

Experience the ProCurve Networking cost-of-ownership advantage



With the best price/performance in the industry and a low cost of ownership, ProCurve Networking solutions are a proven, affordable path to a secure multi-service network. ProCurve Networking solutions move intelligence and control to the edge of the network so you're prepared to address your security, mobility, and convergence challenges, thereby improving your competitive advantage, increasing your revenue-generation opportunities, and achieving a superior return on your IT investment.

ProCurve offers greater functionality for a lower up-front cost

Outstanding networking solutions do not have to break the bank, and ProCurve 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 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 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 eliminates your reliance on expensive, proprietary solutions.
- **Integrated instrumentation** on all managed ProCurve products 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

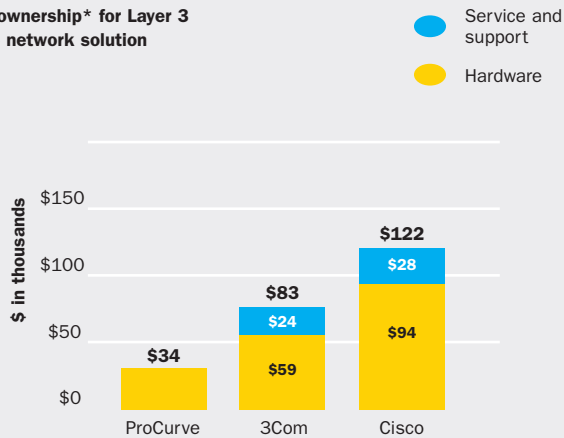
If you'd like to take advantage of a family of networking solutions that are not only exceptionally robust, but also extremely cost-effective, please contact the ProCurve Networking information line at **800-975-7683 (ref. code TC01)**.

For more information, visit:

www.procurve.com

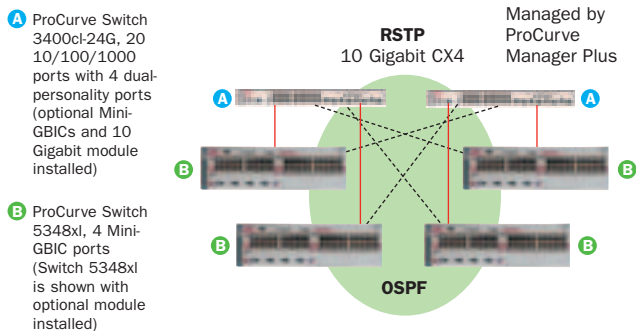
ProCurve vs. 3Com and Cisco
3-year cost-of-ownership comparison

Cost-of-ownership* for Layer 3 mid-size network 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 products used for mid-size Layer 3 network solution



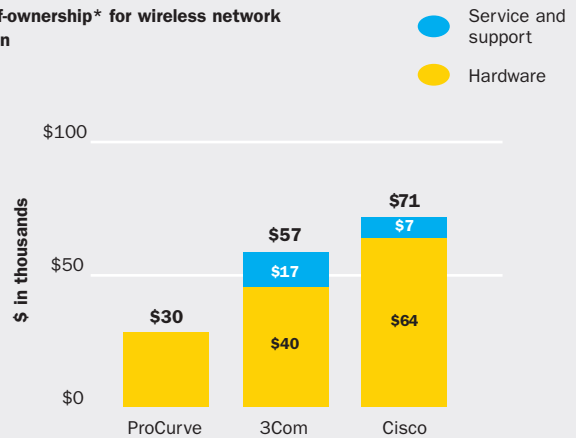
ProCurve	8x5, next-business-day support for 3400cl-24G	\$0
	8x5, next-business-day support for 5348xl	\$0
	Includes software updates, Web 24x7, lifetime warranty with next-business-day advance replacement, phone and e-mail support during business hours	
Total		\$0
3Com	3CS-EXP-08E—8x5, next-business-day support for 3870	\$497
	3PS-EXP-E—8x5, next-business-day support for 7700	\$7,606
Total		
	Service based on 1 year	\$8,104
	Service based on 3 years	\$24,313
Cisco	CON-SNT-PKG9—8x5, next-business-day support for 3750G-24TS	\$1,985
	CON-SNT-PKG12—8x5, next-business-day support for 4500	\$7,474
Total		
	Service based on 1 year	\$9,460
	Service based on 3 years	\$28,381

ProCurve configurations (2) ProCurve Switch 3400cl-24G
(4) ProCurve Switch 5348xl

3Com configurations (2) 3Com Switch 3870
(4) 3Com SuperStack® 3 Switch 7700

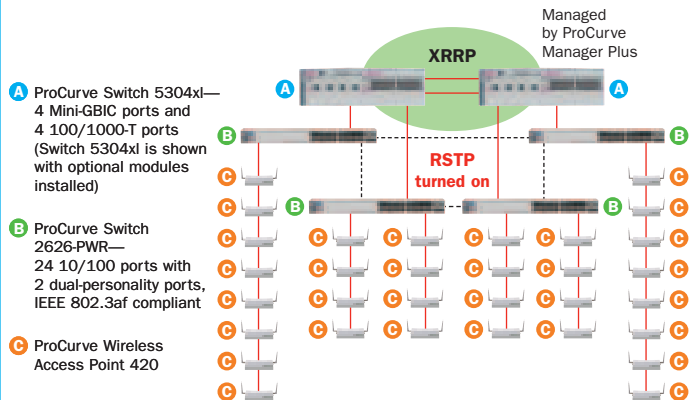
Cisco configurations (2) Cisco Catalyst Switch 3750G-24TS
(4) Cisco Catalyst 4500

Cost-of-ownership* for wireless network 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 products used for wireless network solution



ProCurve	8x5, next-business-day support for 5304xl	\$0
	8x5, next-business-day support for 2626-PWR	\$0
	8x5, next-business-day support for 420	\$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	\$3,803
	3CS-EXP-06E—8x5, next-business-day support for 4400	\$640
	3CS-EXP-01E—8x5, next-business-day support for 7250	\$1,309
Total		
	Service based on 1 year	\$5,753
	Service based on 3 years	\$17,261
Cisco	CON-SNT-PKG1—8x5, next-business-day support for 4500	\$171
	CON-SNT-PKG4—8x5, next-business-day support for 3560-24PS-24	\$1,168
	CON-AR-PKG1—8x5, next-business-day support for 1100	\$959
Total		
	Service based on 1 year	\$2,299
	Service based on 3 years	\$6,897

ProCurve configurations (4) ProCurve Switch 2626-PWR
(2) ProCurve Switch 5304xl

3Com configurations (2) 3Com Switch 7700
(4) 3Com SuperStack® 3 Switch 4400
1000BASE-SX Module
(32) 3Com Wireless LAN Access Point 7250

Cisco configurations (2) Cisco Catalyst 4500
(4) Cisco Catalyst 3560
(32) Cisco Aironet 1100

Cost-of-ownership comparison for a mid-size Layer 3 network solution

Product number/Product name	Quantity	Unit price
J4905A/ProCurve Switch 3400cl-24G	2	\$2,831
J4858A/ProCurve Gigabit-SX-LC Mini-GBIC	8	\$328
J8434A/ProCurve CL 10GbE CX4 Copper Module	2	\$1,397
J4849A/ProCurve Switch 5348xl	4	\$3,641
J4878A/ProCurve Switch XL Mini-GBIC Module	4	\$997
J4858A/ProCurve Gigabit-SX-LC Mini-GBIC	8	\$328
J8172B/ProCurve Manager Plus	1	\$2,571
Service based on 3 years:		
8x5, next-business-day support for 3400cl-24G		\$0
8x5, next-business-day support for 5348xl		\$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:		\$34,848

3CR17450-91/3Com SuperStack 3 3870 (with proprietary stacking)	2	\$2,733
3CSFP91/3Com 1000Base-SX SFP Transceiver	8	\$354
3C17462/3Com SuperStack 3 Switch 3870 Stacking Cable	1	\$207
3C16870-US/7700 Core Switch 4-Slot Starter Kit - Chassis, (2) Power Supplies, Switch Fabric, Doc Kit	4	\$7,151
3C16860/3Com Switch 7700 48-Port 10/100BASE-TX Module	4	\$3,280
3C16874/3Com Switch 7700 4-Port 1000BASE-X Fabric Sub-Module	4	\$864
3CSFP91/3Com 1000BASE-SX SFP Transceiver	8	\$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)		
3CS-EXP-08E—8x5, for the 3CR17450-91 3Com SuperStack 3 3870	2	\$248
3PS-EXP-E—8x5, for the 3C16870-US 7700 Core Switch 4-Slot Starter Kit	4	\$1,901
Cost of ownership total:		\$59,025

WS-C3750G-24TS-E/Cisco Catalyst 3750G-24TS (with proprietary stacking)	2	\$8,039
GLC-SX-MM/GE SFP, LC connector, SX transceiver	8	\$381
CAB-STACK-3M/Cisco StackWise 3-m stacking cable	1	\$315
WS-C4503/Catalyst 4500 Chassis (3-Slot), fan, no p/s	4	\$731
PWR-C45-1000AC/Catalyst 4500 1000W AC Power Supply (Data Only)	4	\$724
WS-X4013/Cisco Catalyst 4000/4500 Supervisor Engine II	4	\$4,433
WS-X4148-RJ/Catalyst 4000 10/100 Auto Module, 48 Ports (RJ-45)	4	\$3,210
WS-G5484/Cisco 1000BASE-SX Short-Wavelength GBIC (multimode only)	8	\$374
WS-C4506-EMS-LIC/Catalyst 4506 RMON Agent License	4	\$1,045
S4KL3E-12113EW/Cisco IOS Enhanced L3 Software Image	4	\$7,283
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-PKG9 for the WS-C3750G-24TS-E Cisco Catalyst 3750G-24TS (with proprietary stacking)	2	\$992
CON-SNT-PKG12 for the WS-C4503 Catalyst 4500 Chassis	4	\$1,868
Cost of ownership total:		\$94,403

Cost-of-ownership comparison for a wireless network solution

Product number/Product name	Quantity	Unit price
J4850A/ProCurve Switch 5304xl	2	\$1,529
J4878A/ProCurve Switch XL Mini-GBIC Module	2	\$997
J4858A/ProCurve Gigabit-SX-LC Mini-GBIC	4	\$328
J4821A/ProCurve Switch XL 100/1000-T Module	2	\$866
J8164A/ProCurve Switch 2626-PWR	4	\$1,765
J8130A/ProCurve Wireless Access Point 420 NA	32	\$364
J8172B/ProCurve Manager Plus	1	\$2,571
Service based on 3 years:		
8x5, next-business-day support for 5304xl		\$0
8x5, next-business-day support for 2626-PWR		\$0
8x5, next-business-day support for 420		\$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:		\$29,375

3C16870-US/7700 Core Switch 4-Slot Starter Kit - Chassis, (2) Power Supplies, Switch Fabric, Doc Kit	2	\$7,151
3C16874/3Com Switch 7700 4-Port 1000BASE-X Fabric Sub-Module	2	\$864
3CSFP91/3Com 1000Base-SX SFP Transceiver	4	\$354
3C16873/3Com Switch 7700 4-Port 10/100/1000BASE-T Fabric Sub-Module	2	\$718
3C17205-US/3Com SuperStack 3 Switch 4400 PWR	4	\$1,718
3C17221/3Com SuperStack 3 Switch 4400 1000Base-SX Module	4	\$350
3CRWE725075A/3Com Wireless LAN Access Point 7250	32	\$319
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)		
next-business-day support		
3PS-EXP-E—8x5, next-business-day support for 7700	2	\$1,901
3CS-EXP-06E—8x5, next-business-day support for 4400	4	\$160
3CS-EXP-01E—8x5, next-business-day support for 7250	32	\$40
Cot of ownership total:		\$39,877

WS-C4503/Catalyst 4500 Chassis (3-Slot), fan, no p/s	2	\$731
PWR-C45-1000AC/Catalyst 4500 1000W AC Power Supply (Data Only)	2	\$724
WS-X4013/Cisco Catalyst 4000/4500 Supervisor Engine II	2	\$4,433
WS-X4148-RJ/Catalyst 4000 10/100 Auto Module, 48 Ports (RJ-45)	2	\$3,210
WS-G5484/Cisco 1000BASE-SX Short-Wavelength GBIC (multimode only)	4	\$374
WS-C4506-EMS-LIC/Catalyst 4506 RMON Agent License	2	\$1,045
S4KL3E-12113EW/Cisco IOS Enhanced L3 Software Image	2	\$7,283
WS-C3560-24PS-S/Cisco Catalyst 3560-24PS-24	4	\$2,743
GLC-SX-MM/GE SFP, LC connector, SX transceiver	4	\$381
AIR-AP1121G-A-K9/Cisco Aironet 1100 Series Access Point	32	\$399
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-PKG1—8x5, next-business-day support for 4500	2	\$85
CON-SNT-PKG4—8x5, next-business-day support for 3560	4	\$292
CON-AR-PKG1—8x5, next-business-day support for 1100	32	\$29
Cost of ownership total:		\$63,895

* 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.

© 2003, 2004, 2005 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

4AA0-2239ENUC, September 2005