






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>Fast Ethernet</p> <ul style="list-style-type: none"> • 8 10/100 + 1 dual (2960-8TC-L) • 24 10/100 + 2 1000BASE-T (2960-24TT-L) • 48 10/100 + 2 1000BASE-T (2960-48TT-L) • 24 10/100 + 2 dual (2960-24TC-L) • 48 10/100 + 2 dual (2960-48TC-L) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> • 8 10/100/1000: 1 is dual (2960G-8TC-L) • 24 10/100/1000: 4 are dual (2960G-24TC-L) • 48 10/100/1000: 4 are dual (2960G-48TC-L) • 48 10/100/1000 + 4 SFP (2960S-48TS-L) <p>10 Gigabit Ethernet</p> <ul style="list-style-type: none"> • 24 10/100/1000 + 2 10GE (2960S-24TD-L) • 48 10/100/1000 + 2 10GE (2960S-48TD-L) <p>Power over Ethernet</p> <ul style="list-style-type: none"> • 8 10/100 + 1 10/100/1000 Power over Ethernet (PoE) input (2960PD-8TT-L) • 24 10/100 of which 8 are PoE ports (2960-24LT-L) • 24 10/100 PoE + 2 dual (2960-24PC-L) • 48 10/100 PoE + 2 1000BASE-T + 2 dual (2960-48PST-L) • 24 10/100/1000 PoE + 2 10GE (2960S-24PD-L)  <ul style="list-style-type: none"> • 48 10/100/1000 PoE + 2 10GE (2960S-48LPD-L) • 48 10/100/1000 PoE Plus + 2 10GE (2960S-48FPD-L) • 24 10/100/1000 PoE + 4 SFP (2960S-24PS-L) • 48 10/100/1000 PoE + 4 SFP (2960S-48LPS-L) • 48 10/100/1000 PoE plus + 4 SFP (2960S-48FPS-L) 	<ul style="list-style-type: none"> • Fast Ethernet or Gigabit Ethernet connectivity delivers superior application performance • Full standards based Power over Ethernet (PoE) with up to 15.4W on every port supplies power to network-attached devices • Advanced intelligent QoS, security and availability • Cisco IOS LAN Base software delivers Layer 2+ intelligent services • Cisco EnergyWise manages power consumption resulting in reduced energy costs • Cisco Catalyst Smart Operations including, Auto Smartports and Auto Install, simplifies deployment and management • Limited Lifetime Warranty with free software updates <p>In addition, 2960-S feature:</p> <ul style="list-style-type: none"> • PoE+ with up to 30W per port supports the latest PoE+ capable devices • Cisco FlexStack stacking, with up to 4 switches, eases operation and management with single configuration • 10 Gigabit Ethernet uplinks provides business continuity • Supports SFP or SFP+ • USB storage for file backup, distribution, and simplified operations • Enhanced limited lifetime warranty (E-LLW) with next business day (NBD) advance and 90 day access to Cisco Technical Assistance Center (TAC) support 	<p>HP</p> <p>E2600/2610 E2800/2810 E2910 E4210 E4500/G E4510G E5400</p> <p>H3C</p> <p>S 5100</p> <p>Nortel</p> <p>425 470 2500 4500</p> <p>Huawei</p> <p>3100 5100</p> <p>Alcatel</p> <p>62xx</p> <p>Extreme</p> <p>Summit 150 Summit 250</p> <p>Foundry</p> <p>Edgellron</p>	<ul style="list-style-type: none"> • Cisco EnergyWise for lowered operational costs and GhG emissions • Cisco® limited lifetime warranty and E-LLW: Switch is covered for life; fan and PS for 5 years • Superior configuration and management with Cisco IOS® Software architecture • Intuitive and automatic for fast and dynamic deployment • Very low power for Gigabit Ethernet Switch • New EnergyWise functionality to control PHY power • Auto download configuration and image • Cisco Network Assistant • Enhanced security with Cisco Identity-Based Networking Services (IBNS) • Cisco Smart Foundation • Cisco Technical Assistance Centers (TACs)
Cisco Catalyst 2960 and 2960-S Series Fixed Switches – LAN Lite Entry-level availability, QoS, security, and scalability	Features and Benefits		
<p>Fast Ethernet</p> <ul style="list-style-type: none"> • 24 10/100 (2960-24-S) • 24 10/100 + 2 dual (2960-24TC-S) • 48 10/100 + 2 1000T (2960-48TT-S) • 48 10/100 + 2 dual (2960-48TC-S) • 8 10/100 + 1 dual (2960-8TC-S) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> • 24 10/100/1000 + 2 SFP (2960S-24TS-S) • 48 10/100/1000 + 2 SFP (2960S-48TS-S) <p>Power over Ethernet</p> <ul style="list-style-type: none"> • 24 10/100 of which 8 are PoE ports (2960-24LC-S) • 24 10/100 PoE + 2 dual (2960-24PC-S) • 48 10/100 PoE + 2 1000BASE-T + 2 SFP ports (2960-48PST-S) 	<ul style="list-style-type: none"> • Fast Ethernet or Gigabit Ethernet connectivity to deliver superior application performance • PoE of up to 15.4W per port to supply power to network-attached devices • Entry-level Cisco IOS LAN Lite software delivers intelligent services • Enhanced QoS, security and availability • Cisco EnergyWise manages power consumption resulting in reduced energy costs • Cisco Catalyst Smart Operations including, Auto Smartports and Auto Install, simplifies deployment • Limited Lifetime Warranty with free software updates and E-LLW on 2960-S series 		
Cisco ESW 500 Series – Solution-oriented managed switches designed to easily integrate with the Smart Business Communication System	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> • 24 10/100 + 2 GE + 2 GE combo SFP (ESW 520-24) • 48 10/100 + 2 GE + 2 SFP (ESW 520-48) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> • 24 10/100/1000 + 4 GE combo SFP (ESW 540-24) • 48 10/100/1000 + 4 GE combo SFP (ESW 540-48) <p>Power over Ethernet</p> <ul style="list-style-type: none"> • 8 10/100 PoE + 1 GE combo SFP (ESW 520-8P) • 24 10/100 PoE + 2 GE + 2 GE combo SFP (ESW 520-24P) • 48 10/100 PoE + 2 GE + 2 SFP (ESW 520-48P) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> • 8 10/100/1000 PoE + 1 GE combo SFP (ESW 540-8P) • 24 10/100/1000 PoE + 4 GE combo SFP (ESW 540-24P) 	<ul style="list-style-type: none"> • 8-port PoE switches and up to 48 ports FE PoE and up to 24 ports GE PoE • Simplified configuration with choice of embedded GUI switch configuration utility or Cisco Configuration Assistant (CCA) for system-wide management • Cisco Discovery Protocol, Cisco Smartports, and Smart Defaults for easy integration with Smart Business Communications System products • Enhanced QoS, security, and availability 	<p>HP</p> <p>E2520 E2610 E2810</p> <p>Nortel</p> <p>BES120/1020</p>	<ul style="list-style-type: none"> • Built and priced for small businesses • Expansive, easy to sell, FE, GE, and PoE models • 5-year enhanced warranty with next-business-day (NBD) product replacement • Designed and tested for solution integration for easier system deployments



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Cisco Confidential.

Cisco SxE Stackable Managed Switches Feature-rich, easy to use switches that support growing small businesses at an affordable price	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 24 10/100 + 2 GE + 2 GE combo SFP (SFE2000) 48 10/100 + 2 GE + 2 SFP (SFE2010) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 + 4 GE combo SFP (SGE2000) 48 10/100/1000 + 4 GE combo SFP (SGE2010) <p>Fast Ethernet Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100 PoE + 2 GE + 2 GE combo SFP (SFE2000P) 48 10/100 PoE + 2 GE + 2 SFP (SFE2010P) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 PoE + 4 GE combo SFP (SGE2000P) 48 10/100/1000 PoE + 4 GE combo SFP (SGE2010P) 	 <ul style="list-style-type: none"> 8- to 48-port Fast and Gigabit Ethernet models with PoE options Simplified configuration and troubleshooting with web-based tool Advanced QoS, security, availability and Layer 3 switching Stacking for resiliency and simplified management Limited lifetime warranty and software fixes Small Business Support Service 	<p>HP</p> <p>E2610 E2910 E4210G</p> <p>NETGEAR</p> <p>GSM73xx FSM73xx</p> <p>D-Link</p> <p>DES-38xx DGS-36xx</p>	<ul style="list-style-type: none"> True stacking (not management cluster). Switches in SFE/SGE stack are managed and controlled as a single unit for less complexity and better resilience SFE/SGE have high-availability features and common management (such as single instance of Spanning Tree, SNMP, management configuration, cross-stack applications, and fault tolerance) Cisco quality and reliability Small Business Investment Protection Trade-in Program Feature-rich with competitive price/performance offering
Cisco 300 Series Switches Broad portfolio of managed switches with optimal mix of price, performance and features	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 8 10/100 (SF300-08) 8 10/100 + 2 GE combo SFP (SF302-08) 24 10/100 + 2 GE + 2 GE combo SFP (SF300-24) 48 10/100 + 2 GE + 2 GE combo SFP (SF300-48) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000 + 2 GE combo SFP (SG300-10) 18 10/100/1000 + 2 GE combo SFP (SG300-20) 26 10/100/1000 + 2 GE combo SFP (SG300-28) 50 10/100/1000 + 2 GE combo SFP (SG300-52) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 8 10/100 PoE + 2 GE combo SFP (SF302-08MP; 124W, SF302-08P; 62W) 24 10/100 PoE + 2 GE + 2 GE combo SFP (SF300-24P) 48 10/100 PoE + 2 GE + 2 GE combo SFP (SF300-48P) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000 PoE + 2 GE combo SFP (SG300-10MP; 124W, SG300-10P; 62W) 24 10/100/1000 PoE + 2 GE combo SFP (SF300-28P) 	 <ul style="list-style-type: none"> 8- to 48-port Fast Ethernet and 10- to 52-port Gigabit Ethernet models with PoE options Simplified configuration and troubleshooting with web-based tool Enhanced QoS, security, energy-efficient, IPv6 support availability, and Layer 3 switching SNMP for remote network management and monitoring Limited lifetime warranty with next business day replacement NBD and software fixes Cisco Small Business Support Service 	<p>HP</p> <p>E2510/2520 E2610 E2810 E2915 E4210</p> <p>NETGEAR</p> <p>FSM/GSM7x FS/GS7x</p> <p>D-Link</p> <p>DES30xx DES32xx DES35xx</p>	<ul style="list-style-type: none"> Best mix of value and features Priced lower than the competition, with more features Broadest range of switches: 8 to 24 ports Fast Ethernet; 10 to 52 ports Gigabit Ethernet Additional ports on Gigabit Ethernet Enhanced features: IPv6, Layer 3, and security Cisco quality and reliability Energy-efficient technology on all models Cisco® Small Business support community: staffed by CCNA® certified professionals Small Business Investment Protection Trade-in Program (U.S. and Canada)
Cisco 200 Series Switches Smart switches with a basic set of managed switch features at a lower cost and with simpler management	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 24 10/100 + 2 GE combo SFP (SF200-24) 48 10/100 + 2 GE combo SFP (SF200-48) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000 (SG200-08) 16 10/100/1000 + 2 GE combo SFP (SG200-18) 24 10/100/1000 + 2 GE combo SFP (SG200-26) 48 10/100/1000 + 2 GE combo SFP (SG200-50) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100 PoE + 2 GE combo SFP (SF200-24P) 48 10/100 PoE + 2 GE combo SFP (SF200-48P) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000 PoE (SG200-08P) 24 10/100/1000 PoE + 2 GE combo SFP (SG200-26P) 48 10/100/1000 PoE + 2 GE combo SFP (SG200-50P) 	 <ul style="list-style-type: none"> 24- and 48-port Fast Ethernet and 18- to 50-port Gigabit Ethernet models with PoE options Simple, web-based management tool Basic QoS and security and IPv6 support Energy-efficient design Limited lifetime warranty and software fixes Small Business Support Service 	<p>HP</p> <p>V1700 V1905 V1810 V1910</p> <p>NETGEAR</p> <p>Smart</p> <p>D-Link</p> <p>Smart</p>	<ul style="list-style-type: none"> Priced lower than the competition, with more features Two additional ports on Gigabit Ethernet IPv6 support on all models Cisco quality and reliability Energy-efficient technology on all models Cisco® Small Business support community: staffed by CCNA® certified professionals Small Business Investment Protection Trade-in Program (U.S. and Canada)

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://supportforums.cisco.com/community/netpro/small-business>

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

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