






# Cisco Fixed Switch Solutions for Small to Medium Size Business



At-A-Glance

Cisco Catalyst® 2960 and 2960-S Series Fixed Switches – LAN Based L2+ Intelligent LAN Services – High Availability, Enhanced Security, Advanced QoS	Features and Benefits	Sell Against	Cisco Advantage
<p><b>Fast Ethernet</b></p> <ul style="list-style-type: none"> <li>8 10/100 + 1 dual (2960-8TC-L)</li> <li>24 10/100 + 2 1000BASE-T (2960-24TT-L)</li> <li>48 10/100 + 2 1000BASE-T (2960-48TT-L)</li> <li>24 10/100 + 2 dual (2960-24TC-L)</li> <li>48 10/100 + 2 dual (2960-48TC-L)</li> </ul> <p><b>Gigabit Ethernet</b></p> <ul style="list-style-type: none"> <li>8 10/100/1000; 1 is dual (2960G-8TC-L)</li> <li>24 10/100/1000; 4 are dual (2960G-24TC-L)</li> <li>48 10/100/1000; 4 are dual (2960G-48TC-L)</li> <li>48 10/100/1000 + 4 SFP (2960S-48TS-L)</li> </ul> <p><b>10 Gigabit Ethernet</b></p> <ul style="list-style-type: none"> <li>24 10/100/1000 + 2 10GE (2960S-24TD-L)</li> <li>48 10/100/1000 + 2 10GE (2960S-48TD-L)</li> </ul> <p><b>Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>8 10/100 + 1 10/100/1000 Power over Ethernet (PoE) input (2960PD-8TT-L)</li> <li>24 10/100 of which 8 are PoE ports (2960-24LT-L)</li> <li>24 10/100 PoE + 2 dual (2960-24PC-L)</li> <li>48 10/100 PoE + 2 1000BASE-T + 2 dual (2960-48PST-L)</li> <li>24 10/100/1000 PoE + 2 10GE (2960S-24PD-L)</li> <li>48 10/100/1000 PoE + 2 10GE (2960S-48LPD-L)</li> <li>48 10/100/1000 PoE Plus + 2 10GE (2960S-48FPD-L)</li> <li>24 10/100/1000 PoE + 4 SFP (2960S-24PS-L)</li> <li>48 10/100/1000 PoE + 4 SFP (2960S-48LPS-L)</li> <li>48 10/100/1000 PoE plus + 4 SFP (2960S-48FPS-L)</li> </ul> 	<p>• Fast Ethernet or Gigabit Ethernet connectivity delivers superior application performance</p> <p>• Full standards based Power over Ethernet (PoE) with up to 15.4W on every port supplies power to network-attached devices</p> <p>• Advanced intelligent QoS, security and availability</p> <p>• Layer 2+ intelligent LAN services</p> <p>• Cisco EnergyWise manages power consumption resulting in reduced energy costs</p> <p>• Cisco Catalyst Smart Operations including, Auto Smartports and Auto Install, simplifies deployment and management</p> <p>• Limited Lifetime Warranty with free software updates</p> <p><b>In addition, 2960-S feature:</b></p> <ul style="list-style-type: none"> <li>PoE+ with up to 30W per port supports the latest PoE+ capable devices</li> <li>Cisco FlexStack stacking, with up to 4 switches, eases operation and management with single configuration</li> <li>10 Gigabit Ethernet uplinks provides business continuity</li> <li>Supports SFP or SFP+</li> <li>USB storage for file backup, distribution, and simplified operations</li> <li>Enhanced limited lifetime warranty (E-LLW) with next business day (NBD) advance and 90 day access to Cisco Technical Assistance Center (TAC) support</li> </ul>	<p>HP 2600 /2610 HP 2800 /2810 HP 2910 HP 4200 HP 5400</p> <p>3Com 4200 3Com 4500 3Com 3870</p> <p>H3C-S 5100</p> <p>Nortel 425 Nortel 470 Nortel 2500 Nortel 4500</p> <p>Huawei 3100 Huawei 5100</p> <p>Alcatel 62xx</p> <p>Extreme Summit 150 Extreme Summit 250</p>	<ul style="list-style-type: none"> <li>Cisco EnergyWise for lowered operational costs and GhG emissions</li> <li>Cisco® limited lifetime warranty and E-LLW: Switch is covered for life; fan and PS for 5 years</li> <li>Superior configuration and management with Cisco IOS® Software architecture</li> <li>Intuitive and automatic for fast and dynamic deployment</li> <li>Very low power for Gigabit Ethernet Switch</li> <li>New EnergyWise functionality to control PHY power</li> <li>Auto download configuration and image</li> <li>Cisco Network Assistant</li> <li>Enhanced security with Cisco Identity-Based Networking Services (IBNS)</li> <li>Cisco Smart Foundation</li> <li>Cisco Technical Assistance Centers (TACs)</li> </ul>
<p><b>Cisco Catalyst 2960 and 2960-S Series Fixed Switches – LAN Lite Entry-level availability, QoS, security, and scalability</b></p> <p><b>Fast Ethernet</b></p> <ul style="list-style-type: none"> <li>24 10/100 (2960-24-S)</li> <li>24 10/100 + 2 dual (2960 24TC-S)</li> <li>48 10/100 + 2 1000T (2960-48TT-S)</li> <li>48 10/100 + 2 dual (2960-48TC-S)</li> <li>8 10/100 + 1 dual (2960-8TC-S)</li> </ul> <p><b>Gigabit Ethernet</b></p> <ul style="list-style-type: none"> <li>24 10/100/1000 + 2 SFP (2960S-24TS-S)</li> <li>48 10/100/1000 + 2 SFP (2960S-48TS-S)</li> </ul> <p><b>Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>24 10/100 of which 8 are PoE ports (2960-24LC-S)</li> <li>24 10/100 PoE + 2 dual (2960-24PC-S)</li> <li>48 10/100 PoE + 2 1000BASE-T + 2 SFP ports (2960-48PST-S)</li> </ul> 	<p><b>Features and Benefits</b></p> <ul style="list-style-type: none"> <li>Fast Ethernet or Gigabit Ethernet connectivity to deliver superior application performance</li> <li>PoE of up to 15.4W per port to supply power to network-attached devices</li> <li>Enhanced QoS, security and availability</li> <li>Cisco EnergyWise manages power consumption resulting in reduced energy costs</li> <li>Cisco Catalyst Smart Operations including, Auto Smartports and Auto Install, simplifies deployment</li> <li>Limited Lifetime Warranty with free software updates and E-LLW on 2960-S series</li> </ul>	<p>Foundry Edgellron</p>	
<p><b>Cisco ESW 500 Series Cisco Small Business Pro Series Enhanced QoS and security - designed to integrate with Small Business Pro Products</b></p> <p><b>Fast Ethernet</b></p> <ul style="list-style-type: none"> <li>24 Fast Ethernet (FE) + 4 Gigabit Ethernet (GE)/2 combo SFP (ESW-520-24-K9)</li> <li>48 FE + 2 GE + 2 SFP (ESW-520-48-K9)</li> </ul> <p><b>Gigabit Ethernet</b></p> <ul style="list-style-type: none"> <li>24 GE + 4 combo SFP (ESW-540-24-K9)</li> <li>48 GE + 4 combo SFP (ESW-540-48-K9)</li> </ul> <p><b>Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>8 FE PoE + 1 Combo SFP (ESW-520-8P-K9)</li> <li>24 FE PoE + 4 GE/2 combo SFP (ESW-520-24P-K9)</li> <li>48 FE PoE + 2 GE + 2 SFP (ESW-520-48P-K9)</li> </ul> <p><b>Gigabit Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>8 GE PoE + 1 Combo SFP (ESW-540-8P-K9)</li> <li>24 GE PoE + 4 combo SFP (ESW-540-24P-K9))</li> </ul> 	<p><b>Features and Benefits</b></p> <ul style="list-style-type: none"> <li>Simplified configuration with choice of embedded GUI switch configuration utility or Cisco Configuration Assistant (CCA) for system-wide management</li> <li>Cisco Discovery Protocol, Cisco Smartports, and Smart Defaults for easy integration with other Cisco Small Business Pro and Smart Business Communications System products</li> <li>Enhanced QoS, security, and availability</li> <li>8-port PoE switches and up to 48 ports FE PoE and up to 24 ports GE PoE</li> </ul>	<p>HP 2520 HP 2610 HP 2810</p> <p>3Com 4200 3Com 4500</p> <p>Nortel BES 120/1020</p>	<ul style="list-style-type: none"> <li>Built and priced for small businesses</li> <li>Expansive, easy to sell, FE, GE, and PoE models</li> <li>5-year enhanced warranty with next-business-day (NBD) product replacement</li> <li>Designed and tested for solution integration for easier system deployments</li> <li>Part of Small Business Pro, a portfolio of products that deliver integrated network solutions</li> </ul>



# Cisco Fixed Switch Solutions for Small to Medium Size Business

At-A-Glance

Cisco Small Business Managed Switches Affordable, high performance switches with enhanced security, QoS, and easy web management	Features and Benefits	Sell Against	Cisco Advantage
<p><b>Fast Ethernet</b></p> <ul style="list-style-type: none"> <li>8 FE (SRW208)</li> <li>8 FE + 1 GE + 1 SFP (SRW208G)</li> <li>24 FE + 4 GE/2 combo SFP (SRW224G4)</li> <li>48 FE + 4 GE/2 combo SFP (SRW248G4)</li> <li>Stackable: 24 FE + 4 GE/2 combo SFP (SFE2000)</li> <li>Stackable: 48 FE + 2 GE + 2 SFP (SFE2010)</li> </ul> <p><b>Gigabit Ethernet</b></p> <ul style="list-style-type: none"> <li>8 GE + 2 combo SFP (SRW2008)</li> <li>16 GE + 2 combo SFP (SRW2016)</li> <li>24 or 48 GE + 2 combo SFP (SRW2024, SRW2048)</li> <li>Stackable: 24 or 48 GE + 4 combo SFP (SGE2000, SGE2010)</li> </ul> <p><b>Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>8 FE PoE + 2 combo SFP (SFE1000P)</li> <li>8 FE PoE + 2 GE (SRW208MP/8Ps-15.4W, SRW208P/4Ps-15.4W, 8Ps-75W)</li> <li>24 FE PoE + 4 GE (SRW224G4P)</li> <li>48 FE PoE + 4 GE (SRW248G4P)</li> </ul> <p><b>Gigabit Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>8 GE PoE + 2 combo (SRW2008MP/8Ps 15.4W, SRW2008P/4Ps 15.4W, 8Ps 75W)</li> <li>24 GE PoE + 2 combo SFP (SRW2024P)</li> <li>Stackable: 24 or 48 GE PoE + 4 combo SFP (SGE2000P, SGE2010P)</li> </ul>	 <ul style="list-style-type: none"> <li>Advanced QoS, security, and availability</li> <li>8- to 48-port 10/100 and Gigabit configurations</li> <li>PoE and non-PoE options</li> <li>Simplified configuration and troubleshooting</li> <li>Designed for small office-wide infrastructure</li> <li>Stacking, Layer 3, and IPv6 management on select products</li> </ul>	<p>Netgear FSM726, FSM7328S, and FSM7352S</p> <p>Netgear GSM7224, GSM7224R, GSM7248, and GSM7328S</p> <p>Netgear Adv Smart</p> <p>HP 2510 HP 2520 HP 2610 HP 2810</p> <p>3Com Officeconnect Managed 3Com 4210 3Com 4200G 3Com 4500 3Com Baseline Plus</p>	<ul style="list-style-type: none"> <li>Switching portfolio breadth               <ul style="list-style-type: none"> <li>Unmanaged, Smart, Fully Managed</li> <li>10/100 and Gigabit</li> <li>PoE and non-PoE</li> <li>Clusterable/Stackable and Standalone</li> </ul> </li> <li>Small Business Investment Protection Trade-in Program</li> <li>Product quality vs transactional competitors (Netgear/DLink), more extensive testing</li> <li>Overall product breadth: build entire small office network (NAS, surveillance, wireless, switching, routing, etc.)</li> <li>Competitive price/performance switch offering</li> </ul>
Cisco Small Business Smart Switches Feature-rich switches with basic management	Features and Benefits	Sell Against	
<p><b>Fast Ethernet</b></p> <ul style="list-style-type: none"> <li>24 FE + 2 GE combo SFP (SLM24G)</li> <li>48 FE + 2 GE combo SFP (SLM48G)</li> </ul> <p><b>Gigabit Ethernet</b></p> <ul style="list-style-type: none"> <li>5 GE (SLM2005)</li> <li>8 GE (SLM2008)</li> <li>24 GE + 2 combo SFP (SLM2024)</li> <li>48 GE + 2 combo SFP (SLM2048)</li> </ul> <p><b>Power over Ethernet</b></p> <ul style="list-style-type: none"> <li>24 FE PoE + 2 GE combo SFP (SLM 224P)</li> <li>48 FE PoE + 2 GE combo SFP (SLM248P)</li> </ul>	 <ul style="list-style-type: none"> <li>Basic QoS, security, and availability</li> <li>Simple, basic web-managed interface</li> <li>5 - to 48-port 10/100 and Gigabit configurations</li> <li>PoE and non-PoE options</li> <li>Ideal for small workgroups</li> </ul>	<p>Netgear Smart</p> <p>Dlink Smart</p> <p>HP Smart 1700 and 1800</p> <p>3Com Smart 3Com Officeconnect</p>	

## Learn more about Cisco Small Business Solutions and Support

Cisco Small Business Solutions: <http://www.cisco.com/go/smb>

Cisco Switching for Small Businesses: <http://www.cisco.com/go/smbswitching>

Cisco Partner Central – Small Business Switching: <http://www.cisco.com/go/smbpartner/switching>

Cisco Services for Small and Medium Businesses: <http://www.cisco.com/go/smbservices>

Cisco Small Business Support Community: <https://www.myciscocommunity.com/community/smallbizsupport>

Audience	Purpose
Cisco Channel Partners	High-level competitive guide provides key selling points against main small business switching competitors.