





**RESILIENT**



**SECURE**



**INTELLIGENT**



**SCALABLE**

## ELEVATOR PITCH - OPENGEAR IN A NUTSHELL

Opengear provides remote access to your networking equipment where ever it is, from wherever you are. Opengear improves network resilience which reduces downtime, improves staff efficiency and lowers remediation costs. Our console server platforms provide remote access to network equipment, control over power distribution and visibility into environmental conditions - even in the event of a network failure.

## WHAT DOES IT DO?












1. Opengear devices are connected to the console port of your device via serial, USB or LAN.
2. The network manager can access all connected equipment remotely – this is In-Band-Management.
3. Even when the network is down the Opengear console server can switch to an alternative method of connection (4G LTE, 3G, PSTN modem, Ethernet or Fiber) so network administrators can still access the equipment – this is traditional Out-of-Band-Management.
4. Opengear goes beyond traditional out-of-band with our SmartOOB technology which monitors and logs, systems health and environmental conditions. It can also proactively detect and notify network managers of faults before they become failures.
5. Failover to Cellular (F2C) can be setup on cellular enabled Opengear device to act as the primary connection for a network through the use of IP Passthrough. This allows the business to continue to run whilst the network engineer restores the primary network connection.

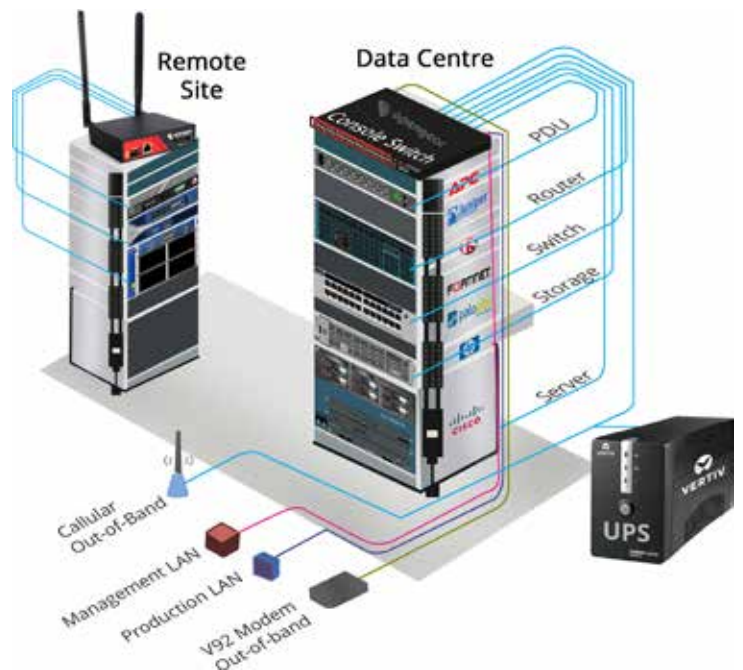


## COMPATIBILITY (ADD OPENGEAR TO ADD VALUE)

Talking to customers who are buying Avaya, HP, Cisco, routers, switches, firewalls, power supplies and other network infrastructure?

Opengear can manage alerts and provide management of all major brands of UPS and PDU infrastructures, providing agnostic control from a single pane of glass.

 Compatible	 Compatible	 Compatible	 Compatible	 Compatible
 Compatible	 Compatible	 Compatible	 Compatible	 Compatible
 Compatible	 Compatible	 Compatible	 Compatible	



## HOW DO I SELL OPENGEAR?

### Customer Business Needs

### The Opengear Solution

How can I manage my distributed network on a scalable basis?

Opengear has a solution to fit any size of business requirement. Whether your customer needs to manage 2 switches at a remote site or to manage a full datacentre solution, Opengear has a solution for all verticals, market sectors and budget

How can I access and support the routers and firewalls in Data Centres and remote locations in the event of a network problem?

Opengear allows customers to remotely access and manage their networking infrastructure from a central location, even in the event of a network outage

How can you reduce the MTTR whilst simultaneously reducing my costs?

Opengear offers remote resolution of network issues allowing the network manager to remediate and control his network without the need to be on site - even when the network is down

How can I maintain uptime of critical services and systems?

SmartOOB actively monitors network status, connectivity, systems and environmental conditions. Opengear devices can proactively notify you of faults before they become failures. Advanced logging enables you to identify the issue and to resolve the problem with minimal downtime

Rapid deployment of new systems with minimal cost?

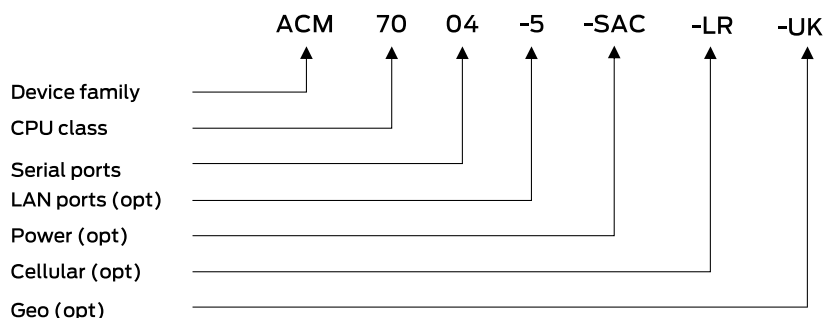
Utilising the same set of Opengear equipment for out of band you can remotely configure new systems and devices reducing time and travel costs. Advanced features like Zero Touch Provisioning (ZTP) enable administrators to quickly configure many devices at once

## HOW DO I GET THE SPEC?

Questions to ask your customer to create your bespoke Opengear solutions

1. Is your requirement for datacentre or remote site management? We recommend the Infrastructure Manager (IM) or Centralised Manager (CM) console servers for datacentres and the Remote Site Gateway or the Resilience Gateway (ACM) for remote sites
2. How many serial ports do you require? We have options for 8, 16, 32 and 48 ports for IM and CM models and 2, 4, 6 or 8 for the ACM remote site products
3. Which redundant forms for OOB (Out-Of-Band) management do you require? Cellular (2G, 3G or 4G options), V92, Wi-Fi or LAN?
4. Do you require the function of F2C™ (Failover to Cellular) whereby the networks users can maintain uptime by utilising the bandwidth within the SIM card?
5. If yes to question 4, would you like the option of a second SIM card for redundancy and to maximise SIM availability?
6. Do you require a redundant power supply unit? Opengear offers Single AC, Dual AC and DC power options
7. Do you require monitoring of heat, humidity, door opening? Opengear offers a wide range of Environmental Monitoring to include temperate, humidity, smoke, water leak and door contact sensors
8. Do you need to remotely manage your PDU or UPS products? Opengear supports a wide range of models including APC, Vertiv, Server Tech, Eaton and many more
9. Would you like the option to view your Opengear devices across the WAN, from a single pane of glass, from any location? Opengear Lighthouse Software provides consolidated access to critical infrastructure across the WAN

## UNDERSTANDING OUR PART CODES



## OPENGEAR PRODUCT RANGE

### Datacentre Products

### Remote Management Products



Name	Infrastructure Manager	Console Server	Resilience Gateway	Remote Site Gateway
Model	IM7200	CM7100	ACM7000	ACM7000
Rack Mount	1RU	1RU	1 Ear, Optional Shelf	1 Ear, Optional Shelf
Dual Power	Yes	Yes		
Dual Ethernet	Yes	Yes	Yes	Yes
Fibre GigE	2 x SFP		0 or 1 xSFP	0, 1 or 2 xSFP
Serial Ports	8, 16, 32, 48	16, 32, 48, 96	4, 8	4, 8
Cisco Pinout	Selectable straight & rolled	Yes	Yes	Yes
Ethernet Switch Option			4	4
PSTN	Yes			Option
Cellular	Option 4G		4G	
WiFi Option	AP, Client			
Internal Flash	16GB	4GB	4GB	4GB
Temp Sensor	EMD5000	EMD5000	Internal	Internal
Humidity Sensor	EMD5000	EMD5000	EMD5000	EMD5000
Digital IO	EMD5000 (2 DIO)	EMD5000 (1 DIO)	2 TTL DIO & 2 HVDO	2 TTL DIO & 2 HVDO
DC Power	Yes (48V)		Yes (12V)	Yes (12V)
Operating temp	5°C to 50°C	5°C to 50°C	5°C to 50°C	-25°C to 60°C
Price Range (£)	£1,865-£4,365	£1,600-£5,000	£705-£1,045	£460-£690

Lighthouse Centralised Management Software - Efficient, scalable and secure management of Opengear appliances and connected devices:

- Lighthouse takes the complexity out of provisioning and managing distributed network, power and IT infrastructures, thereby reduces MTTR
- It offers a single pane of glass management and minimises the impact of faults and failure
- Available as a VM platform with appliance license packages to cover 1-5000 Opengear devices

## OPENGEAR BUSINESS BENEFITS



Reduce MTTR



Remote Management



Single pane of glass management



Increase business continuity



Proven ROI of Capex



Products to suit any market, vertical or budget



4 Year Hardware & Support Warranty



Pre and post sales & technical support

## RESELLER RESOURCE

- An online demo is available with an Opendgear Sales Engineer
- A test drive is available at the following link: <http://opengear.com/take-a-test-drive>
- Try before you buy evaluation units are available (ask your account manager for more details)
- Pre and post sales & technical support is available through our EMEA Sales Engineers
- Deal Registration is available on request, for opportunities over £5,000. This locks the registration for the awarded reseller and offers an additional 5% discount. Terms and conditions apply.

Contact us today to discuss how to add Opendgear to your product portfolio

## WARRANTY

- ✓ **4 Year Worldwide Hardware Warranty**
- ✓ **4 Year Technical Telephone Support**
- ✓ **Security & vulnerability upgrades for the lifetime of the product**
- ✓ **Free Feature Upgrades During Warranty Period**

**4 year warranty**

Please direct your end user to the following contact details for warranty issues:  
<http://opengear.com/support>  
or call on +44 (20) 8133 4255

## RESOURCE LIBRARY

Visit our website ([opengear.com](http://opengear.com)) for more information

- Product brochures
- Spec sheets
- White papers/case studies
- Deal registration
- Demo requests
- Technical knowledge base
- Technical support request
- RMA request

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