



Avocent.



Cisco & Avocent Remote SMB Solution



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Avocent at a Glance

- Global leader in IT Operations Management Solutions from the desktop to the data center.
- Customers of all sizes rely on Avocent to reduce cost, increase availability of network resources, enable control, security, and compliance regardless of mix or location of the hardware and software.
- Solutions include a broad mix of Hardware, Software, Systems and Services offerings
- OEM supplier to HP, Dell, IBM, Intel, Fujitsu Siemens, Lenovo and others



Founded	1982
Customers	100,000+ including 94% of Fortune 100
Employees	1,850 globally
Headquarters	Huntsville, Alabama USA
Locations	45 countries
Patent	Received Over 100 State-of-the-art US Patents

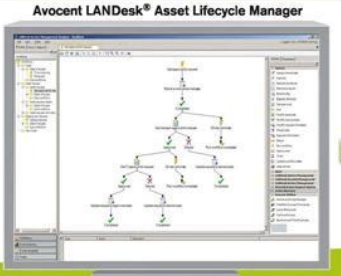
Listed on NASDAQ, symbol AVCT.

HAVE YOU HEARD...

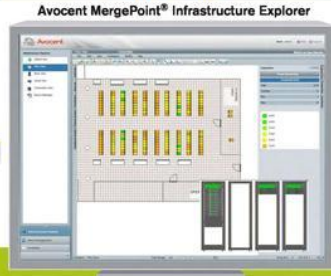
Management of a Heterogeneous Environment

Identify • Manage • Service • Secure • Control

Asset Management



Capacity Management



Operations Management



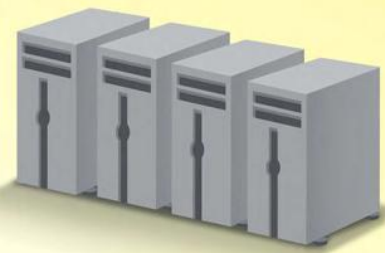
- Growth & Needs Awareness
- Change Management
- Software Licenses Monitoring
- Distribute Resources
- Audit Compliance
- Automated Workflow Capability
- Relationship Assets Tracking
- Manage Asset Data
- Effective Reporting
- Reclaim Assets

- Visual Modeling
- Planning & Design
- Capacity Visualization
- Import DC Records
- Launch KVM or Serial Sessions
- Impact Assessment & Analysis
- Asset Identification & Location
- Asset Library
- Various Reporting Capability
- Show Details information of Assets

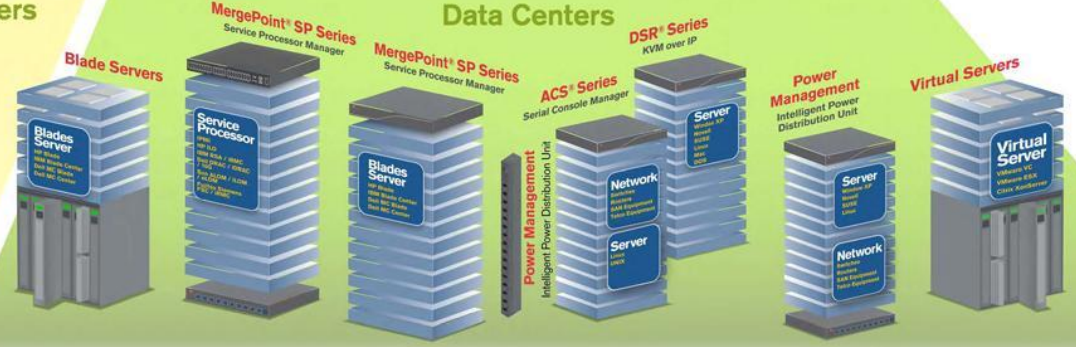
- Centralized Management
- Events Notification & SNMP
- Redundancy User Access
- Scheduling of Task
- Users Logs & Access Control
- Monitor, Measure Energy Consumption
- Reporting & Audit Logs
- Authentication Services
- Hub & Spoke Architecture
- Virtual Machines
- Virtual Media Support
- Track Assets and Usage



Desktops/Servers



Data Centers



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Complete IT Operation Management Solution



*Branch
Management
(SMB)*



*Power
Management*



*Capacity
Management*



*Operations
Management*



*Asset
Management*

Complete IT Operation Management Solution

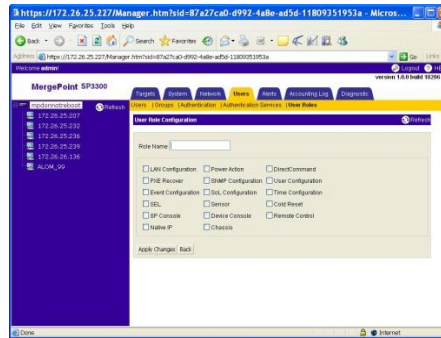


**Branch
Management
(SMB)**



AutoView® - Remote Server Management

LCD Console Solution



**MergePoint® SPM 3300 - Service
Processor Solution**



Direct PDU™ - Power Solution



ACS5000 – Serial Console Solution

Complete Solution

The Cisco ISR Families Integrate Multiple Functions in a Single Device
The Cisco 2800 & 3800 ISR families offer an Application eXtension Platform (AXP) card that enables its partners, including Avocent, to run complementary software programs on the Cisco AXP card.

The Avocent remote office solution integrates remote management into the Cisco ISR families to provide a complete solution for managing networked servers, desktops and laptops at remote sites.

With the Cisco and Avocent solutions combined, our customers have more control, increased security and easy to achieve compliance.

Cisco AXP



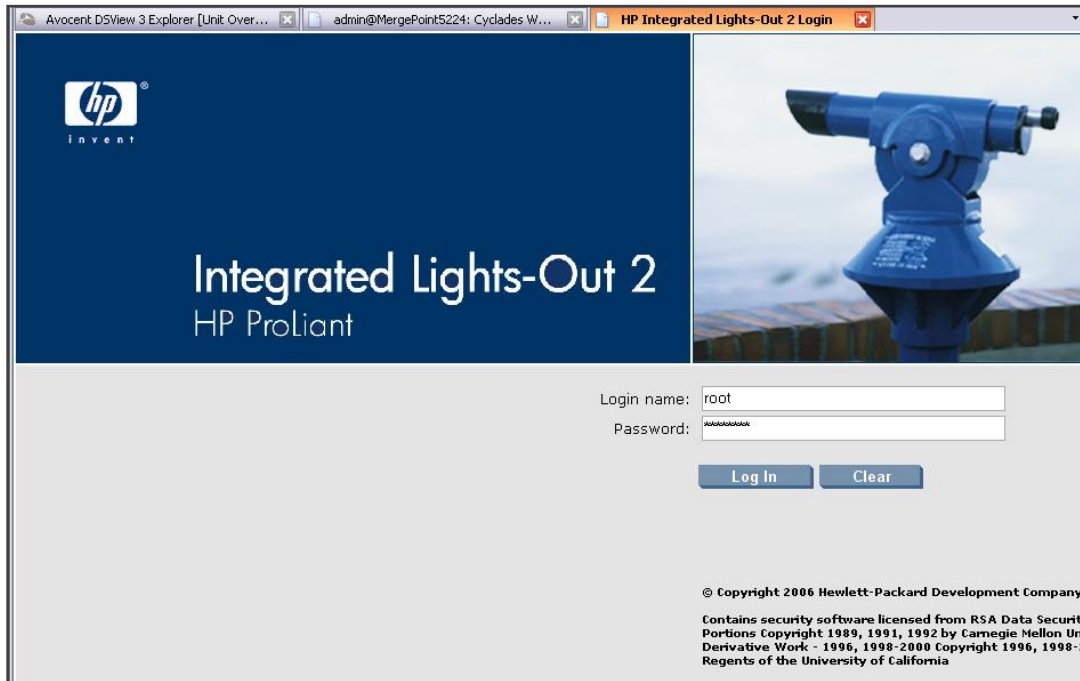
Integrated Services Router

- Security
- Voice
- Wireless
- Video
- WAN optimization
- Switch

Cisco AXP Module

Cisco Systems, Inc. introduced the Integrated Services Router (ISR) to consolidate these various functions into a single device. The Cisco® 2800 and 3800 ISR families provide multiple concurrent functionalities, a single point of hardware support, simpler systems management and future expandability.

Avocent MergePoint® Service Processor Manager



- Server Management
- Auditable Access
- Power On/ Off / Cycle
- Graceful shutdown
- System Event Logs
- Console Access
- Consolidated view and access
- Secure

Network to Server Management

**Cisco® ISR
2800 / 3800**

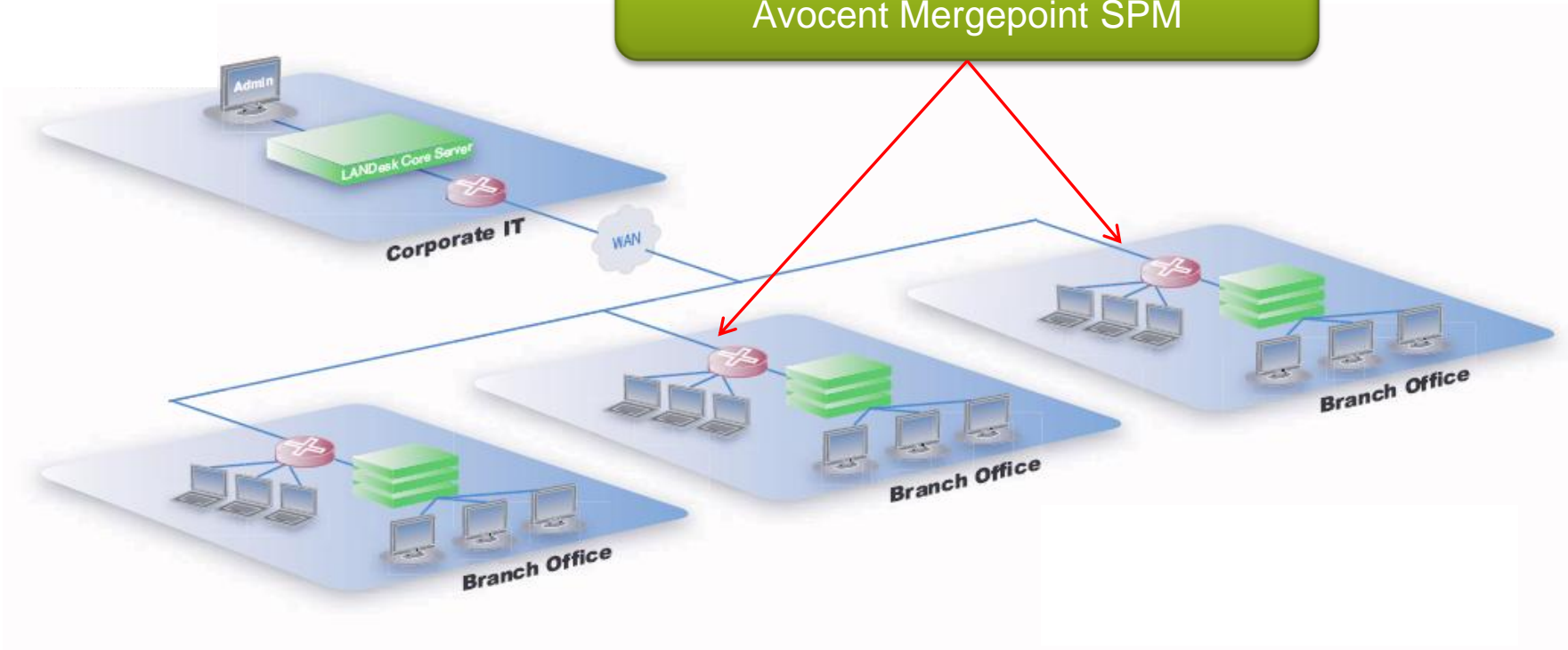
- Embedded Security
- Voice Ready
- Application Optimization
- L2 Switching
- Network Analysis

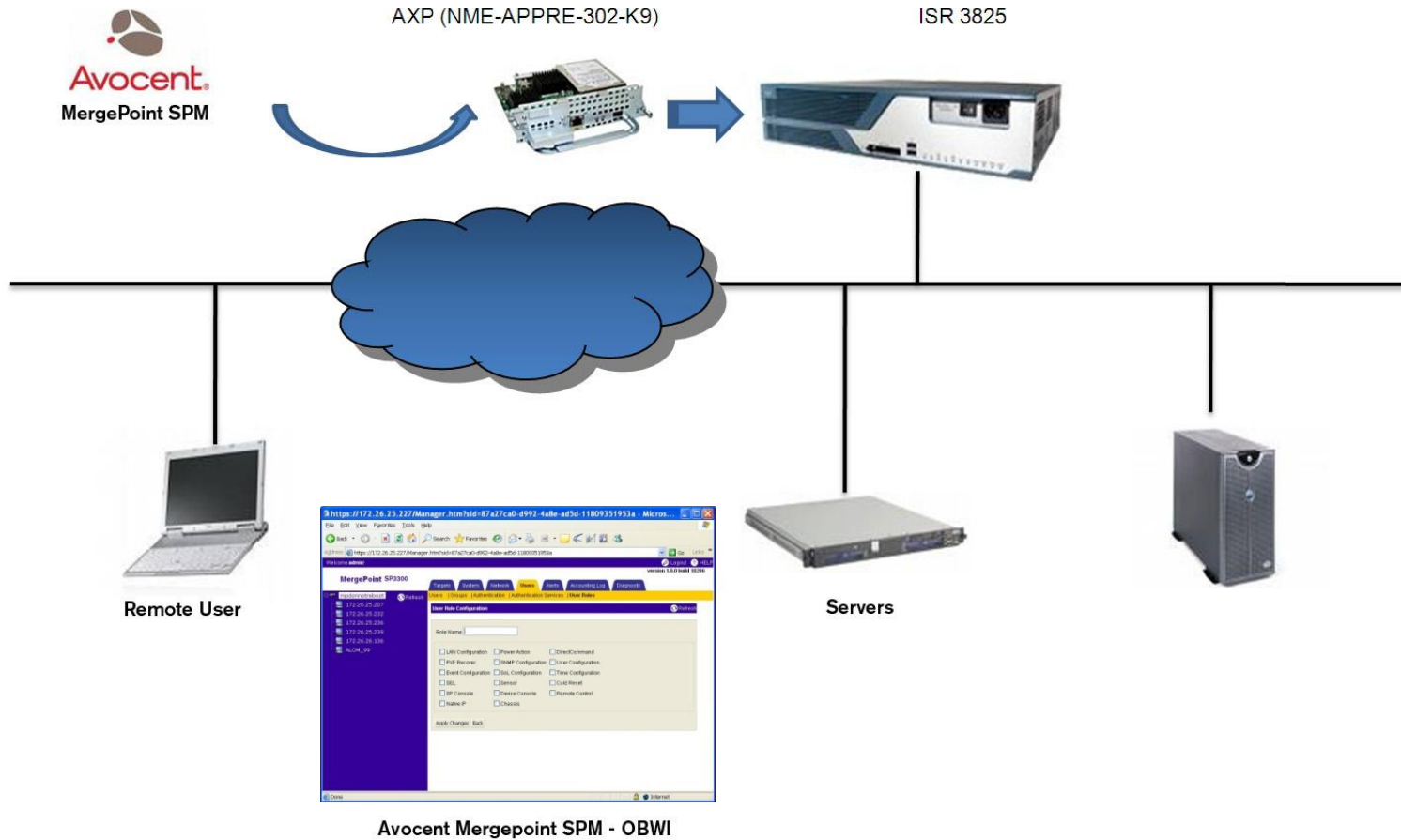


**Avocent MergePoint®
Service Processor**

- Service Processor
- IPMI
- Dell DRAC
- HP ILO
- IBM RSA
- Fujitsu Siemens iRMC
- Sun ALOM /ILOM
- Blade Server

Cisco ISR with Cisco AXP & Avocent Mergepoint SPM





Cisco & Avocent Solution

Consolidate diverse network hardware & system management tool

Reduce cost by not having physically present to perform certain task

Effectively and unified interface to access servers from multiple suppliers

Reduce both initial and on-going operating costs with the Avocent

Access server anytime, anywhere at remote locations or from home

Ensure continual uptime and availability of critical servers at remote sites

Single platform to simplify, automates and integrate remote management

Customers have more control, increased security and easy to achieve compliance.

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|---|---|--|--|--|--|
| <ul style="list-style-type: none"> • Growth & Needs Awareness • Change Management • Software Licenses Monitoring • Distribute Resources • Audit Compliance | <ul style="list-style-type: none"> • Automated Workflow Capability • Relationship Assets Tracking • Manage Asset Data • Effective Reporting • Reclaim Assets | <ul style="list-style-type: none"> • Visual Modeling • Planning & Design • Capacity Visualization • Import DC Records • Launch KVM or Serial Sessions | <ul style="list-style-type: none"> • Impact Assessment & Analysis • Asset Identification & Location • Asset Library • Various Reporting Capability • Show Details information of Assets | <ul style="list-style-type: none"> • Centralized Management • Events Notification & SNMP • Redundancy User Access • Scheduling of Task • Users Logs & Access Control • Monitor, Measure Energy Consumption | <ul style="list-style-type: none"> • Reporting & Audit Logs • Authentication Services • Hub & Spoke Architecture • Virtual Machines • Virtual Media Support • Track Assets and Usage |
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Desktops/Servers

Data Centers



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