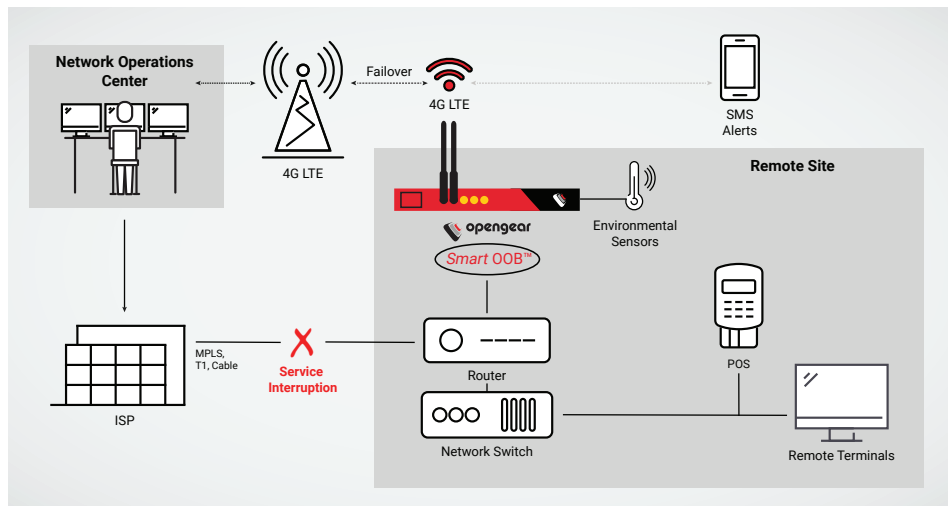


ELEVATOR PITCH - OPENGEAR IN A NUTSHELL

Opengear provides secure remote access to your networking equipment whenever you want, even when the primary network is down. Opengear devices improve your network resilience which reduces downtime, improves staff efficiency and lowers remediation costs. Our advanced console server platforms provide secure remote access to network equipment, control over power distribution and visibility into environmental conditions for remote management, maintenance, troubleshooting and provisioning.

WHAT DOES OPENGEAR DO?

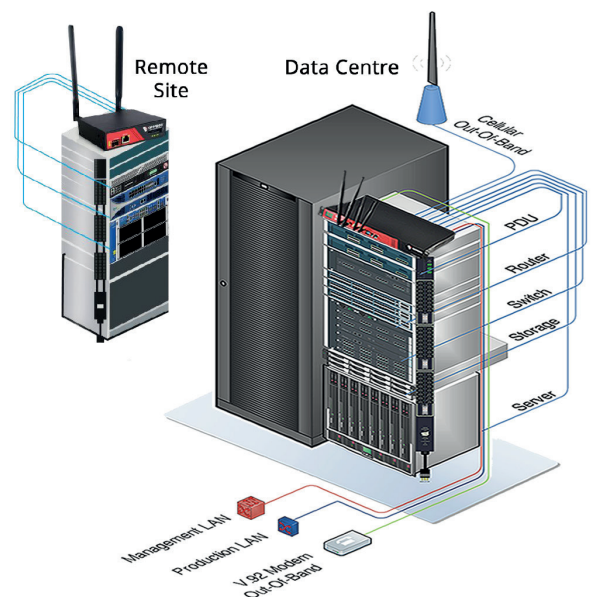
1. Opengear appliances connect to the console and management ports of the devices via serial, USB, Ethernet and secure remote IP connection.
2. The network manager can access all connected equipment remotely – this is In-Band Management.
3. When the network is down the Opengear console server can switch to an alternative method of connection (3G/4G LTE, Broadband, Ethernet, Fiber or PSTN modem) 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 **Smart OOB™ 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 devices 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 routers, switches, firewalls, power supplies and other network infrastructure? Ask them how they are managing those devices when the network goes down. Specify an Opengear unit and you'll increase the size of the project, and add value to your customer.

Opengear is compatible with Cisco, Juniper and HP, and offers true vendor-agnostic PDU and UPS support for over 100 vendors.



All company names and logos are trademarks of their respective owners

HOW DO I SELL OPENGEAR?

Customer Business Needs

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

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

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

How can I maintain uptime of critical services and systems?

Rapid deployment of new systems with minimal cost?

The Opendgear Solution

Opendgear 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, Opendgear has a solution for all verticals, market sectors and budget

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

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

Smart OOB™ actively monitors network status, connectivity, systems and environmental conditions. Opendgear 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

Utilising the same set of Opendgear 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 Opendgear solutions

1. Is your requirement for datacentre or remote site management? We recommend the Infrastructure Manager (IM) or Console 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 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 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, and to maximize connectivity with 2 cellular carriers?
6. Do you require a redundant power supply unit? Opendgear offers Single AC, Dual AC and DC power options
7. Do you require monitoring of heat, humidity, door opening? Opendgear 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? Opendgear supports a wide range of models including APC, Vertiv, Server Tech, Eaton and many more
9. Would you like the option to view your Opendgear devices across the WAN, from a single pane of glass, from any location? Opendgear Lighthouse Software provides consolidated access to critical infrastructure across the WAN

UNDERSTANDING OUR PART CODES



ACM7004-2-L

- L - Cellular compatibility (Optional)
- 2 - # of LAN ports
- 4 - # of serial ports
- ACM7000 - Product Family

IM7248-2-DAC-LR-UK

- UK - Power cord (Optional)
- LR - Cellular Compatibility
- DAC - Power option
- 2 - # of LAN ports
- 48 - # of serial ports
- IM7200 - Product Family

OPENGear PRODUCT RANGE

	Datacentre Products		Remote Management Products	
				
Name	Infrastructure Manager	Console Manager	Resilience Gateway	Remote Site Gateway
Model	IM7200	CM7100	ACM7000-L	ACM7000
Form Factor	1U	1U	Compact	Compact
Dual Power	Yes	Yes		
Dual Ethernet	Yes	Yes	Yes	Yes
Fibre GigE	2 x SFP	CM7196A only	Optional	Optional
Built-in Switch option	24		4	4
Serial Ports	8, 16, 32, 48	16, 32, 48, 96	4, 8	4, 8
Cisco Pinout	Software Selectable	Yes	Yes	Yes
USB Console Ports	2, 26	2	4	4
PSTN	Yes			Available
Cellular	Multi-carrier 4G modem		Global 4G modem	
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 Option	Yes (48V)		Yes (12V)	Yes (12V)
Operating temp	5°C to 50°C	5°C to 50°C	-25°C to 60°C	-25°C to 60°C
Power Options	DAC and DDC	SAC and DAC	Global Power Adapter	Global Power Adapter



[Click here - watch our Smart OOB video](#)

[Click here for our Product Selector](#)

LIGHTHOUSE CENTRALISED MANAGEMENT

Lighthouse Software is sold as a yearly per node license, run as a VM and available in Standard (single instance) and Enterprise (HA up to 10 instances and remote IP access) that centralises out-of-band management for IT infrastructure and provides an unparalleled level of resilient access and visibility even during critical failures.

- Central network hub and management portal for Opengear Smart OOB™ devices for resilient management
- Scalable administration and automation - from Day One provisioning to routine operations and disaster recovery
- Seamless, always-available connectivity, regardless of remote WAN or LAN health or status
- Centralised, secure, end-to-end out-of-band management
- Access managed devices by name regardless how they are connected
- Purpose-built to "just give me a console" during 3 a.m. network meltdowns!
- Tunnel through firewalls, carrier NAT and failover via Lighthouse VPN

OPENGEAR BUSINESS BENEFITS



Reduce MTTR



Single pane of glass management



Proven ROI of Capex



4 Year Hardware & Support Warranty



Remote Management



Always on IT infrastructure



Products to suit any market, vertical or budget



Pre and post sales & technical support

RESELLER RESOURCE

- Watch the live demo video opengear.com/demo or schedule a 121 demo with an Opengear Sales Engineer opengear.com/schedule-demo
- 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 £10,000. 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 Opengear 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:

opengear.com/support

or call on +44 (20) 8133 4255

PARTNER PORTAL - Become a partner today partners.opengear.com

MARKETING & SALES ASSETS

Datasheets, whitepapers, case studies, cobranded collateral, blogs, webinars and key industry articles to share with your customer base. We provide you with the tools necessary to be successful with Opengear.

DEAL REGISTRATION

A robust deal registration program is available to all Opengear partners to provide deal protection and more margin. Opengear is committed to working with our partners early in the sales cycle to close new business.

JOINT ACCOUNT PLANNING

Opengear is excited and willing to collaborate with our partner's sales & marketing teams to create robust, unique account plans that include customer facing events, internal sales events, digital marketing and training features.

TRAINING & SUPPORT

Customised, live training available for you and your team

OUR DISTRIBUTORS



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