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Datto Wireless Network Options

Overview

Datto Networking Products manufactures Wireless Access Points used in business environments. Traditionally, access points are equipment purchased and then replaced every three to six years as wireless technology has changed. Datto is changing that model.



Purchase Options

You may continue to purchase Datto access points as you always have as a one-time purchase option, or you may purchase the access points at a much lower price with a subscription option that offer lifetime replacement and service benefits.

One Time Purchase Option

The lower powered Datto AP42 access point price remains \$342.90 and the high powered Datto AP62 is \$395.60. *Both options require a \$39 Power over Ethernet Adapter*

The other option is Datto's Always Under Service option...

Always Under Service Option

With Datto's "Always Under Service" option, you pay a much lower hardware cost - \$59 for the AP42 and \$69 for the AP62 - and commit to a three year term of service at a cost of \$8.75 per access point monthly.

Doing the Math - Datto AP62 Example

	One Time Purchase Price - AP62	Always Under Service Option - 36 months - AP62
	\$395.60	Purchase Price = \$69.00
		\$8.75 x 36 months = \$315.00
TOTAL:	\$395.60	\$384.00

Apples to Apples Comparison

One Time Purchase	Always Under Service Option
<ul style="list-style-type: none"> • One Year Warranty • One year software/firmware updates • Three to Five day warranty replacement • 8x5 Technical Support 	<ul style="list-style-type: none"> • Always Under Warranty for Lifetime • Lifetime Software/Firmware Updates • Overnight warranty replacement • 24x7x365 Technical Support

Existing Access Points and the Always Under Service Option

If you already own Datto wireless access points and utilize the Always Under Service Option when purchasing a new access point, Datto requires you move all of your existing access points to the Always Under Service Option, meaning that they'll begin being billed at the same \$8.75

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rate per access point and will immediately begin receiving the services and rights, including lifetime support, as the new access point(s) regardless of their age.

Your Access Point Worksheet

1) Total Number of Access Points (Existing): _____

2) Total Number of New Access Points: _____

Add number 1 and number 2 together to yield total access point total.

3) Total Access Points: _____

4) Always Under Service Subscription Fee: \$8.75 per month

Multiply number 3 by the per month total in number 4 to yield monthly Always Under Service cost.

Total Monthly All Under Service Cost: _____