

Gigabit to the edge solutions

Experience the ProCurve Networking advantage



If you work in any industry that depends on high-bandwidth applications, you know that network speed is key to maintaining staff productivity. The faster your team is able to transfer data, the faster your production cycle and shorter your time to market.

ProCurve Networking by HP is responding to the growing need for faster networking speeds by providing Gigabit to the edge solutions—Gigabit network speeds all the way from the network center to the network edge—for less than most of our competitors' 10/100 solutions. That's right—10X faster performance, plus improved security and reliability, all at a cost that most vendors are charging for last generation's technology. Sound too good to be true? It isn't. In the following pages we'll provide hard numbers and side-by-side product comparisons that prove ProCurve Gigabit to the edge solutions deliver consistently superior performance at a lower up-front cost.

Meet all your security, mobility, and convergence challenges head-on with ProCurve Gigabit to the edge.

ProCurve offers greater functionality for a lower up-front cost

Outstanding networking solutions do not have to break the bank, and ProCurve Networking products are proof of that. The following elements highlight our commitment to delivering industry-leading price/performance and quality:

- **Engineered for affordability:** All ProCurve Networking solutions are built on innovative technology designed to be reliable and inexpensive to maintain.
- **Software updates:** For ProCurve Networking products, software updates are available at no extra charge, 24 hours a day, 7 days a week for as long as you own the product.
- **Lifetime warranty:** To protect your investments, ProCurve Networking offers next-business-day advance replacement and phone and Web support at no additional cost.*

- **Industry standards leadership:** HP's longstanding support for current and evolving industry standards helps eliminate your reliance on expensive, proprietary solutions.
- **Integrated instrumentation:** On all managed ProCurve Networking products, integrated instrumentation reduces management and troubleshooting costs.
- **Leveraged, scalable solutions:** ProCurve Networking solutions leverage your existing infrastructure components while helping you scale to meet growing demands.

* Lifetime warranty applies to all ProCurve products, excluding the ProCurve Routing Switch 9300m series and Secure Access 700wl series, which have a one-year warranty with extensions available.

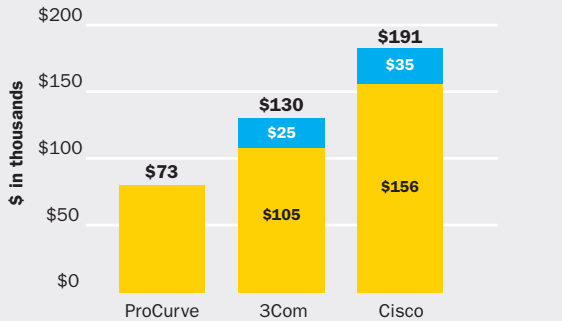
The networking solution you've been looking for

If you'd like to take advantage of a family of networking solutions that are not only exceptionally robust, but also extremely cost-effective, please contact the ProCurve Networking information line at **800-975-7683 (ref. code TC01)**.

For more information, visit: www.procurve.com

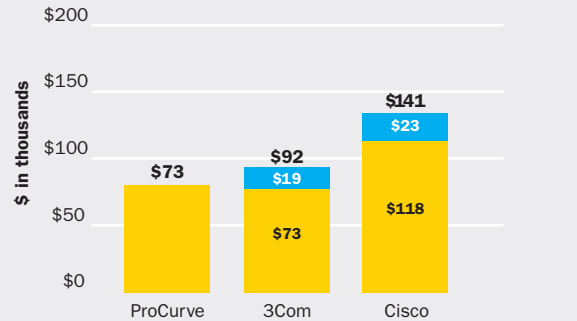
ProCurve vs. 3Com and Cisco
3-year cost-of-ownership comparison

Cost-of-ownership comparison* for 220-user Gigabit to the edge solution with high availability vs. the competition's Gigabit solution



* All prices from ProCurve, 3Com, and Cisco were independently obtained in September 2005 by InfoTek Research using U.S. Internet shopping sites (a study commissioned by HP). Cost-of-ownership totals for 3Com and Cisco include charges for services and support. The ProCurve solution includes in the purchase price an equivalent level of services and support for as long as you own the products.

Cost-of-ownership comparison* for 220-user Gigabit to the edge solution with high availability vs. the competition's 10/100 solution



* All prices from ProCurve, 3Com, and Cisco were independently obtained in September 2005 by InfoTek Research using U.S. Internet shopping sites (a study commissioned by HP). Cost-of-ownership totals for 3Com and Cisco include charges for services and support. The ProCurve solution includes in the purchase price an equivalent level of services and support for as long as you own the products.

ProCurve	8x5, next-business-day support for 5308xl	\$0
	8x5, next-business-day support for 2824	\$0
	Includes software updates, Web 24x7, lifetime warranty with next-business-day advance replacement, phone and e-mail support during business hours	
Total		\$0
3Com	3PS-EXP-E—8x5, next-business-day support for 7700	\$5,705
	3CS-EXP-08E—8x5, next-business-day support for 3824	\$2,737
Total		
	Service based on 1 year	\$8,442
	Service based on 3 years	\$25,327
Cisco	CON-SNT-PKG12—8x5, next-business-day support for WS-C4506	\$5,605
	CON-SNT-PKG6—8x5, next-business-day support for C2970G-24TS-E	\$5,930
Total		
	Service based on 1 year	\$11,536
	Service based on 3 years	\$34,609

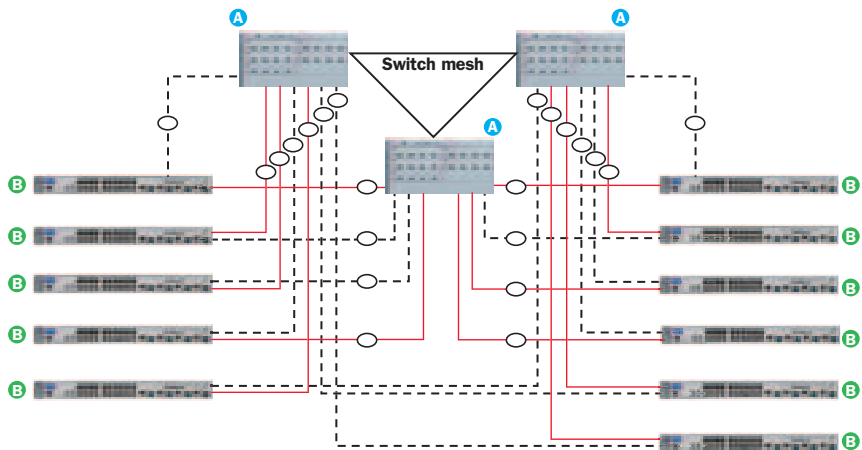
ProCurve configurations	(3) ProCurve Switch 5308xl (11) ProCurve Switch 2824
3Com configurations	(3) 3Com Switch 7700 (11) 3Com SuperStack 3 Switch 3824
Cisco configurations	(3) Cisco Catalyst WS-C4506 Chassis (11) Cisco Catalyst C-2970G-24TS-E

ProCurve	8x5, next-business-day support for 5308xl	\$0
	8x5, next-business-day support for 2824	\$0
	Includes software updates, Web 24x7, lifetime warranty with next-business-day advance replacement, phone and e-mail support during business hours	
Total		\$0
3Com	3PS-EXP-E—8x5, next-business-day support for 7700	\$5,705
	3CS-EXP-03E—8x5, next-business-day support for 3226	\$654
Total		
	Service based on 1 year	\$6,359
	Service based on 3 years	\$19,079
Cisco	CON-SNT-PKG12—8x5, next-business-day support for WS-C4506	\$5,605
	CON-SNT-PKG3—8x5, next-business-day support for C2950G-24-EI	\$2,186
Total		
	Service based on 1 year	\$7,792
	Service based on 3 years	\$23,376

ProCurve configurations	(3) ProCurve Switch 5308xl (11) ProCurve Switch 2824
3Com configurations	(3) 3Com Switch 7700 (11) 3Com SuperStack 3 Switch 3226
Cisco configurations	(3) Cisco Catalyst WS-C4506 Chassis (11) Cisco Catalyst C2950G-24-EI

ProCurve products used for 220-user Gigabit to the edge solution with high availability

- Each line represents a 2-port trunk
- A** ProCurve Switch 5308xl, 16 Mini-GBIC ports and 4 100/1000-T ports (Switch 5308xl is shown with optional modules installed)
- B** ProCurve Switch 2824, 20 10/100/1000 ports with 4 dual-personality ports



Cost-of-ownership comparison* for 220-user Gigabit to the edge solution with high availability vs. the competition's Gigabit solution

ProCurve products used	Product number/Product name	Quantity	Unit price	
	J4819A/ProCurve Switch 5308xl	3	\$2,292	
	J4878A/ProCurve Switch xl Mini-GBIC Module	12	\$997	
	J4821A/ProCurve xl 100/1000-T Module	3	\$866	
	J4903A/ProCurve Switch 2824	11	\$1,907	
	J4858A/ProCurve Gigabit-SX-LC Mini-GBIC	88	\$328	
	J8172B/ProCurve Manager Plus	1	\$2,571	
	Service based on 3 years:			
	8x5, next-business-day support for 5308xl		\$0	
	8x5, next-business-day support for 2824		\$0	
Service: Software updates, Web 24x7, lifetime warranty with next-business-day advance replacement, phone and e-mail support during business hours				
Cost of ownership total:			\$73,937	

3Com products used	Product number/Product name	Quantity	Unit price	
	3C16850-US/3Com Switch 7700 Core Switch Starter Kit—Chassis, (2) Power Supplies, Switch Fabric, Doc Kit	3	\$10,524	
	3C16858-US/3Com Switch 7700 8-port 1000BASE-X Module	7	\$2,516	
	3CGBIC91/3Com 1000BASE-SX GBIC	44	\$348	
	3CGBIC93/3Com 1000BASE-T GBIC	6	\$285	
	3C17400/3Com SuperStack 3 Switch 3824 (24-port, managed, Gigabit)	11	\$1,917	
	3CSFP91/3Com 1000BASE-SX SFP Transceiver	44	\$354	
	3C15500/3Com Network Director	1	\$2,497	
	Service based on 3 years: (multiply 3 x qty. x unit price to obtain the 3-year total)			
	3PS-EXP-E—8x5, next-business-day support for 7700	3	\$1,901	
3CS-EXP-08E—8x5, next-business-day support for 3824	11	\$248		
Cost of ownership total:			\$105,425	

Cisco products used	Product number/Product name	Quantity	Unit price
	WS-C4506/Catalyst 4500 Chassis (6-slot), fan, no p/s	3	\$3,706
	PWR-C45-1000AC/Catalyst 4500 1000W AC Power Supply (data only)	3	\$724
	WS-X4515/Catalyst 4000 Supervisor IV (2 GE), Console (RJ-45)	3	\$8,943
	WS-X4306-GB/Catalyst 4000 Gigabit Ethernet Module, 6-port (GBIC)	9	\$2,181
	WS-C4506-EMS-LIC/Catalyst 4506 RMON Agent License	3	\$1,045
	S4KL3E-12119EW/Cisco IOS ENHANCED L3 Catalyst 4500 SUP 3/4 (OSPF, IGRP, EIGRP)	3	\$7,419
	WS-G5483/Cisco 1000BASE-T GBIC	6	\$281
	WS-G5484/1000BASE-SX Short Wavelength GBIC (multimode only)	44	\$374
	WS-C2970G-24TS-E/Cisco Catalyst 2970G-24TS-E	11	\$3,110
GLC-SX-MM/GE SFP, LC connector SX transceiver (short wavelength)	44	\$381	
CWSNM-1.5-K9/CiscoWorks SNMS Version 1.5	1	\$2,248	
Service based on 3 years: (multiply 3 x qty. x unit price to obtain the 3-year total)			
CON-SNT-PKG12—8x5, next-business-day support for C-4506	3	\$1,868	
CON-SNT-PKG6—8x5, next-business-day support for 2970G-24TS-E	11	\$539	
Cost of ownership total:			\$156,558

Cost-of-ownership comparison* for 220-user Gigabit to the edge solution with high availability vs. the competition's 10/100 solution

ProCurve products used	Product number/Product name	Quantity	Unit price	
	J4819A/ProCurve Switch 5308XL	3	\$2,292	
	J4878A/ProCurve Switch xl Mini-GBIC Module	12	\$997	
	J4821A/ProCurve xl 100/1000-T Module	3	\$866	
	J4903A/ProCurve Switch 2824	11	\$1,907	
	J4858A/ProCurve Gigabit-SX-LC Mini-GBIC	88	\$328	
	J8172B/ProCurve Manager Plus	1	\$2,571	
	Service based on 3 years:			
	8x5, next-business-day support for 5308xl	3	\$0	
	8x5, next-business-day support for 2824	11	\$0	
Service: Software updates, Web 24x7, lifetime warranty with next-business-day advance replacement, phone and e-mail support during business hours				
Cost of ownership total:			\$73,937	

3Com products used	Product number/Product name	Quantity	Unit price	
	3C16850-US/3Com Switch 7700 Core Switch Starter Kit—Chassis, (2) Power Supplies, Switch Fabric, Doc Kit	3	\$10,524	
	3C16858/3Com Switch 7700 8-port 1000BASE-X Module	7	\$2,516	
	3CGBIC91/3Com 1000BASE-SX GBIC	22	\$348	
	3CGBIC93/3Com 1000BASE-T GBIC	6	\$285	
	3CR17500-91-US/3Com SuperStack 3 Switch 3226	11	\$428	
	3CSFP91/3Com 1000BASE-SX SFP	22	\$354	
	3C15500/3Com Network Director	1	\$2,497	
	Service based on 3 years: (multiply 3 x qty. x unit price to obtain the 3-year total)			
	3PS-EXP-E—8x5, next-business-day support for 7700	3	\$1,595	
3CS-EXP-03E—8x5, next-business-day support for 3226	11	\$67		
Cost of ownership total:			\$73,579	

Cisco products used	Product number/Product name	Quantity	Unit price
	WS-C4506/Catalyst 4500 Chassis (6-slot), fan, no p/s	3	\$3,706
	PWR-C45-1000AC/Catalyst 4500 1000W AC Power Supply (data only)	3	\$724
	WS-X4515/Catalyst 4000 Supervisor IV (2 GE), Console (RJ-45)	3	\$8,943
	WS-X4306-GB/Catalyst 4000 Gigabit Ethernet Module, 6-port (GBIC)	6	\$2,181
	WS-C4506-EMS-LIC/Catalyst 4506 RMON Agent License	3	\$1,045
	S4KL3E-12119EW/Cisco IOS ENHANCED L3 Catalyst 4500 SUP 3/4 (OSPF, IGRP, EIGRP)	3	\$7,419
	WS-G5483/Cisco 1000BASE-T GBIC	6	\$281
	WS-G5484/1000BASE-SX Short Wavelength GBIC (multimode only)	44	\$374
	WS-C2950G-24-EI/Cisco Catalyst 2950G-24-EI	11	\$1,740
CWSNM-1.5-K9/CiscoWorks SNMS Version 1.5	1	\$2,248	
Service based on 3 years: (multiply 3 x qty. x unit price to obtain the 3-year total)			
CON-SNT-PKG12—8x5, next-business-day support for WS-C4506	3	\$1,868	
CON-SNT-PKG3—8x5, next-business-day support for C-2950G-24-EI	11	\$198	
Cost of ownership total:			\$118,177

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