



# Vasco Costa

Customer Technical Engineer  
Regra

**CWNE # 244**

## What is your level of industry experience?

Started in 1995, as a entry level post sales tech support and got my first WiFi training in 1998 but didn't get many working experience because I moved to a different company, to a department that was wired-only solutions.

It was only in 2007, after moving to a different company, that WiFi came back to my job role and I did my first real APoS site survey.

Got my first wireless certification in 2009 (Enterasys), followed by more from Cisco and Alcatel-Lucent. It was also that year that I first use Ekahau Site Survey tool version 2.2.

Since then, WiFi has becoming a ever-increasing part of my job role and nowadays it's almost exclusively dedicated to WiFi.

## Where did you receive your training/education?

Some official courses here and there but mostly it's by self study cert guides, social media, tech blogs. Ordered the entire CWNP study guides and they are still at my desk for further consultation, specially the CWAP.

## When did you first become interested in wireless?

I've stumble upon Wireless early in my career but there were some events that really made me click.

The first was after I've concluded my CCNP. I got a bit frustrated because I've just learned a lot of R&S information but I was always stuck with what the Service Providers dictated for Routing, or keeping the switching as simple as possible by customer request. Coincidentally, it was at that time that there was several requests for WiFi Site Surveys and I got hooked almost instantaneously. Not only I was creating something from scratch, I was also able to configured whatever were the best solutions to fulfill the customers needs.

## Why did you choose the CWNE path?

Until I got into the CWNE path my wireless certifications were vendor-specific. Focus on their product lines or proprietary solutions. I chose the CWNE path due to its vendor agnostic approach.

While the vendor-specific are more interested in the "what" and "how". The CWNE path is more focus in the "why" and "when".

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

The ability to see through the marketing buzz words and magical solutions presented by some vendors.

## What do you hope to accomplish?

I hope to get to such a level that I can positively impact my customers, and my company credibility as WiFi experts.

Also, I hope I can get the tools and knowledge to share my experience with my peers and, while I'm happy with the results of my career, there's still that feeling that there's still so much to learn. There's always a better way, a better procedure, a better solution. The more I learn, the more I'm aware of what I don't know.

## What would you say to anyone considering a CWNE designation?

Go for it! It will be fun. A lot of "Aha! So that's why..." moments. Plus you have a phenomenal wireless community to back you up.