



Robert Krumm

Solution Architect, Brocade Communication Systems

CWNE 188
@robrobstation

What is your level of industry experience?

- 6 Years Wi-Fi Pre-sales and Consulting Engineering.
- 9 years experience in Wireless communications (GSM, 3G, LTE, Wi-Fi)

What are some highlights from your resume?

- Ruckus Wireless, Top Performing Sales Team World Wide (> 200% of annual target) - 2013
- Work Experience in 40 countries (so far) including Africa, Middle East, Europe, US, South East Asia
- Built Ruckus Wireless Channel in Africa with over 100% YoY growth in 2010 to 2013
- First Wi-Fi, 3G offload trial in Africa using the Ruckus Wireless SCG-200 with Safaricom - 2012
- Tsogo Sun Hotel roll out to 80 Properties in December 2012.
- MWEB Free Wi-Fi network roll out \pm 15 000 APs, 2013 & 2014.
- 8 Stadiums, T20 Cricket World Cup, India, 2016.

When did you first become interested in wireless?

In University - High Frequency Techniques, Antenna Design and Electro-magnetics was one of my favorite subjects. I joined Dimension Data (Internet Solutions) after leaving University and after working on a business case for virtualized hosting (VMWare) was pulled into a project on Fixed Mobile Convergence over Wi-Fi (think Agito Wireless, MobileMax etc). This was my first introduction to Wi-Fi as a protocol and I enjoyed learning about the vendors (Colubris, Trapeze, Xirrus, Cisco) and their features immensely! In late 2009, I joined a mobile operator as a radio network planner (GSM, 3G) and started a Masters in Engineering (telecommunications) in 2010. I did not finish the M.Eng as I joined Ruckus Wireless in Sept 2010 and well... there was better stuff to learn!

What certifications do you currently hold?

- Ruckus Wise L1 & L2, Ruckus Wireless Certified Systems Engineer (RWCSE)
- Ekahau Certified Survey Engineer (ECSE)
- CWNA
- CWDP
- CWSP
- CWAP
- CWNE

Where did you receive your training/education?

- I received ECSE via Keith Parsons / WLAN Professionals
- CWNP - I self studied
- Ruckus Wise - Online Courses

Why did you choose the CWNE path?

I needed material that taught me more than just how to configure a certain vendor's equipment. I needed to have a broader knowledge of the 802.11 protocol and the WLAN industry. The CWNP / CWNE program gave me that path.

How long have you been involved in the CWNP certification process?

I started on my CWNA in January 2014 after 3 years working for Ruckus Wireless. I achieved my CWNE in August 2016.

What do you hope to accomplish?

I just really like learning new things. If I can make that pay the bills, great! If it pays more than the bills, even better.

Why did you choose CWNP and its certifications over other industry designations?

It is vendor agnostic and provides a comprehensive education in WLAN without being forced to have an expensive lab to test Vendor specific features / implementations. It provides a solid, wide base of understanding that you won't necessarily get from a vendor specific certification.

What value will your CWNE provide to you, your clients, and/or your company?

My work requires me to talk to customers about their requirements and design a solution that meets their requirements. Ultimately the CWNE certification adds some weight to my input and it helps the customer feel more secure that I am not just making things up as I go along. The CWNE certification has also helped me to view customer requirements more holistically, outside of the "vendor bubble" and to propose better solutions.

What aspects to becoming certified do you feel are most important?

The certification is just a piece of paper that proves (or should prove) that you are competent to give good advice to a customer. The knowledge is the real key, so I would say that improving your Wi-Fi knowledge is the most important aspect as it makes you a better professional.

What was the hardest part of the whole process and how did you overcome it?

Finding the motivation to sit down and read read read read. I overcame this by booking the exams a month in advance and forced myself to make the time. I was also terrified of the CWNE submission, so my boss helped me by making it a requirement for my quarterly KPIs. Thank J!

What would you say to anyone considering a CWNE designation?

Don't treat it as a school subject, or something to be learned by heart and repeated like a parrot with no understanding. Look for the practical applications of what you learn, and use the knowledge in your day to day job. That way it will add value to your work.

To whom would you recommend the CWNE program?

Every engineer that wants to be a respected professional in their field, this certification will always help!