



## Offer Small Business Customers a Better Solution for Today and Tomorrow

Small businesses can be at a disadvantage when they take a piecemeal approach to network design. Without an integrated set of products, adapting the network and responding to business changes can be difficult and costly. And working with multiple vendors can make day-to-day support time-consuming and frustrating.

The Cisco® Small Business Pro Foundation provides a set of core networking products, including routing, switching, security, and wireless connectivity. Individually, each product in the portfolio provides an affordable, high-performance answer to a customer-specific need. Together, they provide a complete, integrated connectivity solution that makes it easy and cost-effective to add capabilities and keep pace with business changes.

For customers, the Cisco Small Business Pro Foundation offers the efficiencies and peace of mind associated with working with one technology provider.

**Figure 1:** Cisco SA 500 Series, SR 520-T1, and SRP 500 Series Provide Security and WAN Connectivity



For Cisco partners, the Cisco Small Business Pro Foundation provides:

- A complete portfolio that answers both immediate and long-term customer needs
- The ability to add new products, capabilities, and licenses to generate ongoing revenue
- The basis for a long-term relationship with customers

- A platform to build managed services for customers

Table 1 lists the features of the Cisco Small Business Pro Foundation. Table 2 lists partner benefits.

**Table 1.** Cisco Small Business Pro Foundation Features

Products for a Strong Foundation	Right-Sized Capabilities and Choices Suited for Small Business	Simplicity and Commonality by Design
Secure routing <ul style="list-style-type: none"> <li>• Cisco SA 500 Series Security Appliances</li> <li>• Cisco SR 520-T1 Secure Router</li> <li>• Cisco SRP 500 Series Services Ready Platforms</li> </ul>	<ul style="list-style-type: none"> <li>• Firewall</li> <li>• Intrusion protection</li> <li>• VPN</li> <li>• Content security</li> <li>• Connection redundancy</li> </ul>	<ul style="list-style-type: none"> <li>• Designed and priced specifically for small businesses</li> <li>• Consistent out-of-the-box experience</li> <li>• Smart defaults on each product to speed installation and administration</li> <li>• Consistent network management tools</li> <li>• All product supported by Cisco Small Business Support Center and Support Community</li> </ul>
Switching <ul style="list-style-type: none"> <li>• Cisco ESW 500 Series Switches</li> </ul>	<ul style="list-style-type: none"> <li>• Optional Power over Ethernet</li> <li>• 10/100 Ethernet, Gigabit Ethernet</li> <li>• 8 to 48 ports</li> <li>• Port security</li> </ul>	
Wireless <ul style="list-style-type: none"> <li>• Cisco AP 541N Wireless Access Point</li> </ul>	<ul style="list-style-type: none"> <li>• 802.11n</li> <li>• Dual radio: 2.4 GHz, 5 GHz</li> <li>• Clustering technology (simplifies wireless configuration and administration)</li> <li>• Strong WLAN security</li> </ul>	

**Figure 2:** Cisco ESW 500 Series Provides Switched Connectivity



**Table 2.** Partner Benefits

<b>Expand your customer base by addressing a wide range of small business needs</b>	Prospects for the Cisco Small Business Pro Foundation include companies that: <ul style="list-style-type: none"> <li>• Have up to 100 users</li> <li>• Are planning a move, expansion, or upgrade</li> <li>• Need to enhance their security, improve the reliability of their network connectivity, or add capacity or capabilities</li> <li>• Lack the resources or knowledge to implement or manage an internal network</li> <li>• Are frustrated by the problems associated with managing multiple vendors</li> </ul>
<b>Expand your opportunities for incremental revenue</b>	With the Cisco Small Business Pro Foundation, you can: <ul style="list-style-type: none"> <li>• Continue to add Pro Series products to customers' networks for new capabilities or capacity</li> <li>• Offer higher-value solutions, such as voice and mobility, built on the same foundation.</li> </ul>
<b>Improve profitability with time-saving, repeatable implementation</b>	<ul style="list-style-type: none"> <li>• All of the products in the Cisco Small Business Pro Foundation can be configured and managed through a single browser-based interface</li> <li>• Smart defaults speed configuration, deployment, and ongoing administration</li> <li>• Cisco Smart Designs provide validated, documented deployment scenarios</li> </ul>
<b>Offer customers a more manageable environment or managed services option</b>	<ul style="list-style-type: none"> <li>• Cisco Configuration Assistant provides a system-level interface for helping manage all of the products as a total solution</li> <li>• You can demonstrate a foundation that is easier for a small business to manage or offer the convenience of a managed service</li> </ul>

**Figure 3:** Cisco AP 541N Provides in Office Wireless Connectivity





## Complete the Package with the Cisco Small Business Pro Service

The Cisco Small Business Pro Service can help your customers derive maximum value from Cisco Small Business Pro Series products. End customers who want direct telephone or online chat support to the Small Business Support Center can purchase the subscription-based Cisco Small Business Pro Service, which provides affordable coverage for three years. Delivered by Cisco, this comprehensive service includes software upgrades and updates, extended access to the Cisco Small Business Support Center, and next-business-day hardware replacement as necessary. It also provides community-based support to enable small businesses to share knowledge and collaborate using online forums and wikis to help boost business efficiency, identify and reduce risks, and serve customers better.

Other specifics of the support coverage include:

- Next-business-day advance hardware replacement for wireless access points where available (same-day shipment in other areas)
- Optional 3-year device-level service for products in the Cisco Small Business Pro Foundation solution

## Warranty

Cisco Small Business Pro Foundation products are covered by a Cisco standard 1-year hardware warranty. To download software updates, go to: <http://www.cisco.com/go/smallbiz>.

Product warranty terms and other information applicable to Cisco products are available at <http://www.cisco.com/go/warranty>.

## Availability

The Cisco Small Business Pro Foundation is available wherever Cisco Small Business Pro Series products are sold. Service delivery details may vary by region.

## Ordering Information

There are no SKUs for the Cisco Small Business Pro Foundation. Use the regular SKUs for the individual Cisco Small Business Pro Series products that make up the Cisco Small Business Pro Foundation. To place an order, visit the Cisco Ordering website at <http://www.cisco.com/en/US/ordering/index.shtml>.

## For More Information

For more information about the Cisco Small Business Pro Foundation, visit <http://www.cisco.com/go/profoundation>.