

impact

A Fantastic Week at Interop 2008!



As I sat on the plane bound for Interop 2008, I was overwhelmed with feelings of anticipation and excitement for the coming week.

While Interop is always an important event for Enterasys, this year it meant so much more. As the chosen InteropNet provider, Enterasys would be providing the backbone and security for Interop 2008; the Enterasys Customer Council (ECC) would be meeting; and we would be celebrating our 25th Anniversary with our customers and partners.

The Enterasys branding experience started upon arrival at Las Vegas McCarran International Airport where more than thirty banners 20 feet tall highlighted our logo, our solutions, and our role in InteropNet. McCarran airport, one of the busiest airports in the world, has been a loyal customer for over a decade – a fact that we shared with every attendee who commented on our advertising at the airport.

Enterasys was everywhere on the Interop show floor. Our booth was the right size and in an easy to find location. Customers, partners and prospects alike commented that the Enterasys booth seemed busy. What they appreciated most is that we had engineers and product managers in the booth to answer technical questions and hear feedback live. Several customers and prospects commented that they didn't realize how broad the Enterasys product line was until they saw the 12 foot tall graphics showing all the products in a topology and positioning diagram.

In two separate speaking opportunities, Enterasys VP Product Management & Marketing,

Barry Cioe shared some thought leadership best practices with over 250 attendees. Several people in the audience indicated they had pressure on their IT staff to do more with less, and appreciated the vendor-neutral, educational approach to Barry's presentation. Everyone left knowing that Enterasys can align the network with the business cost-effectively.

More than 1,600 people from 1,200 companies worldwide stopped by our booth to have an extended conversation or see a demonstration. Of those 1,200 companies, more than 900 were new prospects that have never done business with Enterasys. Compared to Interop 2007, we increased our number of total contacts by more than 33% and more than doubled our number of new company prospects.

The Enterasys Customer Council (ECC), representing seven vertical industries and six countries, met with Enterasys product managers and executives throughout the ECC meeting to discuss current challenges in IT and how we can continue to provide relevant technology solutions. A report card was presented to the group on how Enterasys has responded to ECC requests and we measured up very well. I will share more details about the ECC meeting in the June issue of *Impact*.

Wednesday night, Enterasys celebrated our 25th Anniversary with a toast thanking customers, partners and employees at an event 64 stories above the Las Vegas strip. Nearly 700 people joined us throughout the evening. Several prospects commented how much they enjoyed the opportunity to speak with current customers in a casual setting to

validate Enterasys' support quality and product features. There were continuous conversations throughout the night as customers and partners shared their favorite Cabletron/Enterasys memories. [Click here](#) to see the online photos that provide further views into the branding we used at the event.

Enterasys is proud of our performance delivering 100% availability and centralized visibility and control as the [official InteropNet 2008 backbone and security provider](#). 2008 saw the largest number of solution providers in the history of the program respond to the RFP to be an official supplier for InteropNet. This was the first time that InteropNet had no firewall for the Class A network (IP address space for 16 million users); and the first time that a single vendor supplied both the network backbone and security infrastructure.

NetSight and Dragon software managed and secured open access to the Internet. InteropNet featured the Enterasys B-Series, C-Series, D-Series, G-Series, N-Series and X-Series switches and routers prioritizing and protecting the world's largest temporary network, connecting thousands of attendees and hundreds of exhibitors using VoIP and virtualization technologies. Lenny Heymann, General Manager for Interop stated, *"This was the first year that I didn't have to get pulled into a network issue...no news was good news. The volunteers from Enterasys were pleasant, flexible and very engaged."* [Click here](#) to watch the Network World interview about InteropNet. Here are some other interesting highlights from InteropNet: *(continued...)*

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\$1000 Winner!

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Win \$1000

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What You Need Is What You Get with the New D-Series Workgroup Switch

Coming Next Month

Scottish Police College Secures World Class Law Enforcement Training Network with Enterasys



The Scottish Police College provides about 75 percent of all law enforcement training in the country, including specialist training for detectives and traffic officers. All of Scotland's current 14,500 police officers are graduates of the College and an estimated 1,500 new police recruits will enter the College's prestigious program in the coming year.

With an IT staff composed of two part-time employees, the Scottish Police College recognized the need to maintain a modern, secure network that would scale with the diverse uses and requirements of the increasing number of students, faculty and guests, while keeping management requirements uncomplicated. The College also required a solution that would

be affordable and fall within the constraints of their public sector budget and provide interoperability with existing vendor equipment, including Nokia Check Point firewalls.

The students and faculty required an always-available connection to help with their research, studying and communications, while the staff required constant network security. To fulfill both needs, the Scottish Police College looked to Enterasys' easy-to-use NetSight® management platform to optimize network service quality for the College's network consisting of 400 networked devices on its campus grounds (spread across 75 acres), while improving the institution's data reliability and security for its more than 800 on-

campus students, faculty and staff, as well as for the recently launched distance learning program.

"Enterasys gives us the reliability and proactive protection we require, with a simple and intuitive at-a-glance status snapshot that allows our small team to have granular visibility and control over who and what is on the network," said Derek Scott, head of the IT department at the Scottish Police College.

"Our network is transparent to our users—all they know is, they plug in and it works. Enterasys has the built-in security, cost-effectiveness, ease of management, reliability and performance qualities that public sector organizations like ours need to succeed."

Please read the [full story](#). ■



Win \$1,000

How many ways can you mount the new D-Series switch?

- A. Rack mount
- B. Metal lock box
- C. Under-table
- D. Wall mount
- E. All of the above

Submit your answer to impact@enterasys.com.

Enter the word "Contest" in the subject line. One winner of the \$1,000 prize will be chosen at random from all correct entries and announced in the June edition of *Impact*. **Good luck!**

Enterasys employees and their families are not eligible to enter.

University of Florida Foundation Secures Donor Information with Enterasys

The University of Florida Foundation, Inc. is the fundraising arm of the University of Florida. With the task of serving the private giving needs of the University of Florida, ensuring that the network is set up to protect the donor's personal information is of utmost importance in earning donor trust and achieving the UF Foundation's capital campaign goal to raise \$1.5 billion by 2012.

After evaluating proposals from other leading networking vendors, the UF Foundation selected Enterasys to deliver identity-based



policy enforcement for its multi-vendor network infrastructure; protecting private donor information and helping security administrators comply with Payment Card Industry (PCI) and State of Florida regulations. By leveraging easy-to-use management software that requires minimal IT staffing resources, the UF Foundation will be able to operate their Enterasys infrastructure with two people, part time.

The UF Foundation relies on the Enterasys NetSight® centralized visibility and control management suite to proactively protect the confidentiality of donor information through "what you need is what you get" policies that map to business departments and processes. With Enterasys NetSight in place, more than 350 users and 1,000 devices are authenticated across five buildings and several remote locations in Miami, Gainesville, Tampa, Atlanta and New York.

"We can now prove, in an audit, to our Board of Directors, and to

our current and potential donors, that our network and their personal information is secure," explained Brian Marquis, Network Systems Administrator for the UF Foundation. *"Every department at the Foundation needs access to very specific resources to do their jobs. With Enterasys, we can provide granular visibility into which departments have access to certain types of information—which is crucial for us to validate when the auditors arrive."*

Please read the [full story](#). ■

What You Need Is What You Get with the New D-Series Workgroup Switch

When customers, partners and prospects asked for a small switch with enterprise-class features that was quiet enough to be placed directly in conference rooms and classrooms – Enterasys listened. The result is the new Enterasys® D-Series Gigabit Ethernet enterprise workgroup switch which offers a very attractive combination of competitive pricing, wire-speed performance and unique identity-based policy features that optimize network operations efficiency.

- Advanced QoS features automatically discover, classify and prioritize voice, video and data applications such as IP telephony, HD video conferencing, and business intelligence analytics.
- Redundant power supplies and standards-based IEEE 802.3af Power over Ethernet (PoE) options ensure availability while supporting the connection of wireless access points, IP telephones, and IP security cameras.
- "What You Need Is What You Get" role-based policies assure service level agreement (SLA) requirements and proactively prevent security incidents based on user and application privileges that ensure only the right users have access to the right information from the right place at the right time.

Ideally suited for guest networking applications, the Enterasys D-Series is integrated with the Enterasys Secure Networks™ architecture to offer business-oriented visibility and control by user and application over priority and security privileges while embracing user mobility across wired and wireless networks. When deployed and configured in training rooms for distance learning and conference rooms for guest/contractor public Internet access, an ability to embed security in the LAN infrastructure prevents other internal IT assets from being placed at risk.

The Enterasys D-Series features:

- 12 ports of Gigabit Ethernet connectivity via RJ-45 10/100/1000 Mbps copper ports with two small form factor pluggable (SFP) slots for multi-mode or single-mode gigabit fiber uplink connectivity
- Triple-speed ports which can support 15.4 watts of IEEE 802.3af Class III PoE
- Wire-speed performance of 17.86 million packets per second throughput and 24 gigabits per second of bandwidth that is maintained even when advanced L2/L3/L4 rate limiting, packet filtering or security quarantine features are enabled

- Eight QoS hardware queues per port with support for 16,000 Layer 2 MAC addresses and 1024 VLANs
- LEDs placed on the top, front and back of the Enterasys D-Series to allow for a variety of mounting options and orientations including wall mount, lock box, under-table, or rack mount
- Durability to withstand extreme temperature conditions up to 140° Fahrenheit or 60° Celsius in locations that may lack adequate cooling or ventilation
- A no-hassle limited lifetime warranty featuring advance replacement and no-charge firmware upgrades is included at no additional cost

In addition to Layer 2 switching, the Enterasys D-Series:

- Identifies and classifies incoming traffic
- Discovers attached users, applications and devices (LLDP-MED)
- Authenticates them using 802.1X, Web or MAC authentication
- Enforces priority or security policies through wire-speed rate limiting, filtering or forwarding decisions
- Leverages industry-standard IPv6 management, SNMPv3, RMON, Rapid Spanning Tree Protocol (RSTP), Link Aggregation Control Protocol (LACP) and IP Multicast (IPMC) support

Pricing and Availability

The Enterasys D-Series pricing starts at \$100 per port US list price. The workgroup switches are available immediately from authorized Enterasys distributors and value-added resellers worldwide. For more information [click here](#). ■



What they are saying...

"It is small, quiet and integrates with the rest of our network access control policies. Beyond the rich features, Enterasys support is extremely easy to work with as they quickly address any of our issues or questions as our infrastructure adapts to new needs over time."

– Doug Olson, Network Services Director at Bethel University

"The Enterasys D-Series offers a cost-effective, versatile foot print solution for enterprise-class LAN workgroups. The D-Series also satisfies increasing customer demand for PoE as well as embedded policy-based security and QoS."

– Steven J. Schuchart Jr., Principal Analyst at Current Analysis

Coming Next Month

The June issue of *Impact* will include these items and more:

- Enterasys Customer Council (ECC) meeting highlights
- New Dragon multi-gigabit IDS/IPS appliances
- Another customer success story

Impact is published monthly for Enterasys Networks customers.

We welcome your questions, comments, and suggestions.

Please email impact@enterasys.com