



## Product and Solutions Update

### Cisco adds Power over Ethernet to the 2960 product family

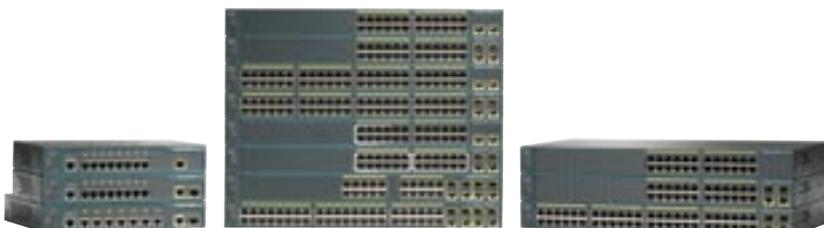
#### New Switching Sales Opportunity if your customers want Power over Ethernet!

Power over Ethernet (PoE) is now available on the Cisco Catalyst 2960 family. The addition of PoE on the Catalyst 2960 products provides a new competitive price point for Cisco PoE switching solutions where customers require the enhanced Layer 2+ LAN Base IOS software that delivers enhanced integrated security, quality of service (QoS), and availability to enable new converged applications.

#### What are the advantages of Power of Ethernet?

PoE allows easy connectivity to Ethernet-powered devices including IP phones and wireless access points and eliminates the cost for additional electrical cable and circuits that would otherwise be necessary in IP phone and WLAN deployments.

**The new 2960 PoE products are now included Fast Track, providing immediate competitive pricing.**



## Introduction of the 860 and 880 Integrated Services Series routers

New Cisco 860 and 880 Integrated Services Series routers offer small businesses greater service integration and higher performance. These models extend the current 800 series by offering optional unified wireless mobility, with full 802.11n support. The following table provides a high level overview of how the new products fit within the existing 800 series product family:



Models Comparison: Integrated Services Routers					
Model	WAN Interface	VPN	3G Wireless LAN	802.11b/g wireless	802.11n wireless (b/g compatible)
851	10/100 Mbps Fast Ethernet	Up to 5 tunnels	No	851W	No
857	ADSL (asymmetric DSL)	Up to 5 tunnels	No	857W	No
861 NEW	10/100 Mbps Fast Ethernet	Up to 5 tunnels	No	861W	861W
871	10/100 Mbps Fast Ethernet	Up to 10 tunnels	No	871W	No
876	ADSL (asymmetric DSL) over ISDN	Up to 10 tunnels	No	876W	No
877	ADSL (asymmetric DSL)	Up to 10 tunnels	No	877W	No
878	G.SHDSL (Symmetrical High-Data-Rate DSL)	Up to 10 tunnels	No	878W	No
881 NEW	10/100 Mbps Fast Ethernet	Up to 20 tunnels	Yes (excluding SRST model)		An option on all 888 SKUs
888 NEW	G.SHDSL (Symmetrical High-Data-Rate DSL)	Up to 20 tunnels	No		An option on all 881 SKUs

For a guide on how to sell the new Cisco 800 Series Integrated Services Routers: [http://www.cisco.com/web/partners/downloads/partner/WWChannels/technology/routing/860\\_880\\_isr\\_sol\\_ov\\_reseller.ppt](http://www.cisco.com/web/partners/downloads/partner/WWChannels/technology/routing/860_880_isr_sol_ov_reseller.ppt)

[Cisco 880 Series Integrated Services Routers Datasheet](#)

[Cisco 860 Series Integrated Services Routers Data Sheet](#)



## New Cisco ISR Unified Communications bundles

The new Cisco Integrated Services Router Unified Communications Bundles lower the cost of entry for a complete Cisco Unified Communications (UC) solution for small and medium sized businesses (SMBs), with the flexibility to expand the UC solution as the business grows. These bundles also make it easier for Cisco resellers to quote and order a complete Cisco Unified Communications solution.

### Features of the New UC Bundles

- A complete UC solution: Voice, video, and data on a single IT platform simplify management and reduce power consumption.
- Simplified ordering: A single part number for all the components makes quoting and ordering easier.
- Reduced cost of entry: UC bundles have a base user count to allow customers to start low and add users as they grow. This, along with the built-in discount, lowers the cost of entry.
- Simpler phone licensing: Included licenses can be used to deploy any type of Cisco IP phone.
- Flexibility: A customer can add users later in reasonable increments.
- Lower price gap between Cisco 2800 and 3800 Series ISRs: A higher-performance router with room for growth is available for a nominal extra investment.

The new Cisco ISR UC Bundles are available for the Cisco 1861 Integrated Services Router and for the Cisco 2800 Series and 3800 Series Integrated Services Routers. Please contact your Cisco Authorized Distributor for pricing and availability. You can also visit the SMB Update page to download the Unified Communications Bundle product bulletin for more information.

Cisco Integrated Services Router Unified Communications Bundles Product Bulletin: [http://www.cisco.com/en/US/prod/collateral/routers/ps5853/prod\\_bulletin\\_c25-468506.pdf](http://www.cisco.com/en/US/prod/collateral/routers/ps5853/prod_bulletin_c25-468506.pdf)



## Cisco Unified Communications Manager Express/Survivable Remote Site Telephony 4.3

Cisco Unified CallManager Express (CUCME) extends the benefits of IP communications and “enterprise-like” capability to the small office on a Cisco. With the introduction of CUCME 4.3 a number of new end-user productivity features are now available including E911Support, new 3200 Mobile Access Router support for public safety customers, and call barge with privacy settings for key system type deployments. These and other new features improve end-user ease of use and productivity. Learn [more](#)

### Cisco Unity Express 3.2

User Experience Enhancements in CUE 3.2 include support for Microsoft Entourage on Mac OS X, non-subscriber distribution lists, password synchronization between CUCME and CUE, end-user feature parity between CUE on and ISR and Cisco Unified 500 Series and support for three new languages – Arabic, Turkish, and Russian in addition to the current 16 languages

For more information, visit: [www.cisco.com/go/cue](http://www.cisco.com/go/cue)



## Smart Business Communications System Updates

Since the introduction of the Cisco Smart Business Communication System, Cisco continuously evolves the solution. Over the past few months we have introduced several product enhancements and tools for our resellers including:

- New entry-level Cisco Unified IP Phones that enable improved price points for the SBCS solution.
- Greater flexibility in license options and upgrade paths that ease growth to larger capacity systems
- SBCS deployments are simpler with new versions of Cisco Configuration Assistant.

Keep reading for more detailed information on each of these announcements.

### New Cisco Unified IP Phone 500 Series

The Cisco Unified IP Phones 500 Series is a new group of affordable, entry-level IP phones designed for use with Cisco's Unified Communications 500 Series for Small Business. These phones are an excellent choice for customers undergoing the transition from traditional digital or hybrid key systems (KTS) and PBXs to a system based on the Cisco Unified Communication 500 Series. These phones provide a lower overall system cost when selling to more cost conscious customers.

The 500 series phones are now shipping from Cisco. Please contact your authorized Cisco distributor for pricing and availability.

For more information on the new Cisco Unified IP Phone 500 Series, please visit the Smart Business Communications System web site at [www.cisco.com/go/sbcs](http://www.cisco.com/go/sbcs)

### New license upgrade paths and 24-user Configuration and for Cisco Unified Communications 500 Series

New license based upgrades are now available to upgrade the 8 user system to the 16 users, and upgrade from the 24 user system to 32 users and from 32 to 48 users.

The introduction of the new 24-user configuration of the Unified Communications 500 series increases the deployment and pricing flexibility of the Smart Business Communication System. Contact your Cisco Authorized Distributor for pricing and availability.



### Cisco Mobility Express Release 1.5

Cisco® continues to strengthen the Cisco Mobility Express solution, part of the Cisco Smart Business Communication System for small to medium-sized businesses, by enhancing the ease of configuration and management of the Cisco 500 Series Wireless Express Access Points and Cisco Wireless Express Mobility Controller. With Cisco Configuration Assistant Release 1.5, the Cisco Mobility Express solution delivers a new controller setup wizard, predefined configuration templates, automatic policy configuration, and client configuration online help to streamline network and mobility services setup, including secure guest access

[Mobility Express Release 1.5 Product Bulletin](#)

Download Mobility Controller Software Release 1.5 from the [Cisco Wireless Software](#) download page (login required).

## Cisco Configuration Assistant (CCA) Release 1.6

Cisco Configuration Assistant simplifies the task of configuring, deploying, and administering the Cisco Smart Business Communications System. CCA Release 1.6 adds support for the new Cisco 500 Series Unified IP Phones and inherits all CCA 1.5 features. CCA release 1.5 strengthened the Cisco Smart Business Communications System value proposition with major enhancements aimed at simplifying and enhancing configuration of the voice, wireless and system features.

To download CCA 1.6, please go to [www.cisco.com/go/configassist](http://www.cisco.com/go/configassist)

## Cisco Monitor Director 2.0

Cisco Monitor Director will help you build a recurring revenue stream by providing SMB customers with managed services for their IT infrastructure. Release 2.0 provides additional SMB-class device support, including servers, printers and workstations, support for Cisco Unified Communications Manager and Cisco Unity, WebEx reports, and monitoring templates using SNMP and WMI for third-party and Cisco devices. Learn more about Cisco Monitor Director at: <http://www.cisco.com/en/US/products/ps7246/index.html>





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