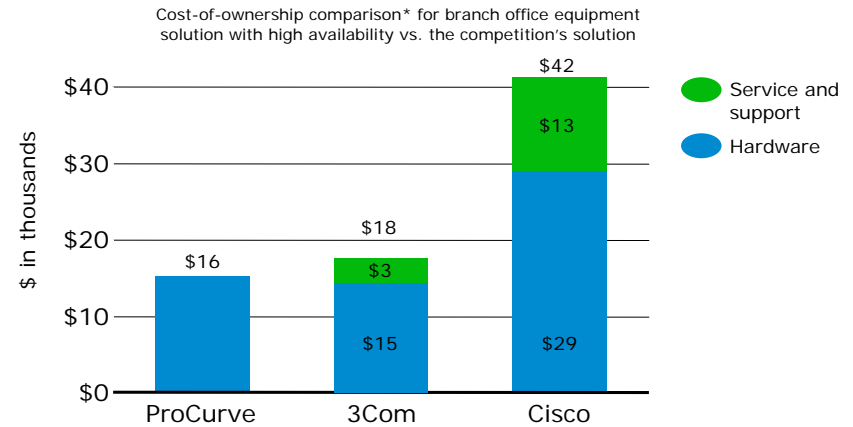
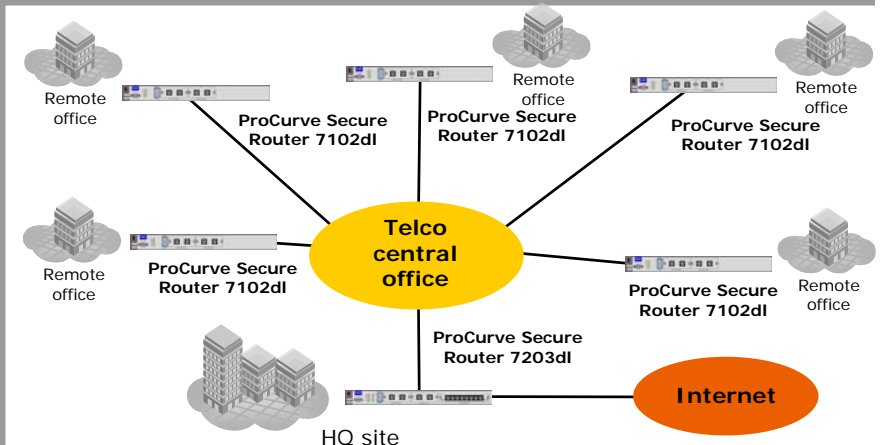


ProCurve Networking vs. 3Com and Cisco: 5-year cost-of-ownership comparison for branch office equipment

Configuration details		
ProCurve configurations	(5) ProCurve Secure Router 7102dl (Low End) (5) 1xT1 dl module (5) Analog modem backup (1) ProCurve Secure Router 7203dl (Midrange) (1) 8xT1 dl Wide module	
3Com configurations	(5) 3Com Router 5012 (5) 1-Port Fast Ethernet Interface Card (5) 1-Port Fractional T1 Interface Card (5) 1-Port Analog Modem (1) 3Com Router 5642 (3) 2-Port T1/CT1/PRI Module	
Cisco configurations	(5) 2801 Router W/INLINE PWR 2FE 4SLO (5) 1-Port DSU/CSU WAN Interface Card (5) 1-Port Analog Modem WAN Interface Card (1) Cisco 3745 VPN Bundle AIM-VPN HPI (3) 2-Port RJ48 Multiflex Trunk T1	
Services and support		
ProCurve	8x5, next-business-day support for 7102dl	\$0
	8x5, next-business-day support for 7203dl Includes software updates, Web 24x7, lifetime warranty with next-business-day advance replacement, phone and e-mail support during business hours for 5 years	\$0
	Total	\$0
3Com	3CS-EXP-04E—8x5, next-business-day support for 5012	\$474
	3CS-EXP-08E—8x5, next-business-day support for 5642	\$279
	First year warranty included in purchase price	\$0
	Service based on 1 additional year	\$753
	Service based on 4 additional years	\$3,011
Cisco	CON-SNT-PKG4—8x5, next-business-day support for C2801-AC-1	\$1,362
	CON-SNT-PKG12—8x5, next-business-day support for C3745 (1)	\$1,875
	First year warranty included in purchase price	\$0
	Service based on 1 additional year	\$3,236
	Service based on 4 additional years	\$12,945



* All prices from ProCurve, 3Com, and Cisco were independently obtained in February 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. Because the ProCurve Secure Router 7000dl series products will not be available until April 1, such internet pricing was not available. Pricing for the ProCurve Secure Router 7000dl series products were obtained by the HP SMB online store.



5 remote sites, 1 headquarters, HQ with Internet link