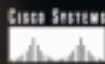


중소기업 및 벤처 기업을 위한 웹 구축 솔루션

시스코 시스템즈 김민세

mskim@cisco.com



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Agenda

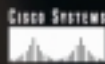
1. Cisco 1700 Series e-Business Solutions
2. Midmarket LAN Solution
3. Content Delivery Network
4. **SAFE** - A Security Blueprint for e-Business

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Cisco 1700 Series e-Business Solutions



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e-Business Solution Requirements



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Your e-Business Enabler

Cisco 1700 Series

Differentiation



Time

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Cisco 1700 Series



- **Flexibility/Investment Protection**
 - Modular design
 - Diverse WICs/VICs shared with 2600 and 3600
 - Field upgradeable
- **Market specific design and price**
 - Small footprint; cost-effective solution
- **Security**
 - Wire-Speed VPN access with IPSec 3DES
 - Firewall, IDS, DMZ LAN
- **Reliability and Scalability**
 - Cisco IOS with QoS features
- **Simplified Device Management**
 - All-in-one solution
 - Integrated voice/video/data/fax

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Cisco 1700 Features

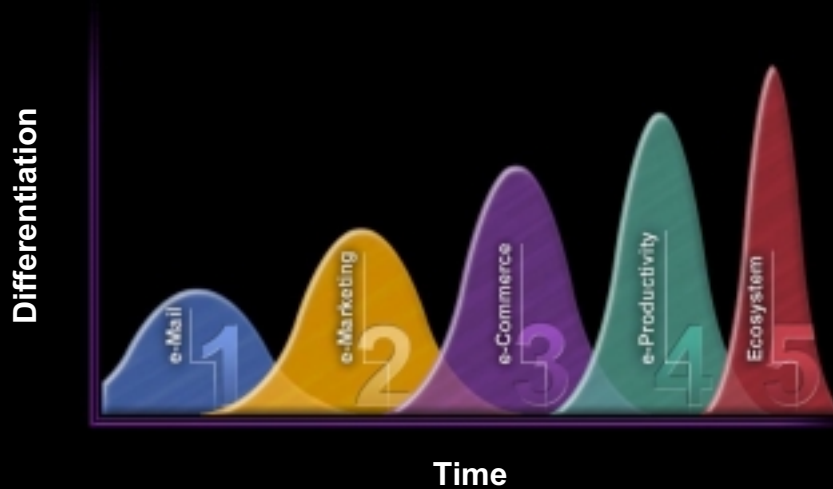
	e-Mail	e-Marketing	e-Commerce	e-Productivity	Ecosystem
Multi-Service				✓	✓
VPN			✓	✓	✓
DMZ LAN		✓	✓	✓	✓
Network Device Mgmt.	✓	✓	✓	✓	✓
Cisco IOS	✓	✓	✓	✓	✓
DSL	✓	✓	✓	✓	✓

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e-Business Engagement Cycle

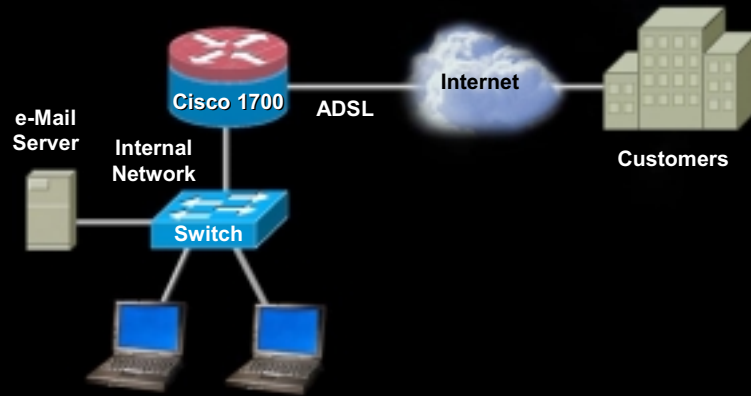


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e-Mail Example

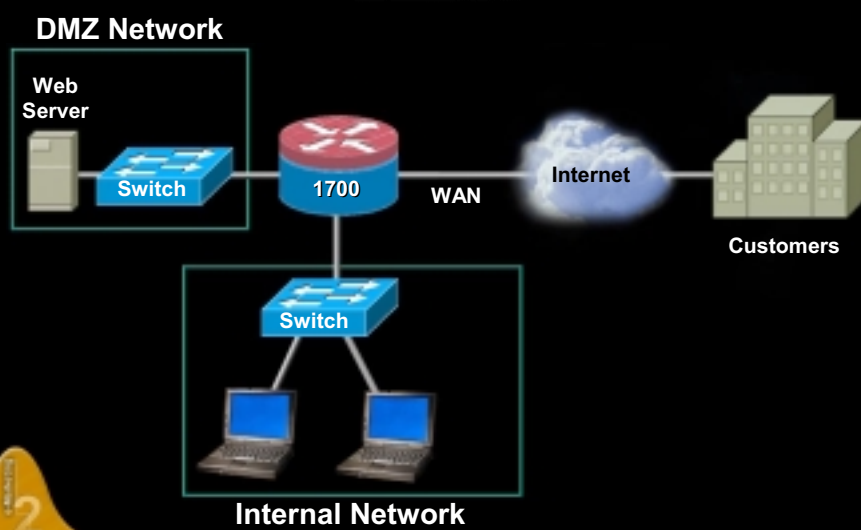


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e-Marketing Example

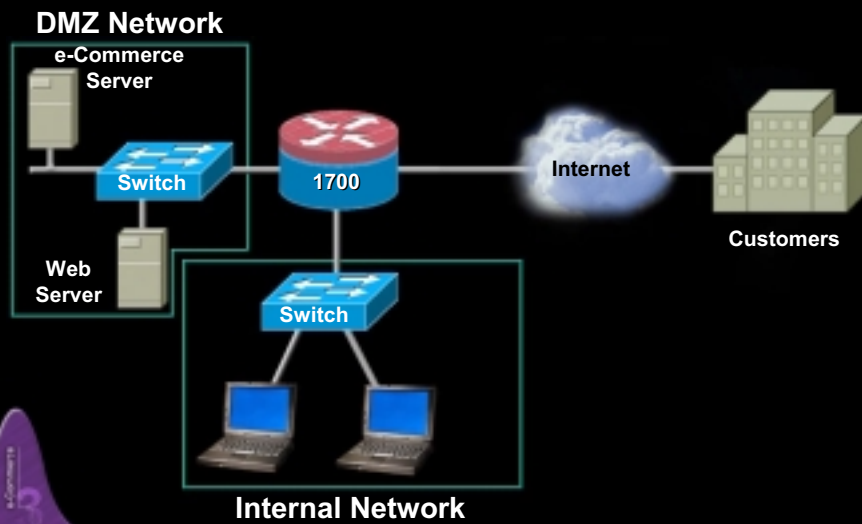


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e-Commerce Example

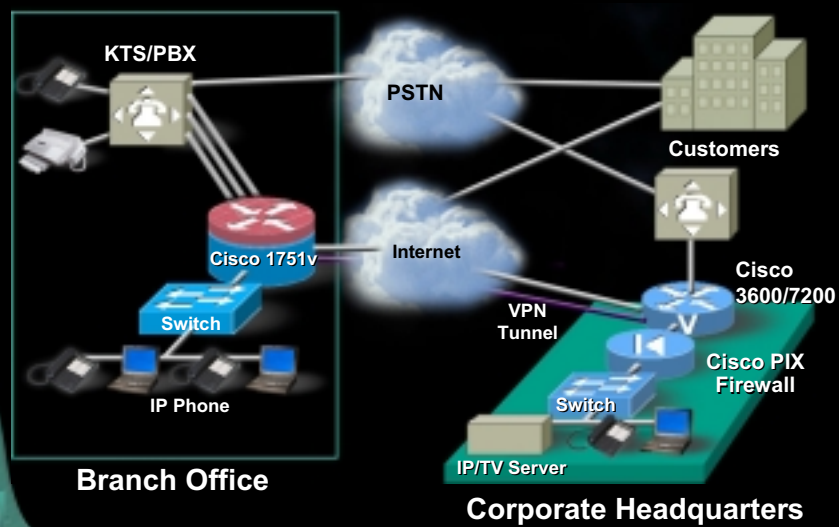


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e-Productivity Example

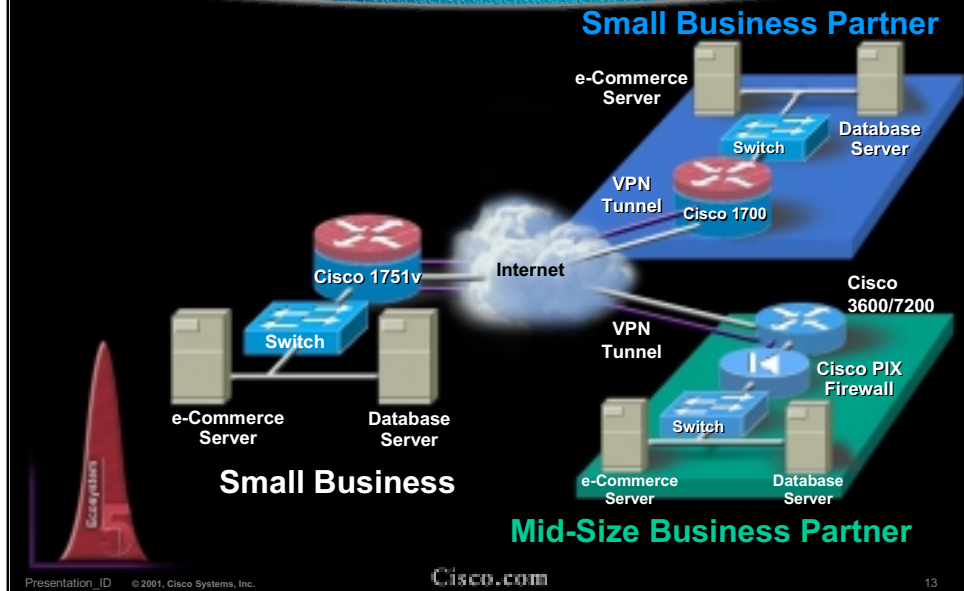


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Ecosystem Example



Cisco 1700 Architecture



- RISC Processor
- Performance: 8.5 - 12K pps
- One Autosensing 10/100 Fast Ethernet Port
- Modular Data/Voice Slots
- Auxiliary Port up to 115 kbps
- Internal Expansion Slot
- VPN IPsec 3DES up to T1/E1

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Cisco 1700 Series

1700 Family

- Business Class DSL
- Optional Dual Ethernet Support
- Wire-speed VPN
- Shared WICs and VICs
- Cisco IOS/QoS Features

1751

- Multi-Service Ready
- 3 slots: 2 VIC/WIC, 1 VIC
- VLAN Support
- Default Memory:
16/32 MB Flash/DRAM

1720

- Data Only
- 2 WIC Slots
- Default Memory:
8/32 MB Flash/DRAM

1751-V

- Multi-Service Configured
for 2 voice ports
- 3 slots: 2 VIC/WIC, 1 VIC
- 1 DSP
- VLAN Support
- Default Memory:
32/64 MB Flash/DRAM

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Cisco 1751 WAN Support



- Broadband DSL
- Frame Relay
- Synchronous Serial (up to T1/E1)
- ISDN
- Switched 56
- X.25
- SMDS
- Asynchronous Serial (e.g. Dial-up Modem)

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Cisco 1751 Voice Support



- VoIP and VoFR
- Digital Voice Support (ISDN BRI)
- Analog Voice Support (FXS, FXO, E&M)
- Comprehensive CODEC Support
- Business-Class Voice Through Cisco IOS QoS
- End-to-end Cisco Voice Solution

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Cisco 1750 vs. 1751

	CISCO 1750	CISCO 1751
Modular Slots	3	3
Microprocessor	MC860T	MC860P
Packet Forwarding (64 byte packet)	8,500 pps	12,000 pps
Base Memory (Flash/DRAM)	4/16 MB	16/32 MB
Max. Voice Calls	6	12
SPMM Slots (DSP Density)	1	2
Packetized Voice (VoIP, VoFR)	✓	✓
Analog Voice Support	✓	✓
Digital Voice Support		✓
VLAN (802.1q)		
Base Price w/ IP Software (US List)	\$1,495	\$1,495

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Configurations/Cost Comparison

1750 vs. 1751 Solutions Comparison

Model	1750-data (4/16)	1751 (16/32)	Solution Savings
Base Router	\$1,495	\$1,495	
W/ Firewall	\$3,795	\$2,395	\$1,400
W/ Security (VPN/FW)	\$3,595	\$2,895	\$700
W/ Security + VPN Module	\$4,595	\$3,895	\$700
W/ Multi Protocol	\$3,595	\$1,895	\$1,700
W/ Multi-Protocol + Security	\$4,995	\$3,295	\$1,700

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Configurations/Cost Comparison

Old Solution Pricing

New Solution Pricing

Model	1720 (4/16)	1720 (8/32)	Solutions Saving
Base Router	\$1,195	\$1,195	
W/ Firewall	\$3,495	\$2,095	\$1,400
W/ Security (VPN/FW)	\$3,295	\$2,595	\$700
W/ Security + VPN Module	\$4,295	\$3,595	\$700
W/ Multi Protocol	\$3,295	\$1,595	\$1,700
W/ Multi-Protocol + Security	\$4,695	\$2,995	\$1,700

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WAN Interface Cards



Shared with 2600 and 3600

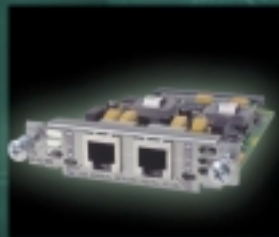
- WIC-1T (serial)
- WIC-2T (2 serials)
- WIC-2A/S (2 [a]sync serials)
- WIC-1B-S/T (ISDN BRI S/T)
- WIC-1B-U (ISDN BRI U)
- WIC-1DSU-56K4 (56/64Kbps)
- WIC-1DSU-T1 (FT1/T1)
- WIC-1ADSL
- WIC-1ENET

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Voice Interface Cards



Shared with 2600 and 3600

- VIC-2BRI-NT/TE
- VIC-2FXS
- VIC-2FXO
- VIC-2FXO-EU
- VIC-2FXO-M3
- VIC-2E/M

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Cisco 1700 Series: VPN Module



- 10x Performance Increase over Software 3DES
- IPSec 3DES Performance up to Full-Duplex T1/E1 Serial
- Delivers up to 100 Concurrent Sessions
- Utilizes Internal Expansion Slot
- RSA and Diffie-Hellman Authentication

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Cisco 1700 + ADSL WIC



- ANSI T1.413 Issue 2, ITU 992.1 (G.DMT)
- ATM and IP QoS Features
- DSLAM Interoperability (Cisco and Alcatel)
- Dual WIC Support Enables WAN Back-Up and Load Sharing

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Cisco 1700 + Ethernet WIC



- 1-Port 10BASE-T Ethernet Interface Card
- Full- and Half-Duplex
- PPP over Ethernet (PPPoE)
- Supports Broadband Modem or DMZ LAN Applications
- LEDs—Link and Full-Duplex (Activity LED on Front Panel)

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Introducing the Cisco 1710 Security Access Router



- **Comprehensive Security**
 - VPN Encryption and Tunneling
 - Stateful Inspection Firewall
 - Intrusion Detection
- **High-Performance VPN**
 - Wire Speed Hardware Encryption
- **Advanced QoS Features**
 - Bandwidth Optimization
 - Traffic Prioritization
- **Remote Manageability**
- **All-in-one Solution**

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Cisco 1710 Architecture

- RISC Processor
- Dual-Ethernet
- IPSec 3DES up to T1/E1 (Hardware Encryption)
- IEEE 802.1Q VLAN
- Auxiliary Port up to 115 kbps
- Onboard/Default Memory
16MB Flash/32MB DRAM



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Cisco 1710 Comprehensive Features

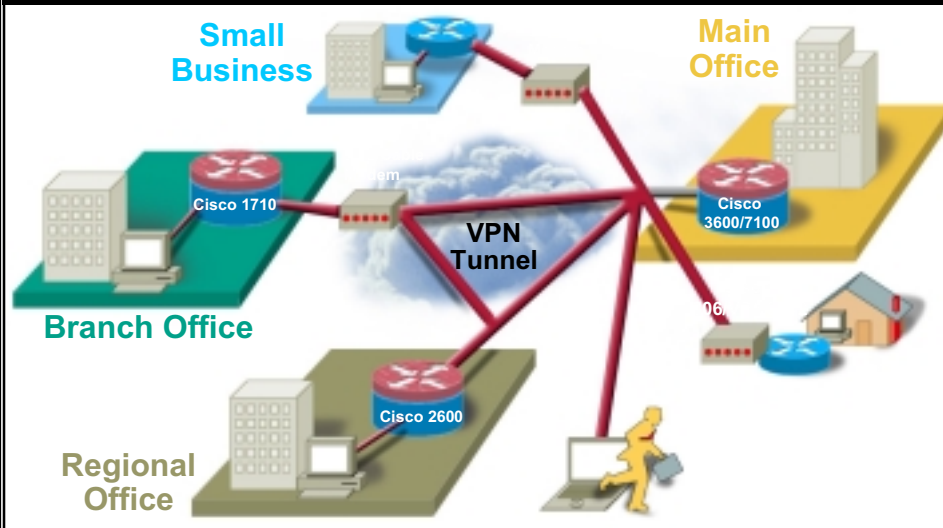
- Secure Internet, Intranet, Extranet
VPN, Stateful Firewall/IDS
- Host Management
PPPoE, DHCP, NAT/PAT
- Tunneling
IPSec, L2TP, GRE, L2F
- Protocol Support
Routed: IP, IPX, AT, IBM/SNA
Routing: RIP, OSPF, IGRP, BGP
- Bandwidth Optimization (QoS)
LLQ, WFQ, CAR, WRED, DiffServ, GTS, FRTS

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Cisco End-End Security Solution



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Cisco 1700 Series

Cisco 1710	Cisco 1720	Cisco 1751	Cisco 1751-V
Data-only with Broadband Security	Data-Only with WAN	Data Now + Voice later with WAN	Data + Voice Now with WAN
\$1,895	\$1,195 Plus WIC Cards	\$1,495 Plus WIC/VIC Cards	\$2,495 Plus WIC/VIC Cards

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Summary

Differentiation

- Gain Competitive Advantage by Quickly Deploying e-Business Applications
- Cisco 1700 Series is the Right Access Solution For Your Business

Time

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Cisco 1700/2600 Product Positioning

	Cisco 1751	Cisco 1720	Cisco 2600
Fast-Switched Performance (kpps)	12	8.5	12 to 25
IPSec Performance (256-Byte Packets) kbps	512	512	512
LAN Density	1	1	1 to 6
Serial Density	T1/E1: 1 to 4 A/S: 2 to 4	T1/E1: 1 to 4 A/S: 2 to 4	T1/E1: 1 to 6 A/S: 2 to 12 or 32A
ISDN BRI Density	1 to 4	1 to 4	1 to 10
CT1/CE1 ISDN PRI Density	None	None	1 to 2
LAN Media	E, FE	E, FE	E, TR, FE
WAN Media	BRI, Serial	BRI, Serial	PRI, MBRI, Serial, ATM
Voice	VoN	None	VoN
Voice call Density	2 to 12	None	2 to 60

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