

How To Simplify Network Management By Deploying Management Appliances

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The Network Management Problem

- Networks are growing in complexity due to the number of devices being deployed making
- Adding to this complexity is the globalization of business, spreading the total number of devices far and wide
- How does IT keep the new enterprise network up and running in a manner that is remote, secure and cost effective?

The Existing Solutions

- Adding more IT Staff
- Proprietary solutions
- Pre-packaged device specific solutions or SNMP Agents
- Enterprise Management Software

Why They Don't Work: Adding More IT Staff

- Often the most robust solution, however:
 - Qualified IT staff is the hardest to find
 - Deploying and training new IT staff is extremely expensive
 - Can companies really afford to have local IT staffs at every remote office?
- **Verdict:** Does not make financial sense and is a difficult solution to deploy for remote network management

Why They Don't Work: Proprietary Solutions

- Is the most customized solution but:
 - A heavy drain on internal IT resources
 - Pulls IT resources away from their core competencies
 - Solutions not scalable
- **Verdict:** Costly to plan, build, test and deploy and solution will be a one off solution

Why They Don't Work: Pre-packaged Device Specific Solutions or SNMP Agents

- Usually very cost effective to deploy but:
 - Tied to specific devices and do not work in a heterogeneous network environment
 - Adds a layer of complexity because IT managers need to learn a new software package
 - SNMP agents can only capture data and do not provide access to the device it is monitoring
- **Verdict:** Functionality of these solutions extremely limited

Why They Don't Work: Enterprise Management Frameworks

- Large enterprise solutions from HP, Tivoli and CA are problematic because:
 - Extremely difficult to deploy
 - Need to factor in the human cost in either consultants or internal staff to roll out such a nebulous solution
 - Really designed to monitor and collect data only and not truly manage network devices
- **Verdict:** Resource and capital hogging solution that will most likely not produce the desired remote network management solution.

What's the Best Solution Then?

Simplify.

Deploy intelligent hardware appliances that are plug and play to targeted devices and access and manage those targeted devices securely via the Internet.

The Web-enabled Secure Remote Network Management Appliance

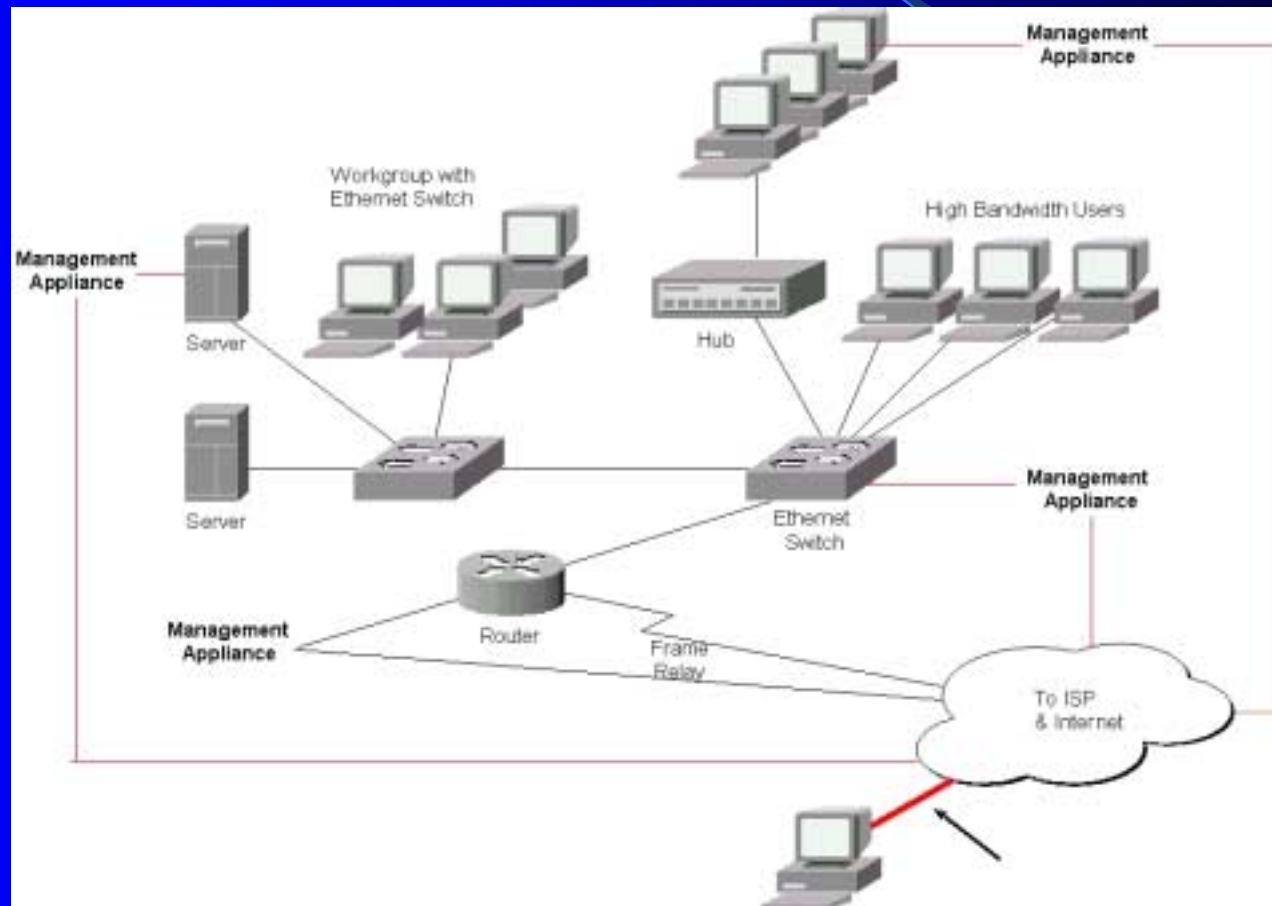
- What is it?

- A low cost, intelligent hardware agent that connects to a target device via an existing port, most likely a device's serial port
- Uses the Internet to provide console access into a target device from any location via a Web browser
- Must have security on board to protect your remote access
- Out of band device that continues to provide access to a device even when that network is down
- A new way to deploy device specific management applications

How Do These Appliances Simplify Network Management?

- Easy hardware deployment – connect through existing ports in targeted devices
- No extra software needed – browser based management means network is now accessible from any desktop with an internet connection
- When used in a secure mode (with SSL), these appliances lessen the need for trips to the remote office to physically manage the targeted devices
- Makes rolling out new applications to targeted devices a snap

How These Appliances Would Be Deployed



Benefits/ROI

- Reduce downtime and increase availability of the network
 - Infonetics reports businesses loss and average of \$709,000 per hour the network is down
- Better leverage existing human capital
 - Fewer IT people can manage a greater number of devices in multiple locations
 - One saved trip to a remote location pays for the cost of the device
- Cost effective solution
 - Appliances cost a fraction of what the alternatives cost

Conclusions

- Using web-based secure remote network management appliances is a cost effective way alternative to much more expensive and bulky management solutions
- Is available today and extremely simple to deploy
- Is a forward reaching solution because the appliances can be used for grander purposes at a later date
- Simplifies management because it makes human capital more efficient and requires little effort to deploy and is easy to use

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Questions