaction.

After a meticulous evaluation, Hangzhou Xuben Technology Co., Ltd., AiCai Group's IT integrator, recommended Ruckus Wi-Fi for the new headquarters. "The high density of wireless devices in the office can cause interference, which was a problem for the old Wi-Fi," said Zhou Zhangfu, Technical Director of Hangzhou Xuben Technology Co., Ltd. "Ruckus Wi-Fi technology is designed for high performance and reliability in any environment, which means a better user experience and the productivity that AiCai requires."



“The high-performance APs and ZoneDirector controllers enable our employees’ wireless terminals to connect seamlessly to the network, while also making wireless presentations in the conference room possible. Better yet, the total cost of ownership (TCO) of Ruckus’ solutions is very attractive.”

Senior manager from AiCai Group

“Ruckus Wi-Fi can support different and evolving requirements, which makes our solutions a perfect match for the AiCai Group. The company wanted an infrastructure that would improve productivity and project execution, strengthen security, lower the total cost of ownership, and support the company’s rapid growth,” said Kelvin Wang, General Manager of Ruckus Networks China.

NEW WI-FI SUPPORTS INTENSE DEMANDS TODAY AND INTO THE FUTURE

The new Ruckus Wi-Fi spans 10 floors of the new headquarters—over 129,000 ft² (12,000 m²).

With the new Wi-Fi, employees are connecting to the network and conducting business with ease and speed. The number of clients connecting started out with 1,300 concurrent users daily. That number is expected to reach at least 5,000 in the near future. Because of the power and reliability of the new Wi-Fi, AiCai Group has confidence running all of its important business applications over the WLAN. Ruckus also supports new capabilities that weren’t possible with the old Wi-Fi, including wireless presentations in conference rooms.

Ruckus APs incorporate patented technologies that enable high-density use, better coverage per AP and more. One example is the BeamFlex+ adaptive antenna technology. Unlike traditional technology that is either omnidirectional or directional, BeamFlex+ enables the AP’s antenna to continually sense and optimize for the environment. BeamFlex+ is an enhancement for mobile devices, allowing the AP’s antenna to adapt to the orientation and location of a client device.

The new network has also enabled the company to strengthen security. Ruckus ZoneDirector interfaces with the AiCai Group’s Active Directory Server to provide secure 802.1X authentication for employees. WLAN administrators can better manage visitor access to the network through either visitor pass authentication or WeChat authentication.

Ruckus also provides application identification and access controls, 802.1X, portal authentication and the ability to set access policies according to request.

Lowering the total cost of ownership is another attribute of Ruckus technology that the AiCai group found attractive. The ease of configuring and installing a Ruckus network saved time and money on the initial deployment. The network is also easy to monitor and manage on a day-to-day basis.

Today, the Ruckus Wi-Fi supports the demanding access requirements for thousands of employees and visitors, delivering uninterrupted and secure service. The stable and reliable network has increased overall efficiency and is critical to the success of AiCai Group in the fast-developing fintech market in China.