

For
Small
Business



Product Guide for Small Business

April 2012



Table of Contents

Introduction	1
Business Challenges	2
Cisco Products and Services Overview	4
Supporting your Practice	4
Small Business Support Service	5
Cisco Smart Designs	7
OnPlus Cloud Services	9
Accelerating Your Services Practice	10
Connect to the World	13
Cisco Small Business Switches	13
Cisco 100 Series Unmanaged Switches	16
Cisco 200 Series Smart Switches	18
Cisco 300 Series Managed Switches	19
Cisco 500 Series Stackable Managed Switches	21
Cisco Catalyst Switches	23
Cisco Catalyst 2960 and 3560 Series Compact Switches	24
Cisco Catalyst 2960/2960-S Series with LAN Lite Basic Layer 2 Switches	26
Cisco Catalyst 2960/2960-S Series with LAN Base Enhanced Layer 2 Switches	28
Cisco Catalyst 3560 v2 Series and 3560-X Series Layer 2 and Layer 3 Switches	30
Cisco Catalyst 3750 v2 Series and 3750-X Series Layer 2 and Layer 3 Stackable Switches	33
Cisco Small Business Wireless Solutions	36
Cisco Aironet 1040/1140/1260 Series Access Points	39
Cisco Small Business Routers	40
Cisco RV Series Routers	42
Cisco 800 Series Integrated Services Routers	44
Cisco 1900 Series Integrated Services Routers	46
Cisco 2900 Series Integrated Services Routers	47
Secure My Business	48
Small Business Security	49
Cisco Small Business ProtectLink Security Solutions	51
Cisco SA500 Series Security Appliances	52
Cisco ASA5500 Series Adaptive Security Appliances	54
Communicate and Collaborate	55
Cisco Unified Communications	56
Cisco Unified Communications 300 Series for Small Business	57
Cisco SPA8800 IP Telephony Gateway	58
Unified Communications 500 Series for Small Business	59
Cisco Small Business SPA500 and SPA300 Series IP Phones	61
Cisco Small Business Series IP Phones	62
Cisco SPA100 Series Analog Phone Adapters	64
Cisco Wireless-N Bridge for Phone Adapters	65
Cisco Business Edition 3000	66
Cisco Business Edition 6000	67
Cisco Unified SIP Phone 3900 Series	68
Cisco Unified IP Phone 6900 Series	69
Cisco Unified IP Phone 7900 Series	71
Cisco Unified IP Endpoints 8900 and 9900 Series	74
Cisco Unified Desktop Clients	76
Cisco WebEx Meeting Center	77
Summary	78

Introduction

Welcome to the April 2012 edition of the Cisco Small Business Product Guide

This guide supports Cisco partners, resellers, and distributors who need a broad, high-level overview of Cisco products and solutions for small business. It supplements other product collateral, training materials, and other resources that are available on Cisco.com and Partner Central.

Cisco® offers a broad portfolio of networking and communications products and services built for small business. They are organized on a simple Connect, Secure, and Communicate structure.

- **Connect**

Cisco has everything that you need to connect small businesses to the world—simply, reliably, affordably.

- **Secure**

Cisco helps secure small businesses with secure network solutions that keep the business up and running.

- **Communicate**

Cisco Small Business products help you communicate and collaborate more efficiently by bringing together phone, email, text, conferencing, and video.

The Cisco Small Business Product Guide provides the following information for each product line:

- Product line overview and positioning.
- Common features.
- Decision logic to map customers' business requirements to Cisco products.
- Product SKUs and descriptions.
- Feature comparison tables to help you recommend the best models for your customers' needs.

We are always looking for your input and guidance to make this product guide more useful and valuable in your daily activities. Please send feedback and/or suggestions to productguide-feedback@cisco.com.

Business Challenges

Today's Internet-based economy often demands around-the-clock business availability and customer service. Many growing small businesses reach a point at which their existing business processes can no longer efficiently manage day-to-day activities. This can reduce customer satisfaction and make it harder to compete effectively. Successful implementation of network-based business processes and communications tools is vital to increasing business efficiency and managing growth.

Employees need to share information and communicate with the business systems that hold the company's vital data. They are accessing their company intranet and cloud applications from their mobile devices, while they're on-the-go. The proliferation of smart phones and tablets is significantly increasing network traffic. Combine that with limited data plans and the performance of 3G and 4G networks, and it's clear to see why the network is more important than ever. This collaboration and communication must be fast and efficient, whether employees are at the main office, traveling, or working from remote locations.

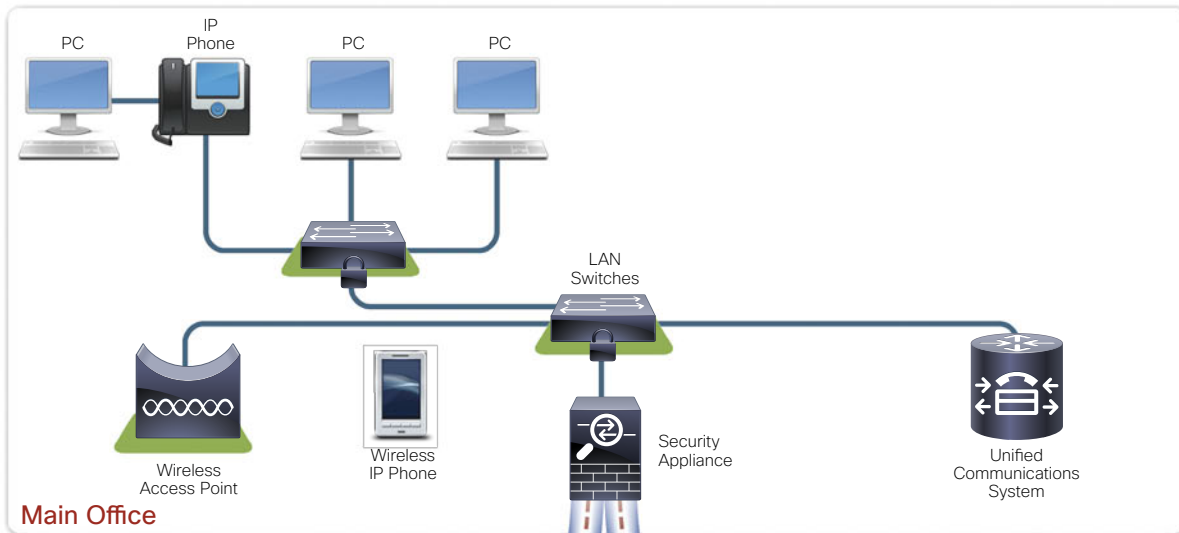
A network is critical to connect all the network devices and to support dissimilar applications, protocols, and services while efficiently moving data among people and business systems. It must also be smart enough to automatically fend off disruptive security incidents and to adjust to changing traffic loads to maintain consistent application performance.

Cisco enables small businesses to connect to the world by:

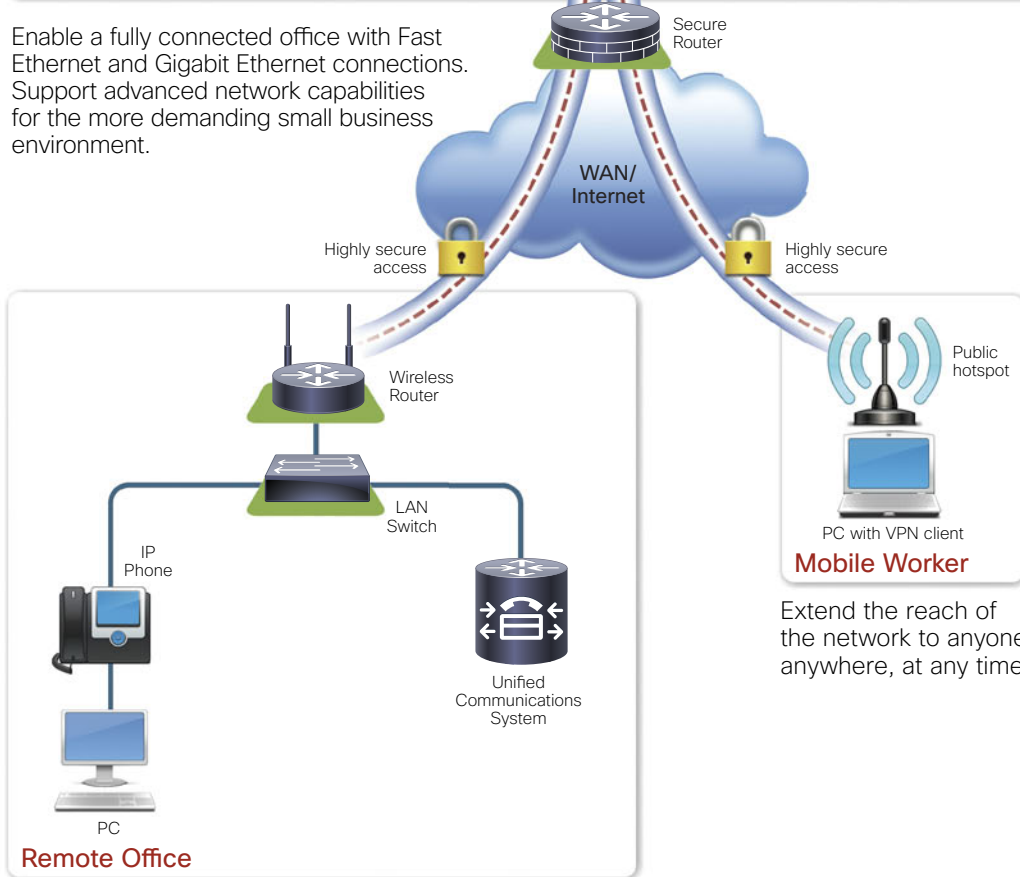
- Facilitating communications among smart phones, laptops, servers, and business applications, with flexible, high-performance wired and wireless connections.
- Supporting technology that provides power to network-attached devices such as IP phones, video cameras, and wireless access points directly over their Ethernet connections, resulting in a simpler and less expensive deployment.
- Extending the network so that users in remote offices have access to the business applications running in the main office.
- Enabling cost-effective, high-speed links, and site-to-site virtual private network (VPN) encryption and authentication capabilities to reduce recurring communication costs without sacrificing security.
- Integrating wireless capability to extend network access to employees wherever they work.

Cisco Small Business technology helps businesses connect the world to secure their networks, data, and premises, and communicate more effectively using reliable, affordable options that fit their unique needs. With the information in this guide, you can make it simple for your customers to choose the right products to meet their business goals.

The Cisco Secure Network Foundation has high availability, addresses immediate needs, and allows ample room for growth.



Enable a fully connected office with Fast Ethernet and Gigabit Ethernet connections. Support advanced network capabilities for the more demanding small business environment.



Provide highly secure connectivity to users in remote offices

Cisco Products and Services Overview

Supporting your Practice

Better Together

Our products are purpose-built specifically for Small Businesses, enabling you to offer a range of products to meet the needs of your customers. Our family of products include: routers, switches, security appliances, wireless access points, IP phones, unified communications systems and more.

We also provide you with industry-leading solutions that can be customized for long term business transformation and strategic advantage. Examples of these solutions include: Cisco Integrated Services Routers (ISR), Cisco Catalyst® Switches, Cisco Adaptive Security Appliances (ASA), and more.

Choosing the Right Products and Services

When deciding which category of product(s) to recommend, it's important to consider the depth of features, the configuration tools, and the level of Cisco support available. Use your customer's level of sophistication with technology as a starting guide. Next, consider their requirements, business and technology, so that you can match the appropriate product to meet their need. When possible, draw from a single category. Mixing products across categories can adversely affect the customer experience, as each category delivers different levels of scalability, extensibility (investment protection), intelligence, and support.

Typically, customers who are interested in purpose-built products for Small Business tend to want simplicity—they're after simple solutions that just work. They also don't want to pay for complex, powerful products with features that won't be used or aren't appropriate to their business.

The products in this category are business-class and easy-to-configure and install, thanks to an intuitive, browser-based device manager. Some support Cisco Configuration Assistant (CCA), which is used for system-level deployments, such as the Cisco Smart Business Communications System.

When you offer your customer Cisco Support Service, their Cisco Small Business products are supported by the Cisco Small Business Support Center and the Cisco Small Business Support Community. This optional technical support service offers 3-year peace-of-mind, device-level support, including telephone and online chat support via the Small Business Support Center and next-business-day advance hardware replacement, if required. The Cisco Small Business Support Service uses a simple four-banded pricing model based on complexity of the device (for an illustration of this model and a link to more information, see the next page).

Cisco Small
Business
Solutions:
Technology You
Can Trust to Help
Your Business
Succeed

Cisco Small Business Support Service

Small Business Support Service

- Three-year “peace-of-mind” support for Cisco Small Business products
- Next business–day hardware replacement
- Telephone and online chat support
- Software updates
- Access to the Small Business Support Community

One Service SKU per Device

\$19 CON-SBS-SVC1	\$69 CON-SBS-SVC2	\$149 CON-SBS-SVC3	\$499 CON-SBS-SVC4
			

Based on device complexity
(USD list price, three-year term)

Small Business Support Center

CCNA Certified technical experts focused on solving small business problems

Small Business Support Community

Web-based support community; increases productivity and customer satisfaction through social networking

CON-SBS-SVC1	CON-SBS-SVC2	CON-SBS-SVC3	CON-SBS-SVC4
Cisco SPA300 Series IP Phones	200 Series Smart Switches		Cisco Unified Communications 500 Series
Cisco SPA500 Series IP Phones	300 Series Managed Switches		
	500 Series Series Stackable Managed Switches		
100 Series Unmanaged Switches	Layer 2 Switches		
	Small Business Access Points		
	RV Series Routers	Cisco Unified Communications 300 Series	
	SA500 Series Security Appliances		
	Cisco SPA8800 IP Telephony Gateway		

For more information, please visit http://www.cisco.com/cisco/web/solutions/small_business/services/index.html.

For those customers primarily interested in long-term business transformation and strategic advantage—they need customizable Cisco solutions with high availability and greater scalability.

Cisco Products That Fit Small Business

Customers interested in Cisco products that Fit Small Business tend to have more sophisticated requirements—they want high availability and greater scalability. They buy for the long term and think like small enterprises.

Many of the products in this category are based on Cisco IOS® Software, a robust, industry-leading network operating system with rich features and flexibility that extends across device platforms. A command line interface (CLI) can be used to configure products in this category, offering more granular control and a greater degree of customization.

Cisco solutions in this category are supported by the Cisco Technical Assistance Center (TAC), which offers deep expertise in a number of different technologies, for assistance with even complex issues. Support options for this category of products include award-winning Cisco SMARTnet® Service.



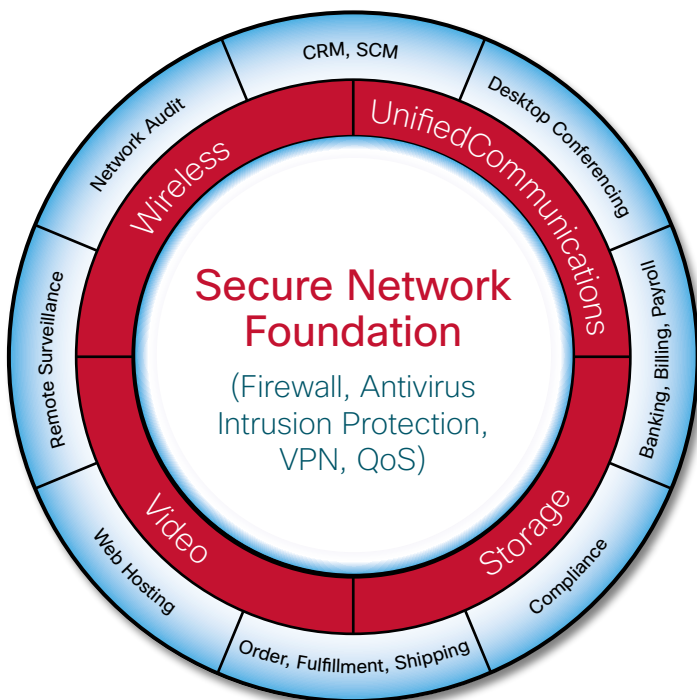
Cisco SMART Designs

Today's networks require a significant level of technology and management integration to function optimally and securely. Implementing these best practices will result in a simpler, systems-centric approach to networking that automates operations and lowers the total cost of ownership (TCO) for small businesses.

Cisco SMART Designs are a portfolio of proven and validated network solutions, optimized to meet the needs of small businesses. They incorporate a best-in-class network foundation and advanced technologies, so Cisco partners don't have to start from scratch for each new opportunity.

Today, thousands of partners use Cisco SMART Designs globally. In a recent partner survey, the vast majority indicated that these designs were an "exact match" or a "very close" match to the network solution their customers needed. SMART Designs have helped simplify the installation process, minimize outages, and reduce the complexities of ongoing maintenance. What's more, Cisco partners have found standardized network designs and implementation to be an essential stepping-stone to a successful managed services approach.

The vast majority of partners indicated that SMART Designs were an "exact match" or a "very close" match to the network solution their customers needed.



- A SMART, Simple, Secure Network Foundation forms the core of this design.
- Key technologies are easily added in the next layer.
- Applications in the outer layers create significant revenue and margin opportunities for you.
- This layered approach provides investment protection and opportunities for future growth.

SMART Designs Layered Approach

The table below provides a summary of how Cisco SMART Designs enable partners to design and implement networks using different combinations of Cisco Built for Small Business and Fit Small Business products and technology.

	Network Foundation	Network Foundation (Advanced Deployment)	Small Business Network Foundation	Wireless LAN	Hosted Small Business Communications	Unified Communications 300	Unified Communications
Connect to the World Connect network devices, servers, and business applications with Fast Ethernet and Gigabit Ethernet connections	X	X	X		X	X	
Connect the main and remote offices via dedicated links or provide Internet access	X	X	X			X	
Block undesired network activity and allow business-critical application traffic to flow	X	X	X				
Extend network access to mobile employees and authorized guests in the office				X		X	
Secure My Business Extend network access to mobile employees and authorized guests using encrypted tunnels across the Internet	X	X					
Minimize the effects of costly intrusions by accurately identifying, classifying, and stopping malicious network traffic	X	X	X				
Block spyware and unwanted Internet content	X	X	X				
Monitor business operations and manage multiple sites from a central location				X	X		
Communicate and Collaborate Provide secure and cost-effective Voice over IP (VoIP) connections for employees					X	X	X
Provide advanced communications capabilities, including call processing, voicemail, automated attendant, and conferencing functions					X	X	X
Bring people together through online tools, IP video, or audio conference					X	X	X

All SMART Design solutions can be accessed by partners at www.cisco.com/go/partner/SMARTDesigns.

Cisco OnPlus Services

Cisco OnPlus™ Service is a cloud-based platform, hosted by Cisco, that enables registered Cisco partners serving small and medium businesses easily to and economically offer network assessment and managed network services through remote discovery, monitoring and management of customer networks from anywhere. OnPlus Service includes an appliance, the ON100 Network Agent and a 3-year subscription, which is deployed at each customer site as a local agent that discovers devices on the network and sends data to and receives data from the OnPlus portal.

Features and Benefits:

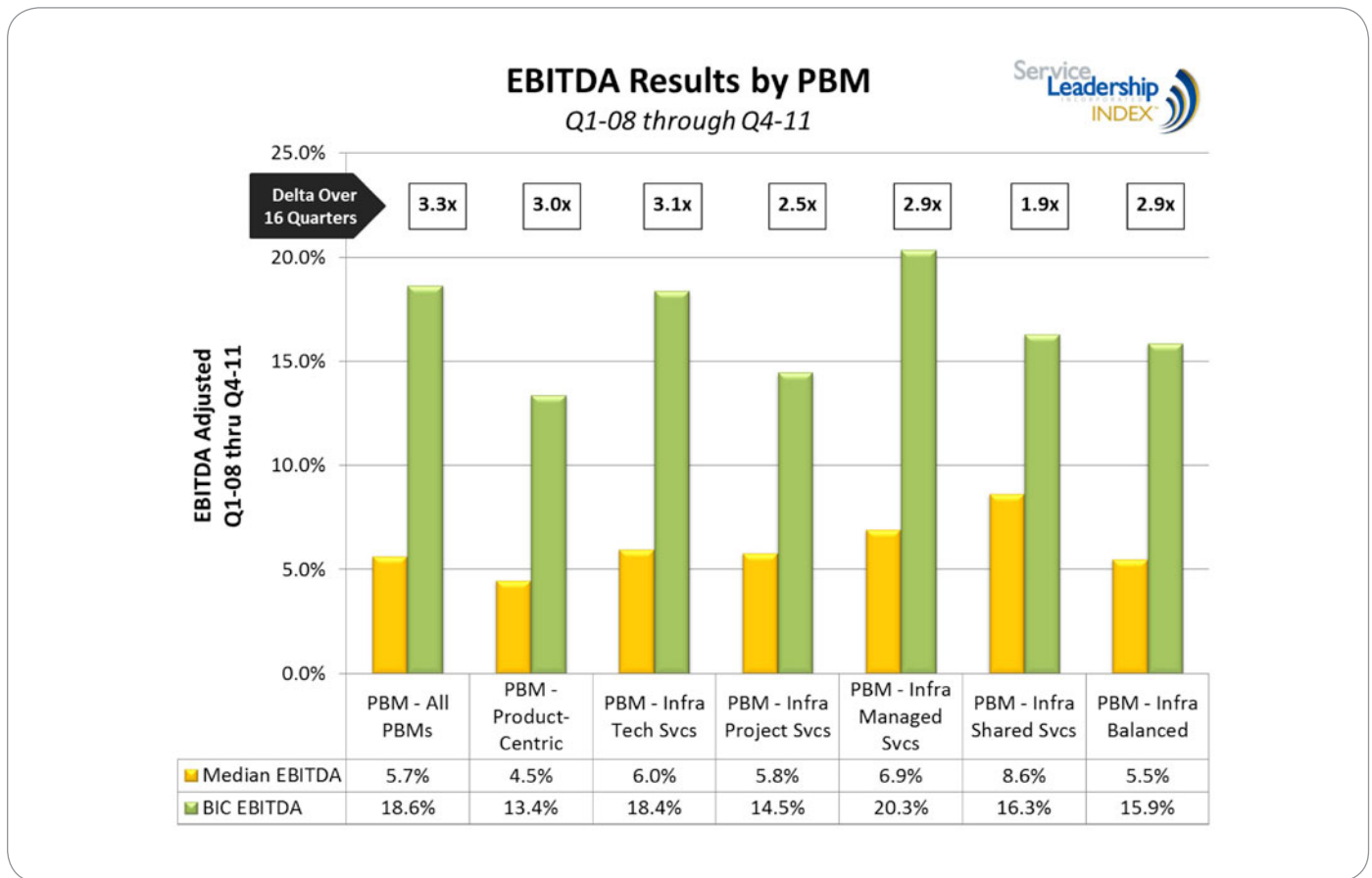
- **Simple deployment.** Small and unobtrusive, less than 6 inches square, and can be activated in minutes. It can be powered by a connection to a Power over Ethernet (PoE) port on a switch or with an external power adapter.
- **Mobile monitoring and management.** The portal can be accessed anywhere with any device that contains a browser, including a smartphone, tablet, or laptop.
- **Network device discovery.** OnPlus Service uses multiple discovery protocols to discover most devices with an IP address on the network and offers the best experience with supported Cisco devices.
- **Network topology view for easy moves, adds, and changes.** The portal displays a logical topology diagram of all discovered devices in the network, and lets partners manually add, modify, and remove devices in the topology.
- **Dashboard view of network status and inventory.** An intuitive dashboard displays in-depth information about customer networks and sites. Customizable views can include device icons, condition level, status check, category of device and device name, a description, MAC address, and IP address. For Cisco devices, OnPlus displays the status of product warranty, service contracts, field notices, and end-of-life notifications for hardware and software.
- **Detailed reporting.** OnPlus can generate reports based on templates or create custom reports for specific customers or sites. The report can be viewed as part of a dialogue with the customer, or can be generated and sent via email to a customer or partner.
- **Ongoing functional updates.** Cisco partners enjoy consistent access to the latest OnPlus features and capabilities, without the need for manual software updates.
- **Simplified ordering.** A single, affordable part number includes one Cisco OnPlus 100 Network Agent and a three-year subscription to Cisco OnPlus Service.
- **Limited-lifetime warranty.** Cisco OnPlus 100 Network Agent includes a limited-lifetime hardware warranty.



Cisco OnPlus ON100 Network Agent

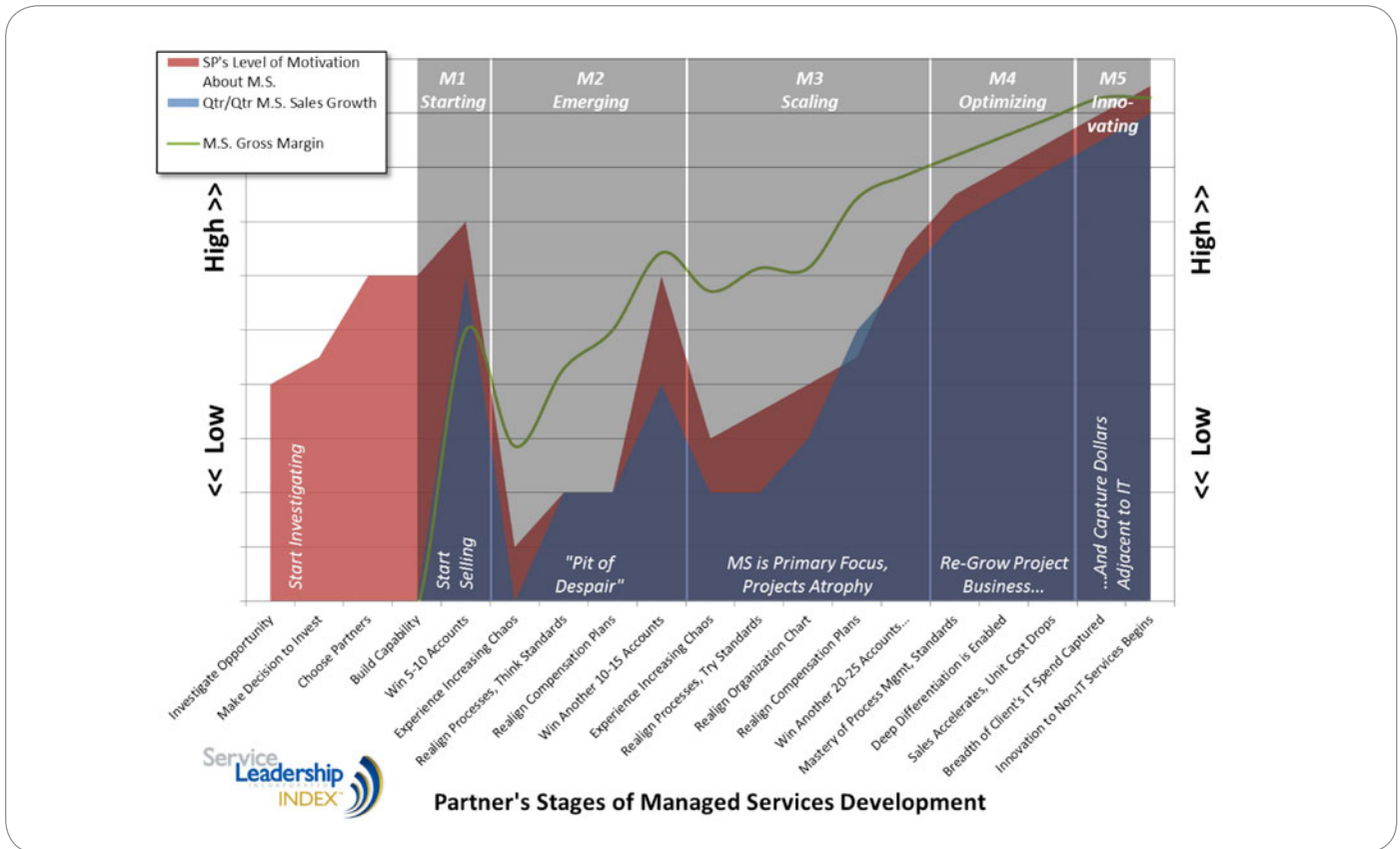
Accelerating Your Services Practice

We recognize that there are multiple types of partner business practices. The Predominant Business Model (PBM) developed by Service Leadership can help you identify your business model. Once you know your PBM, it is easy to understand the next steps for either accelerating your current business model or transforming it into a managed services model. Particularly for smaller partners who tend to be service-centric, performing at a high level can dramatically increase profitability. Research by Service Leadership reveals that businesses who are Best in Class have 3-4 times the profitability of the median solution provider.



Whatever your goal, whether accelerating or transforming your business model, be the best that you can be. Your highest profitability comes when you perform at your highest level.

Going through a business model transformation can be difficult. The way a new partner typically approaches managed services for the first time is ... they invest. They are excited about the opportunities, but when 2 or 3 of their customers are using 2 or 3 vendors' products, they begin to fail. Some partners remain stuck and never figure out how to make it work. But those who adopt best practices improve, making the transformation to a best-in-class services practice.



Our Small Business network management tool, Cisco OnPlus, can significantly enhance your ability to implement best practices that not only help your customers but also help you transform your business.

We recognize that there are many different services practices, and we believe that there are opportunities to use tools like OnPlus in different ways depending on your predominant business model.

A few of those best practices are:

- **Standardizing on a technology stack.** When you standardize around a set of products that form the basis for a technology, you lower your operational costs and training costs, increasing your profitability. Having a partnership with a broad-based supplier such as Cisco helps establish your technologies stack. Our Small Business network management tool, Cisco OnPlus, works well with the majority of our portfolio, making it easy to standardize a services practice around its capabilities.
- **Conducting quarterly business reviews.** SMB-focused managed services providers that regularly conduct quarterly business reviews (QBRs) with their customers earn about three times as much add-on project revenue. Customers who participate in these reviews perceive their partners as trusted advisors who can help them enhance and transform their IT infrastructures to better reach their business goals. SMB customers need both tactical IT support and strategic IT advice. OnPlus provides detailed network performance data that you can share during these reviews.
- **Creating proposals for a customer's business that are a good fit.** Making sure that you understand your business' strengths and then using this information to shape your customer base is a sure way to increase your profitability. A high proposal-to-win ratio is a good indicator of this best practice.

PMB (Predominant Business Model)—OnPlus Best Practice

Product Centric

- Drive new product sales by visibility into network.
- Generate recurring revenue by utilizing OnPlus to monitor products sold.

Time and Material Support

Drive more service tickets by monitoring network for alerts and abnormalities.

Project Services

Drive Assessment revenue and create bigger projects by having assessment tool.

Managed Services

Remotely monitor and manage network devices.

- If your practice is product-centric, use OnPlus to understand what's on the network and should be replaced.
- Partners who focus on maintenance services can use it to proactively drive more service tickets.
- Use it for network assessments, if you are project-services focused.


And most importantly, OnPlus has many managed services opportunities.

This is a journey, but you don't have to do it alone. Let Partner Practice Builder guide you.



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Partner Practice Builder

Get Started	Continue a Saved Plan	Search for Resources/Tools	Quick Guide
<p>A Proven Methodology That Gets Results</p> <p>Partner Practice Builder simplifies the process of developing a Cisco solutions-based business, an approach that increases profitability, strengthens customer loyalty and is more likely to result in repeat business for partners.</p> 			

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"We found that PPB is a clear and straightforward method to build a strategy for going to market"

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This step-by-step plans give you a roadmap for transforming your business. The Predominant Business Model and best practices are just a few of the Best in Class resources that you'll find. Create your plan today by visiting www.cisco-practicebuilder.com.

It doesn't matter where you are in the spectrum of services, be your best and you'll be the best.

Connect to the World

Cisco Small Business Switches

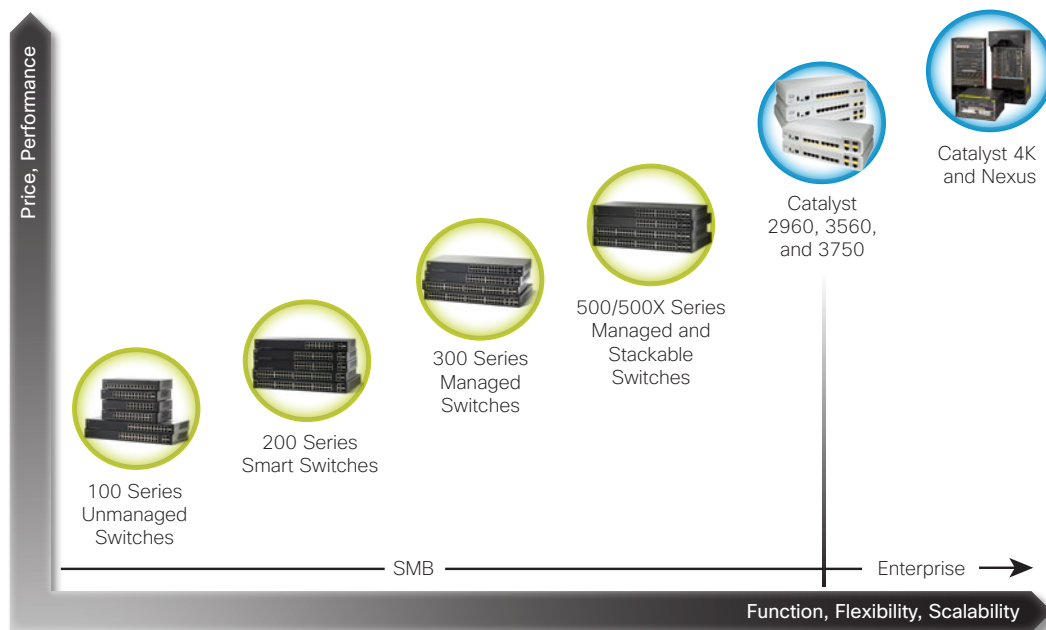
Cisco offers a complete portfolio of affordable fixed-configuration managed and unmanaged Ethernet switches. Models are available with 5-ports to 52-ports of Fast Ethernet and Gigabit Ethernet connectivity, providing optimal flexibility to create exactly the right network foundation for your business.

Cisco switches in the Built for Small Business category are business-class, designed specifically to meet the needs of a small business. They are easy-to-configure and install, using an intuitive, browser-based device manager. This Built for Small Business switching portfolio includes:

- Cisco 100 Series Unmanaged Switches
- Cisco 200 Series Smart Switches
- Cisco 300 Series Managed Switches
- Cisco 500 Series Stackable Managed Switches

Cisco Catalyst switches are based on Cisco IOS Software, a robust, industry-leading network operating system with rich features and flexibility that extends across device platforms. These switches are part of the Fit Small Business category, which addresses the high availability and greater scalability requirements of a more demanding small business network.

Overview of Cisco Switches for Small Business



We recommend that partners match products to customer requirements, drawing from a single category where possible. Mixing products across categories can adversely affect the customer experience, as each category delivers different levels of scalability, extensibility (investment protection), intelligence, and support

The features and benefits provided by Cisco switching portfolio are described here in detail and summarized in the table below.

- Securely connect employees with each other and all of the business resources using high-performance Fast Ethernet and Gigabit Ethernet connections.
- Increase the connectivity range of switches on different floors or across the business using mini Gigabit Interface Converter (mini-GBIC) or Small Form-Factor Pluggable (SFP) ports.
- Provide an intuitive, web-based interface to simplify the configuration and management of network devices.
- Connect and power network endpoints such as IP telephony, wireless devices, and PoE switches to simplify the deployment of advanced technology and lower costs.
- Automatically configure ports based on the device type detected on the port with virtual LAN (VLAN), quality of service (QoS), and security parameters, using precreated configuration scripts, with Cisco Discovery Protocol and Cisco Smartports.
- Restrict sensitive portions of the network from unauthorized users, with access control lists (ACLs).
- Isolate critical business services from guest traffic to improve network performance and enhance network security with VLANs.
- Control the network and apply traffic policies based on user or machine identity with 802.1X capability.
- Deliver predictable results for latency-sensitive applications, such as voice or video over latency-insensitive traffic (such as bulk data transfers) with QoS.
- Provide native support for IPv6, the newest version of the Internet Protocol, as well as for the previous IPv4 standard, to enable the migration to the next generation of networking applications and operating systems without an extensive equipment upgrade.
- Optimize power use to protect the environment and reduce energy costs, without compromising performance.
- Enable network scalability and higher availability with IP routing and network intelligence included in Cisco IOS Software.

Overview of Cisco Switches for Small Business

Features & Benefits	100 Series Unmanaged Switches	200 Series Smart Switches	300 Series Managed Switches	500 Series Stackable Managed Switches	Catalyst Series Switches
Fast Ethernet connections	X	X	X	X	X
Gigabit Ethernet connections	X	X	X	X	X
Gigabit interface converter (mini-GBIC) or Small Form-Factor Pluggable (SFP) ports	X	X	X	X	X
Optimize power use to protect the environment and reduce energy costs	X	X	X	X	X
Native support for IPv6		X	X	X	X
Web-based interface management interface		X	X	X	X
Network-wide management capability		X	X	X	X
Power over Ethernet (PoE) support	X	X	X	X	X
QoS intelligence for latency-sensitive applications	X	X	X	X	X
Cisco Discovery Protocol and Smartports		X	X	X	X
Static Layer 3 inter-VLAN routing			X	X	X
Advanced Security to safeguard the network from unauthorized users: access control lists (ACLs), private VLANs, IEEE 802.1X port security, etc.			X	X	X
Stacking capability to simplify manageability				X	X
10 Gigabit Ethernet uplinks				X	X
Support PoE+ with up to 30W per port				X	X
Network scalability and higher availability with Cisco IOS					X

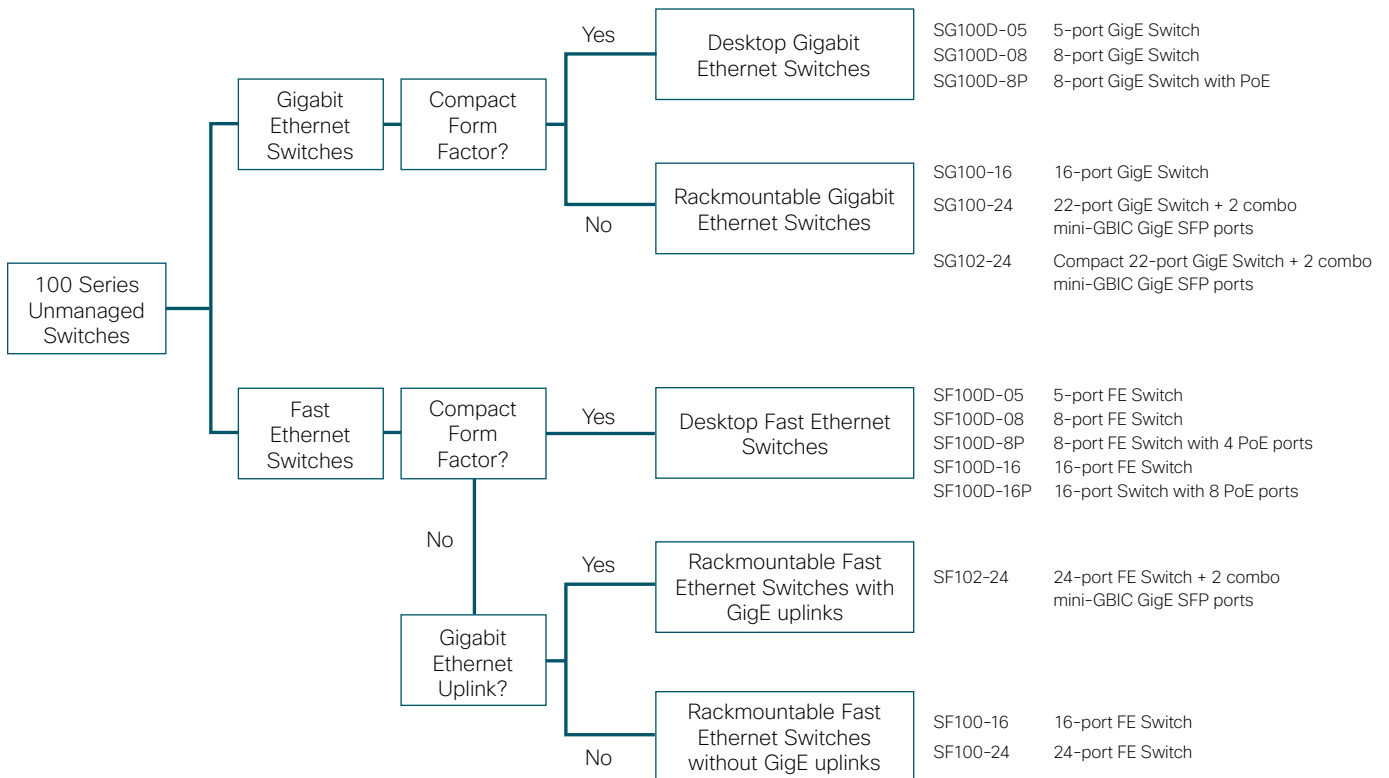
For additional information and details on Cisco switches products, please visit www.cisco.com/go/smbswitches.

Cisco 100 Series Unmanaged Switches



The Cisco 100 Series provides a reliable, high-performance network foundation, with zero configuration required.

Decision Tree Overview



Product Features Comparison Table

Category	Switch Model	SKU	Copper FE ports	Copper GigE ports	Combo mini-GBIC GigE ports*	PoE Support	PoE Ports @7.5 Watt	PoE ports @15.4 Watt
Desktop Gigabit Ethernet Switches	SG100D-05	SG100D-05	-	5	-	-	-	-
	SG100D-08	SG100D-08	-	8	-	-	-	-
	SG100D-08P	SG100D-08P	-	8	-	32W (4 Ports: Ports 1-4)	-	4 ports (Up to 32 Watts)
Rack-mountable Gigabit Ethernet Switches	SG100-16	SG100-16	-	16	-	-	-	-
	SG100-24	SG100-24	-	22	[1] 2	-	-	-
	SG102-24	SG102-24	-	22	[1] 2	-	-	-
Desktop Fast Ethernet Switches	SF100D-05	SF100D-05	5	-	-	-	-	-
	SF100D-08	SF100D-08	8	-	-	-	-	-
	SF100D-08P	SF100D-08P	8	-	-	32W (4 Ports: Ports 1-4)	-	4 ports (Up to 32 Watts)
	SF100D-16	SF100D-16	16	-	-	-	-	-
	SF100D-16P	SF100D-16P	16	-	-	64W (8 Ports: Ports 1-4, Ports 9-12)	-	8 ports (Up to 64 Watts)
Rack-mountable Fast Ethernet Switches with GigE uplinks	SF102-24	SF102-24	24	-	2	-	-	-
Rack-mountable Fast Ethernet Switches without GigE uplinks	SF100-16	SF100-16	16	-	-	-	-	-
	SF100-24	SF100-24	24	-	-	-	-	-

* Each combo mini-GBIC port includes one 10/100/1000BASE-T Ethernet port and 1 mini-GBIC Gigabit Ethernet port for fiber – with 1 port active at a time.

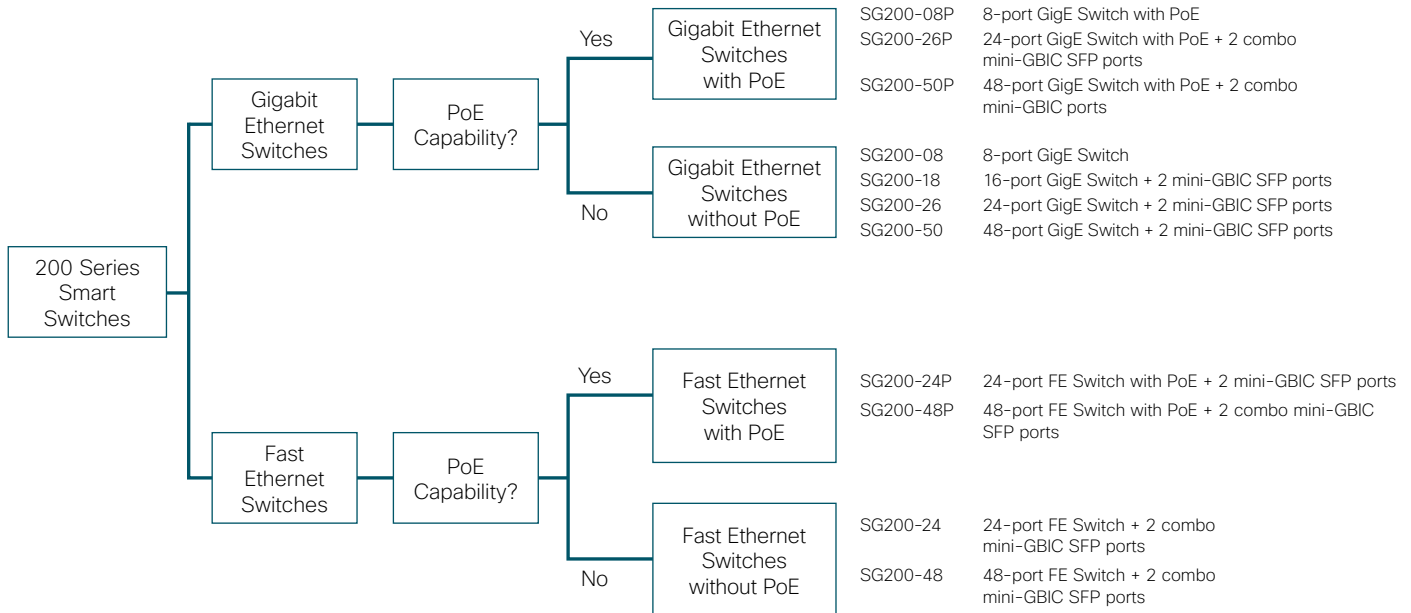
[1] Port 12 and 24 Gigabit Ethernet Ports are shared mini-GBIC ports.

Cisco 200 Series Smart Switches



Smart switches offer a basic set of Layer 2 managed switch features at a lower cost and with simpler management

Decision Tree Overview



Product Features Comparison Table

Category	Switch Model	SKU	Copper FE ports	Copper GigE ports	Combo mini-GBIC GigE ports*	Dedicated Mini-GBIC GigE ports*	PoE Support	PoE Ports @7.5 Watt	PoE ports @15.4 Watt
Gigabit Ethernet Switches with PoE	SG200-08P	SLM2008P	-	8	-	-	32W	4	2
	SG200-26P	SLM2024PT	-	24	2	2	100W	12	6
	SG200-50P	SLM2048PT	-	48	2	2	180W	24	12
Gigabit Ethernet Switches without PoE	SG200-08	SLM2008T	-	8	-	-	-	-	-
	SG200-18	SLM2016T	-	16	-	-	-	-	-
	SG200-26	SLM2024T	-	24	-	-	-	-	-
	SG200-50	SLM2048T	-	48	-	-	-	-	-
Fast Ethernet Switches with PoE	SF200-24P	SLM224PT	24	-	-	-	100W	12	6
	SF200-48P	SLM248PT	48	-	2	2	180W	24	12
Fast Ethernet Switches without PoE	SF200-24	SLM224GT	24	-	2	2	-	-	-
	SF200-48	SLM248GT	48	-	2	2	-	-	-

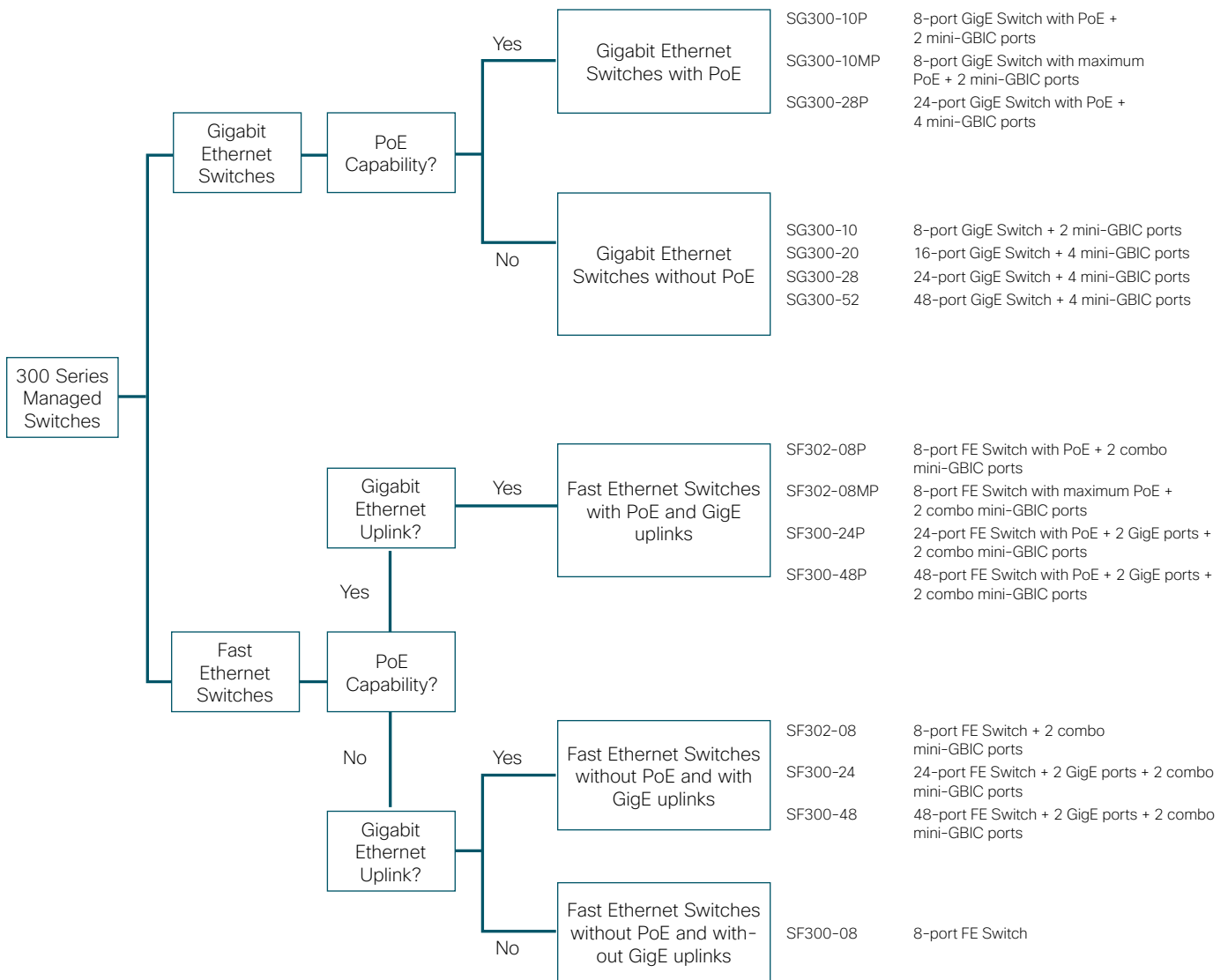
* Each combo mini-GBIC port includes one 10/100/1000BASET Ethernet port and 1 mini-GBIC Gigabit Ethernet port for fiber – with 1 port active at a time.

Cisco 300 Series Managed Switches



The Cisco 300 Series provide the ideal combination of features and affordability to create a more efficient, better-connected workforce.

Decision Tree Overview



Product Features Comparison Table

Category	Switch Model	SKU	Copper FE ports	Copper GigE ports	Combo mini-GBIC GigE ports*	Dedicated Mini-GBIC GigE ports*	PoE Support	PoE Ports @7.5 Watt	PoE ports @15.4 Watt
Gigabit Ethernet Switches with PoE	SG300-10P	SRW2008P-K9	-	8	-	2	62W	8	4
	SG300-10MP	SRW2008MP-K9	-	8	-	2	124W	8	8
	SG300-28P	SRW2024P-K9	-	24	-	4	180W	24	12
Gigabit Ethernet Switches without PoE	SG300-10	SRW2008-K9	-	8	-	2	-	-	-
	SG300-20	SRW2016-K9	-	16	-	4	-	-	-
	SG300-28	SRW2024-K9	-	24	-	4	-	-	-
	SG300-52	SRW2048-K9	-	48	-	4	-	-	-
Fast Ethernet Switches with PoE and GigE uplinks	SF302-08P	SRW208P-K9	8	0	2	-	62W	8	4
	SF302-08MP	SRW208MP-K9	8	0	2	-	124W	8	8
	SF300-24P	SRW224G4P-K9	24	2	2	-	180W	24	12
	SF300-48P	SRW248G4P-K9	48	2	2	-	375W	48	24
Fast Ethernet Switches without PoE and with GigE uplinks	SF302-08	SRW208G-K9	8	0	2	-	-	-	-
	SF300-24	SRW224G4-K9	24	2	2	-	-	-	-
	SF300-48	SRW248G4-K9	48	2	2	-	-	-	-
Fast Ethernet Switches without PoE and without GigE uplinks	SF300-08	SRW208-K9	8	0	0	-	-	-	-

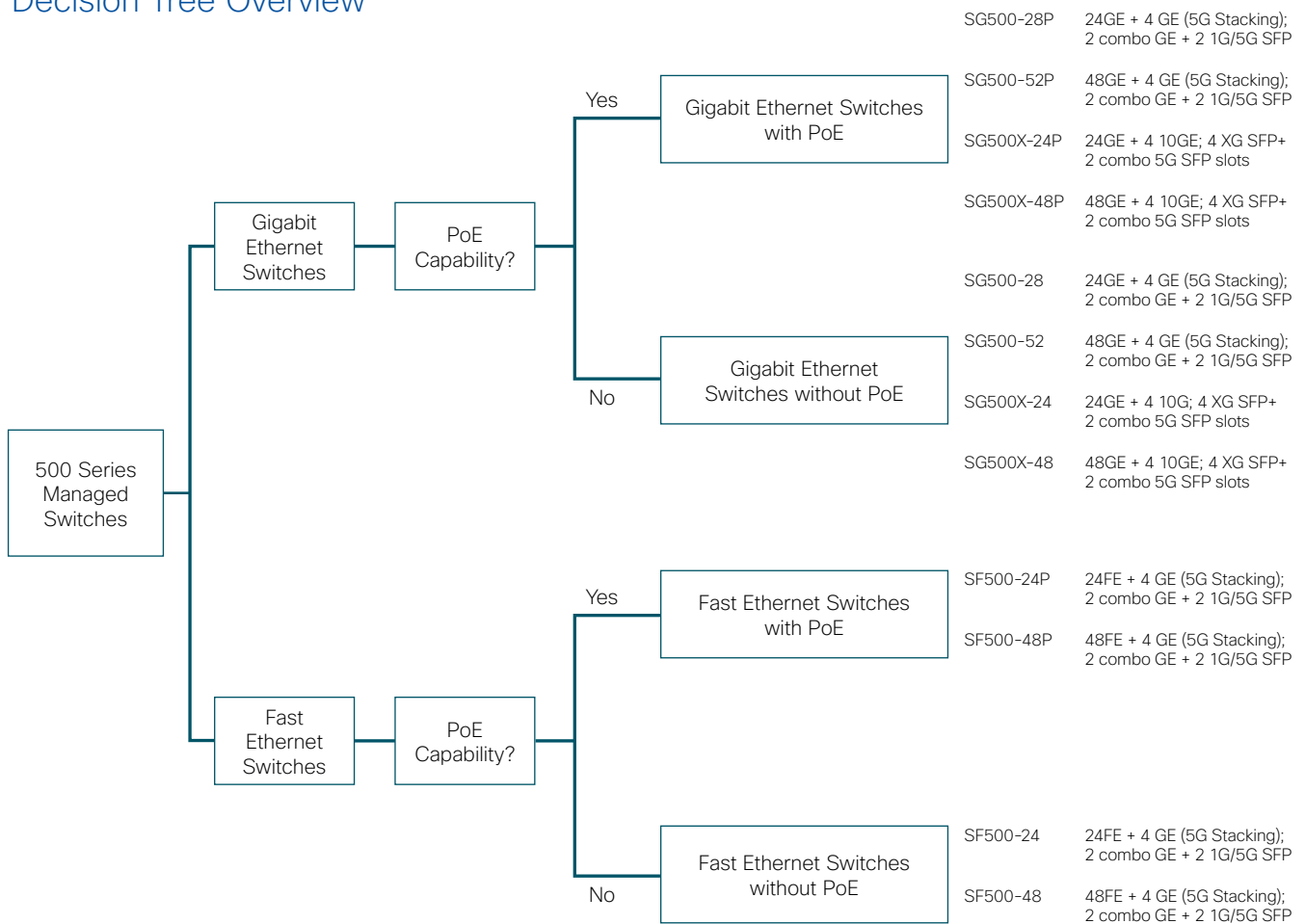
* Each combo mini-GBIC port includes one 10/100/1000BASET Ethernet port and 1 mini-GBIC Gigabit Ethernet port for fiber – with 1 port active at a time.

Cisco 500 Series Stackable Managed Switches



Solution-oriented managed switches designed to easily integrate with the Smart Business Communication System to deliver a complete network solution

Decision Tree Overview



Product Features Comparison Table

Category	Switch Model	10 GigE ports	Copper FE ports	Copper GigE ports	Combo mini-GBIC GigE ports*	Dedicated mini-GBIC GigE ports*	PoE Support	PoE Ports @7.5 Watt	PoE ports @15.4 Watt
Stackable Gigabit Ethernet Switches with PoE	SG500-28P	-	-	24	4	-	180W	24	12
	SG500-52P	-	-	48	4	-	375W	48	24
	SG500X-24P	4	-	24	-	-	375W	24	24
	SG500X-48P	4	-	48	-	-	375W	48	24
Stackable Fast Ethernet Switches with PoE	SF500-24P	-	24	-	4	-	180W	24	12
	SF500-48P	-	48	-	4	-	375W	48	24
Stackable Gigabit Ethernet Switches without PoE	SG500-28	-	-	24	4	-	-	-	-
	SG500-52	-	-	48	4	-	-	-	-
	SG500X-24	4	-	24	-	-	-	-	-
	SG500X-48	4	-	48	-	-	-	-	-
Stackable Fast Ethernet Switches without PoE	SF500-24	-	24	-	4	-	-	-	-
	SF500-48	-	48	-	4	-	-	-	-

*Each combo mini-gigabit interface converter (GBIC) port has one 10/100/1000 Ethernet port and one mini-GBIC/Small Form-Factor Pluggable (SFP) Gigabit Ethernet slot, with one port active at a time

Cisco Catalyst Switches

The Cisco® Catalyst® switches provide high availability, scalability, security, energy efficiency, and ease-of-operation with innovative features such as Cisco StackPower™, IEEE 802.3at Power over Ethernet Plus (PoE+) configurations, optional network modules, redundant power supplies, and Media Access Control Security (MACsec) features.

Cisco Catalyst Switches Overview

Features and Benefits	Catalyst 2960 Series Switches	Catalyst 2960-S Series Switches	Catalyst 3560 v2 Series Switches	Catalyst 3560-X Series Switches	Catalyst 3750 v2 Series Switches	Catalyst 3750-X Series Switches	Catalyst 2960-C Compact Switches	Catalyst 3560-C Compact Switches
Fast Ethernet switches	X	X	X	X	X	X	X	X
Gigabit Small Form-Factor Pluggable (SFP) ports	X	X	X	X	X	X	X	X
Power over Ethernet (PoE) support (15W per port)	X	X	X	X	X	X	X	X
Gigabit Ethernet switches		X		X		X	X	X
Cisco FlexStack architecture with 20 Gbps of stack throughput		X						
10 Gigabit Ethernet uplink with SFP Plus (SFP+)		X		X		X		
Layer 3 switching			X	X	X	X		X
PoE+ support (30W per port)		X		X		X		X
Cisco StackWise® stacking architecture with 32-Gbps switch interconnection					X	X		

The Cisco® Catalyst® switches support 3 different software feature sets, which are summarized in the table below

- The LAN Base feature set offers enhanced intelligent services that includes comprehensive Layer 2 features.
- The IP Base feature set offers advanced Layer 3 features such as Enhanced Interior Gateway Routing Protocol (EIGRP), Open Shortest Path First (OSPF), Border Gateway Protocol (BGP), Protocol Independent Multicast (PIM), and IPv6 routing such as OSPFv3 and EIGRPv6.
- The IP Services feature set offers Embedded Event Manager (EEM) and IP service-level agreements (SLAs) initiator functionalities.

Catalyst Switches Software Feature Set Overview

	LAN Base Feature Set	IP Base Feature Set	IP Services Feature Set
Auto Smartports provides automatic configuration as devices connect to the switch port	X	X	X
Automatic QoS (AutoQoS) simplifies QoS configuration in voice over IP (VoIP) networks by detecting Cisco IP phones, and setting pre-configured parameter	X	X	X
Integrated security features such as Port Security, DHCP Snooping, Dynamic ARP Inspection, and IP Source guard to proactively protect the switches from the most common and potentially damaging Layer 2 security threats	X	X	X
High-Performance IP Routing		X	X
Hot Standby Routing Protocol (HSRP) provides dynamic load balancing and failover for routed links		X	X
Embedded Event Manager (EEM) provides real-time network event detection			X
IP service-level agreements (SLAs) enable business-critical IP applications to perform at the designed and contracted levels			X

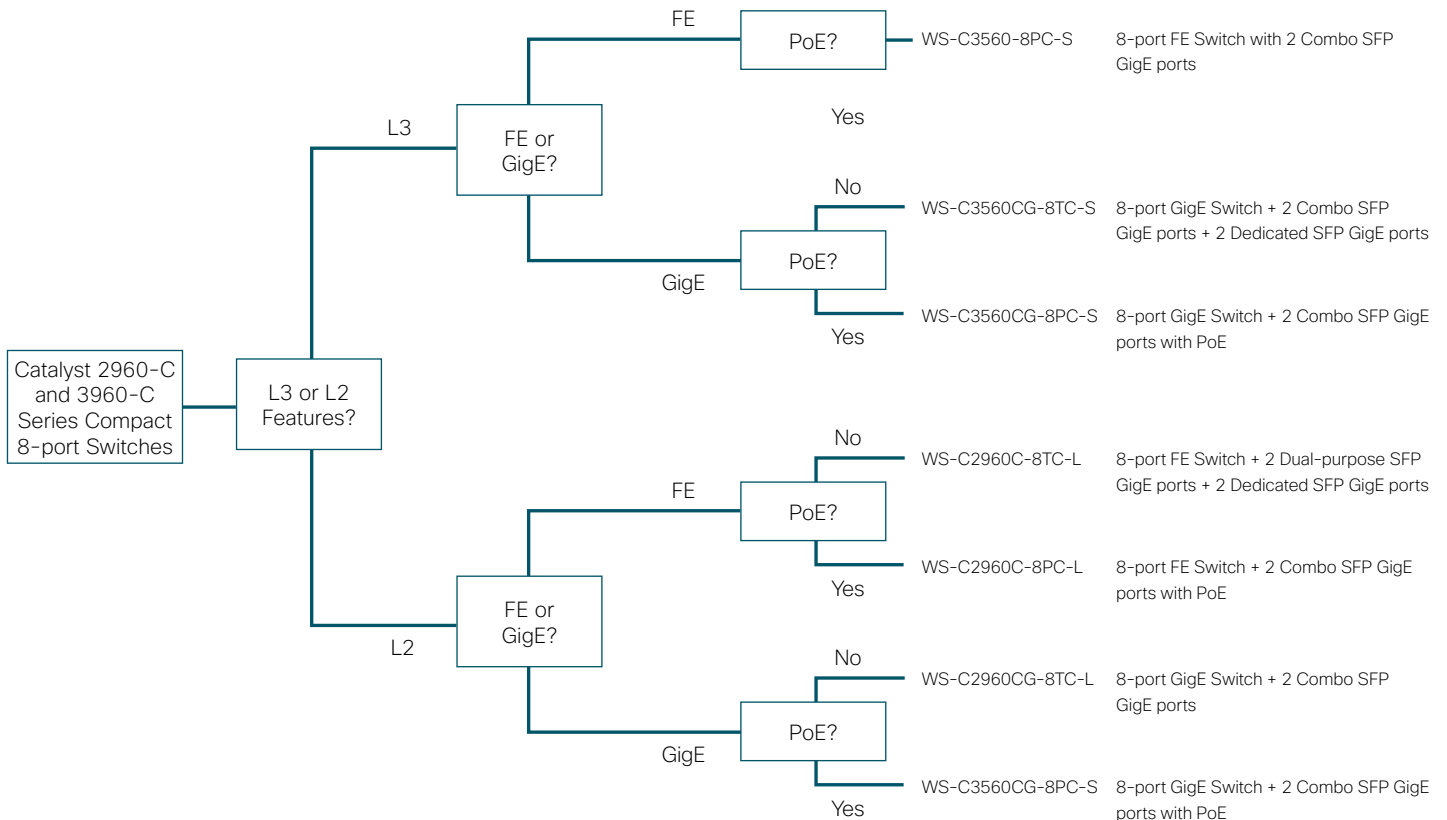
Cisco Catalyst 2960-C and 3960-C Series Compact Switches

Cisco® Catalyst® compact switches easily extend an intelligent, fully managed Cisco Catalyst wired switching infrastructure, including end-to-end IP and Borderless Network services, with a single Ethernet cable or fiber from the wiring closet. These attractive, small form-factor Gigabit and Fast Ethernet switches are ideal for connecting multiple devices on the retail sales floor; in classrooms, hotels, and factories; and for extending wireless LAN networks: wherever space is at a premium and multiple cable runs could be challenging.



Scalable network management and enhanced security for growing medium-sized businesses

Decision Tree Overview



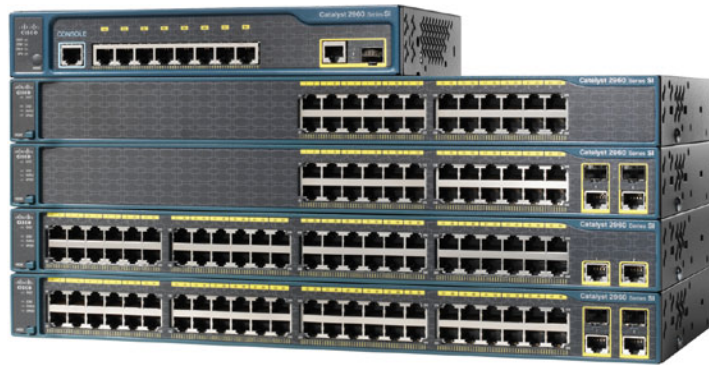
Product Features Comparison Table

Category	SKU	Copper FE ports	Copper GigE ports	Dual-purpose SFP GigE ports*	Dedicated SFP GigE ports	PoE Support	PoE Ports @7.7 Watt	PoE ports @15.4 Watt
Gigabit Ethernet Switches with GigE uplinks	WS-2960CG-8TC-L	-	8	2	-	-	-	-
	WS-3560CG-8TC-S	-	8	2	2	-	-	-
	WS-3560CG-8PC-S	-	8	2	-	124W	8	8
	WS-3560CG-8PT-S	-	8	2	-	Up to 22.4W	2W	1
	WS-3560CPD-8PT-S	-	8	2	2	^[1] Up to 15.4W	2	1
Fast Ethernet Switches with PoE and GigE uplinks	WS-2960C-8PC-L	8	-	2	-	124W	-	8
	WS-2960CPD-8PT-L	8	-	-	-	^[1] Up to 22.4W	2	1
	WS-2960-12PC-L	12	-	2	-	124W	8	8
	WS-3560C-8PC-S	8	-	2	-	124W	8	8
	WS-3560C-12PC-S	12	-	2	-	124W	8	8
Fast Ethernet Switches without PoE and with GigE uplinks	WS-2960C-8TC-L	8	-	2	-	-	-	-
	WS-2960C-8TC-S	8	-	2	-	-	-	-
	WS-2960CPD-8TT-L	8	-	2	2	-	-	-

* Each combo mini-GBIC port includes one 10/100/1000BASE-T Ethernet port and 1 mini-GBIC Gigabit Ethernet port for fiber – with 1 port active at a time.

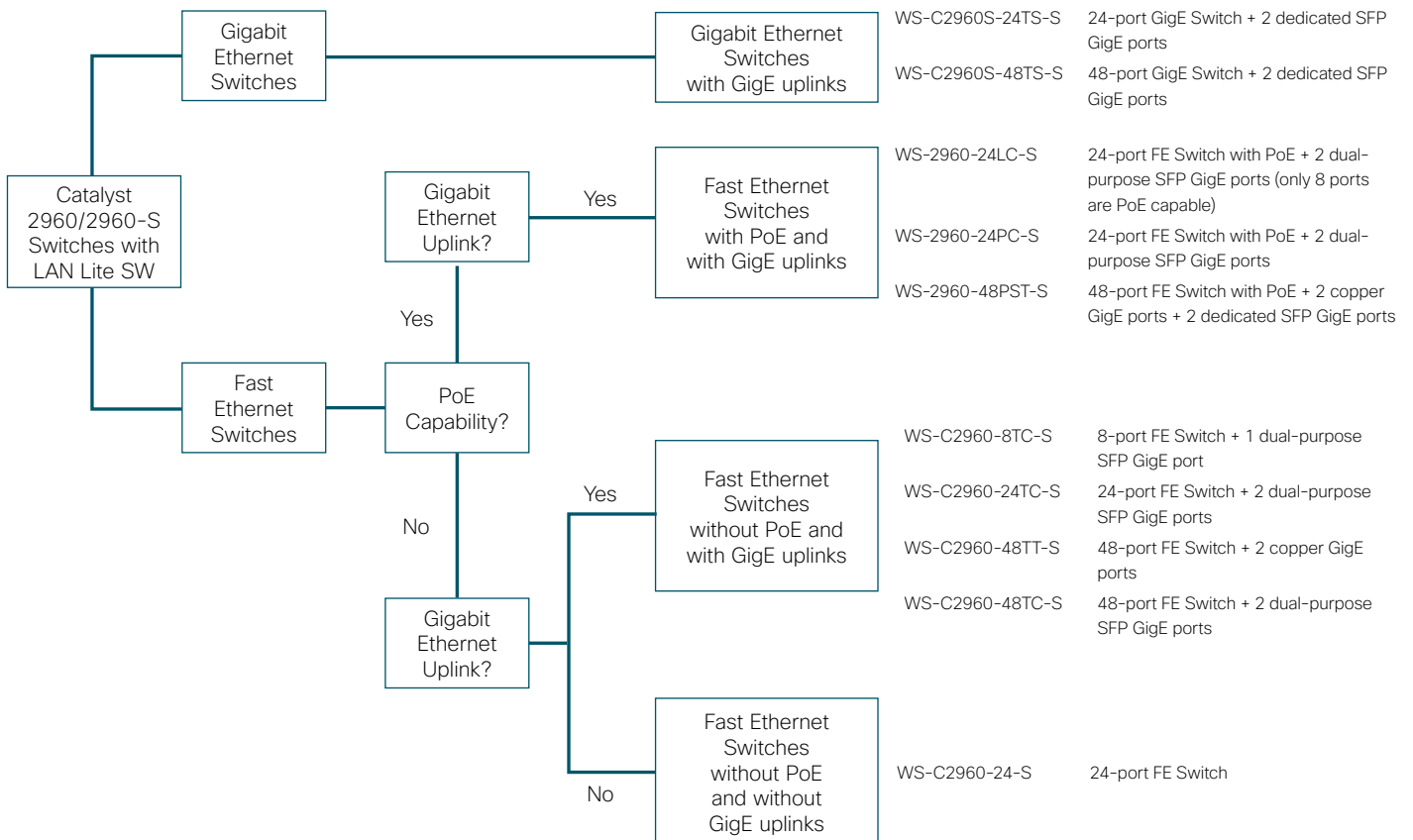
[1] Using both uplinks as PoE+

Cisco Catalyst 2960/2960-S Series with LAN Lite Basic Layer 2 Switches



Scalable network management and enhanced security for growing medium-sized businesses

Decision Tree Overview



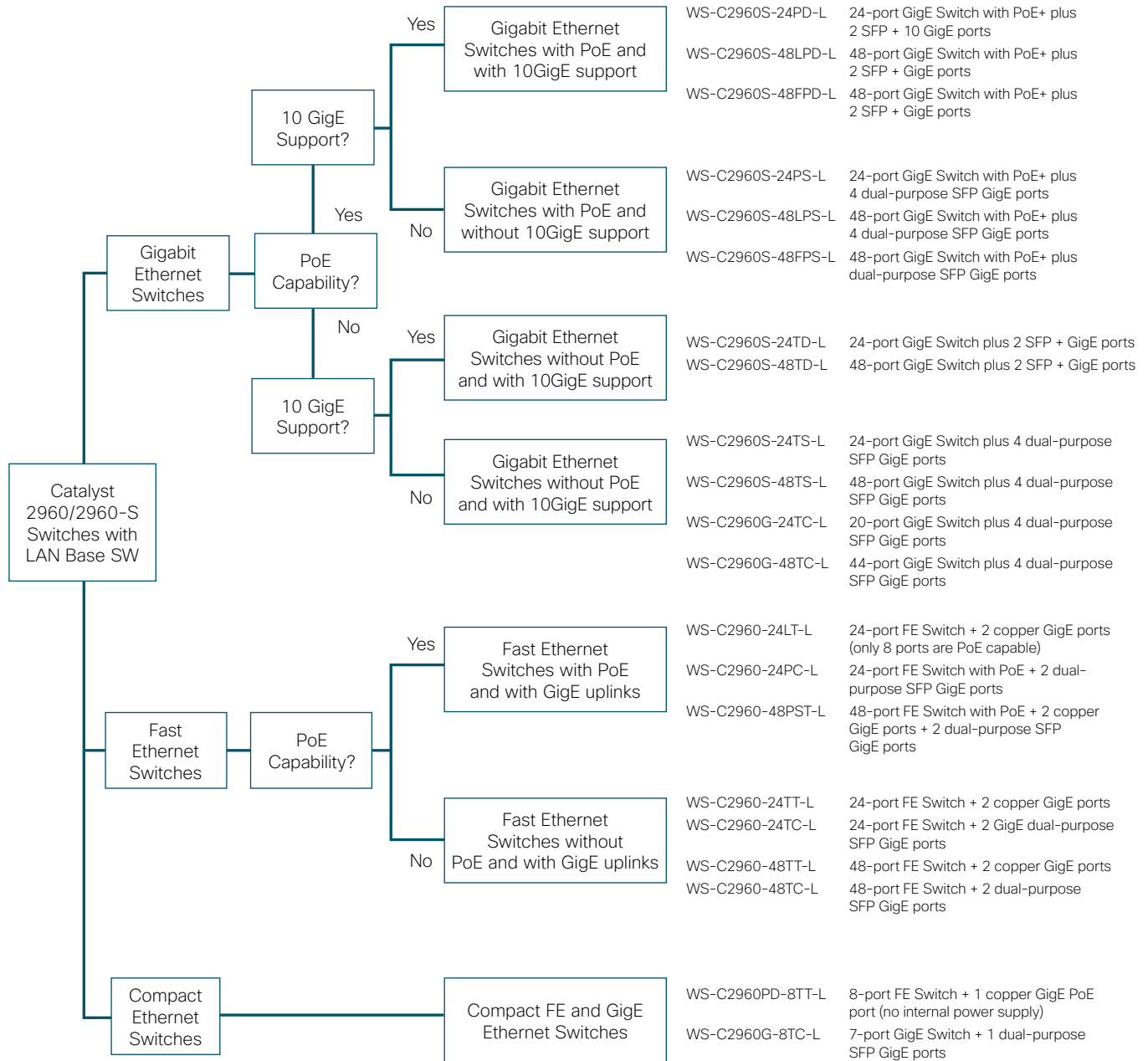
Product Features Comparison Table

Category	SKU	Copper FE ports	Copper GigE ports	Dual-purpose SFP GigE ports*	Dedicated SFP GigE ports	PoE Support	PoE Ports @7.7 Watt	PoE ports @15.4 Watt
Gigabit Ethernet Switches with GigE uplinks	WS-C2960S-24TS-S	-	24	-	2	-	-	-
	WS-C2960S-48TS-S	-	48	-	2	-	-	-
Fast Ethernet Switches with PoE and GigE uplinks	WS-2960-24LC-S	24	-	2	-	119W	-	8
	WS-2960-24PC-S	24	-	2	-	357W	24	24
	WS-2960-48PST-S	48	2	-	2	339W	48	24
Fast Ethernet Switches without PoE and with GigE uplinks	WS-C2960-8TC-S	8	-	1	-	-	-	-
	WS-C2960-24TC-S	24	-	2	-	-	-	-
	WS-C2960-48TT-S	48	2	-	-	-	-	-
	WS-C2960-48TC-S	48	-	2	-	-	-	-
Fast Ethernet Switches without PoE and without GigE uplinks	WS-C2960-24-S	24	-	-	-	-	-	-

* Each dual-purpose SFP GigE port has one 10/100/1000 Ethernet port and one SFP-based Gigabit Ethernet port with 1 port active at a time.

Cisco Catalyst 2960/2960-S Series with LAN Base Enhanced Layer 2 Switches

Decision Tree Overview



Product Features Comparison Tables

Catalyst 2960 Series

Category	SKU	Copper FE ports	Copper GigE ports	Dual-purpose SFP GigE ports*	PoE Support	PoE Ports @7.7 Watt	PoE ports @15.4 Watt
Gigabit Ethernet Switches without PoE	WS-C2960G-24TC-L	-	20	4	-	-	-
	WS-C2960G-48TC-L	-	44	4	-	-	-
Fast Ethernet Switches with PoE and with GigE uplinks	WS-C2960-24LT-L	24	2	0	162W	-	8
	WS-C2960-24PC-L	24	-	2	433W	-	24
	WS-C2960-48PST-L	48	2	2	460W	48	24
Fast Ethernet Switches without PoE and with GigE uplinks	WS-C2960-24TT-L	24	2	0	-	-	-
	WS-C2960-24TC-L	24	-	2	-	-	-
	WS-C2960-48TT-L	48	2	0	-	-	-
	WS-C2960-48TC-L	48	-	2	-	-	-
Compact FE and GigE Ethernet Switches	WS-C2960G-8TC-L	-	7	1	-	-	-

* Each dual-purpose SFP GigE port has one 10/100/1000 Ethernet port and one SFP-based Gigabit Ethernet port with 1 port active at a time.

Catalyst 2960-S Series

(10 Gigabit Ethernet uplink and PoE+ support)

Category	SKU	Copper GigE ports	Dual-purpose SFP GigE ports*	SFP+ 10 GigE ports **	PoE Sup-port	PoE Ports @7.7 Watt	PoE ports @15.4 Watt	PoE+ ports @30 Watt
Gigabit Ethernet Switches with PoE and with 10GigE support	WS-C2960S-24PD-L	24	-	2	370W	-	24	12
	WS-C2960S-48LPD-L	48	-	2	370W	48	24	12
	WS-C2960S-48FPD-L	48	-	2	740W	-	48	24
Gigabit Ethernet Switches with PoE and without 10GigE support	WS-C2960S-24PS-L	24	4	-	370W	-	24	12
	WS-C2960S-48LPS-L	48	4	-	370W	48	24	12
	WS-C2960S-48FPS-L	48	4	-	740W	-	48	24
Gigabit Ethernet Switches without PoE and with 10GigE support	WS-C2960S-24TD-L	24	1	2	-	-	-	-
	WS-C2960S-48TD-L	48	1	2	-	-	-	-
Gigabit Ethernet Switches without PoE and without 10GigE support	WS-C2960S-24TS-L	24	4	-	-	-	-	-
	WS-C2960S-48TS-L	48	4	-	-	-	-	-

* Each dual-purpose SFP GigE port has one 10/100/1000 Ethernet port and one SFP-based Gigabit Ethernet port with 1 port active at a time.

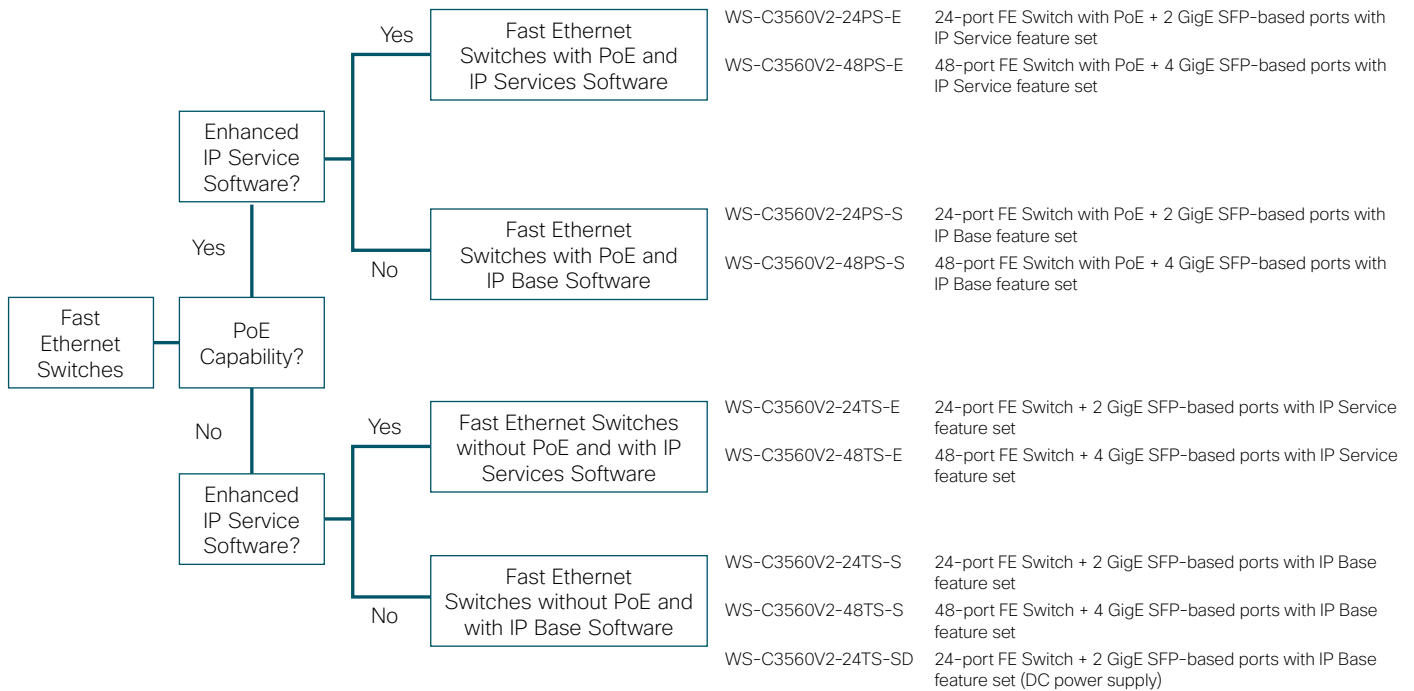
** SFP+ 10 GigE port supports both 1 GigE or 10GigE on the same port.

Cisco Catalyst 3560 v2 Series and 3560-X Series Layer 2 and Layer 3 Switches



Cisco Catalyst 3560 Series Switches

Catalyst 3560 v2 Series Decision Tree Overview

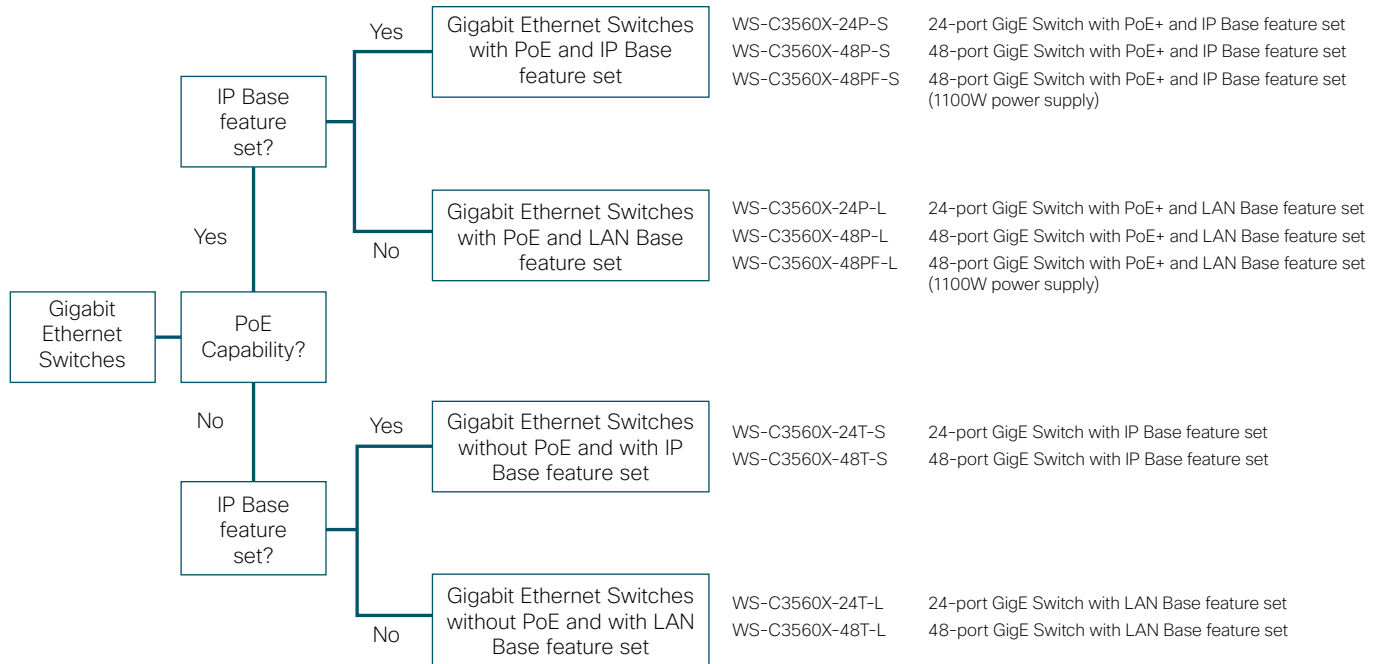


Catalyst 3560 v2 Series Product Features Comparison Table

Category	SKU	Copper FE ports	Copper GigE ports	Dual-purpose SFP GigE ports*	PoE Support	PoE Ports @7.7 Watt	PoE ports @15.4 Watt
Fast Ethernet Switches with PoE and IP Services Software	WS-C3560V2-24PS-E	24	-	2	370W	24	24
	WS-C3560V2-48PS-E	48	-	4	370W	48	24
Fast Ethernet Switches with PoE and IP Base Software	WS-C3560V2-24PS-S	24	-	2	370W	24	24
	WS-C3560V2-48PS-S	48	-	4	370W	48	24
Fast Ethernet Switches without PoE and with IP Services Software	WS-C3560V2-24TS-E	24	-	2	-	-	-
	WS-C3560V2-48TS-E	48	-	4	-	-	-
Fast Ethernet Switches without PoE and with IP Base Software	WS-C3560V2-24TS-S	24	-	2	-	-	-
	WS-C3560V2-48TS-S	48	-	4	-	-	-
	WS-C3560V2-24TS-SD	24	-	2	-	-	-

* Each dual-purpose SFP GigE port has one 10/100/1000 Ethernet port and one SFP-based Gigabit Ethernet port with 1 port active at a time.

Catalyst 3560-X Series Decision Tree Overview



Catalyst 3560-X Series Product Features Comparison Table (10 Gigabit Ethernet uplink and PoE+ support)

Category	SKU	Copper FE ports	Copper GigE ports	PoE Support	PoE Ports @15 Watt	PoE+ ports @30 Watt
Gigabit Ethernet Switches with PoE+ and with IP Base feature set	WS-C3560X-24P-S	-	24	435W	24	24
	WS-C3560X-48P-S	-	48	435W	48	24
	WS-C3560X-48PF-S	-	48	800W	48	48
Gigabit Ethernet Switches with PoE+ and with LAN Base feature set	WS-C3560X-24P-L	-	24	435W	24	24
	WS-C3560X-48P-L	-	48	435W	48	24
	WS-C3560X-48PF-L	-	48	800W	48	48
Gigabit Ethernet Switches without PoE+ and with IP Base feature set	WS-C3560X-24T-S	-	24	-	-	-
	WS-C3560X-48T-S	-	48	-	-	-
Gigabit Ethernet Switches without PoE+ and with LAN Base feature set	WS-C3560X-24T-L	-	24	-	-	-
	WS-C3560X-48T-L	-	48	-	-	-

* The Cisco Catalyst 3560-X Series Switches support an optional network module for uplink ports.

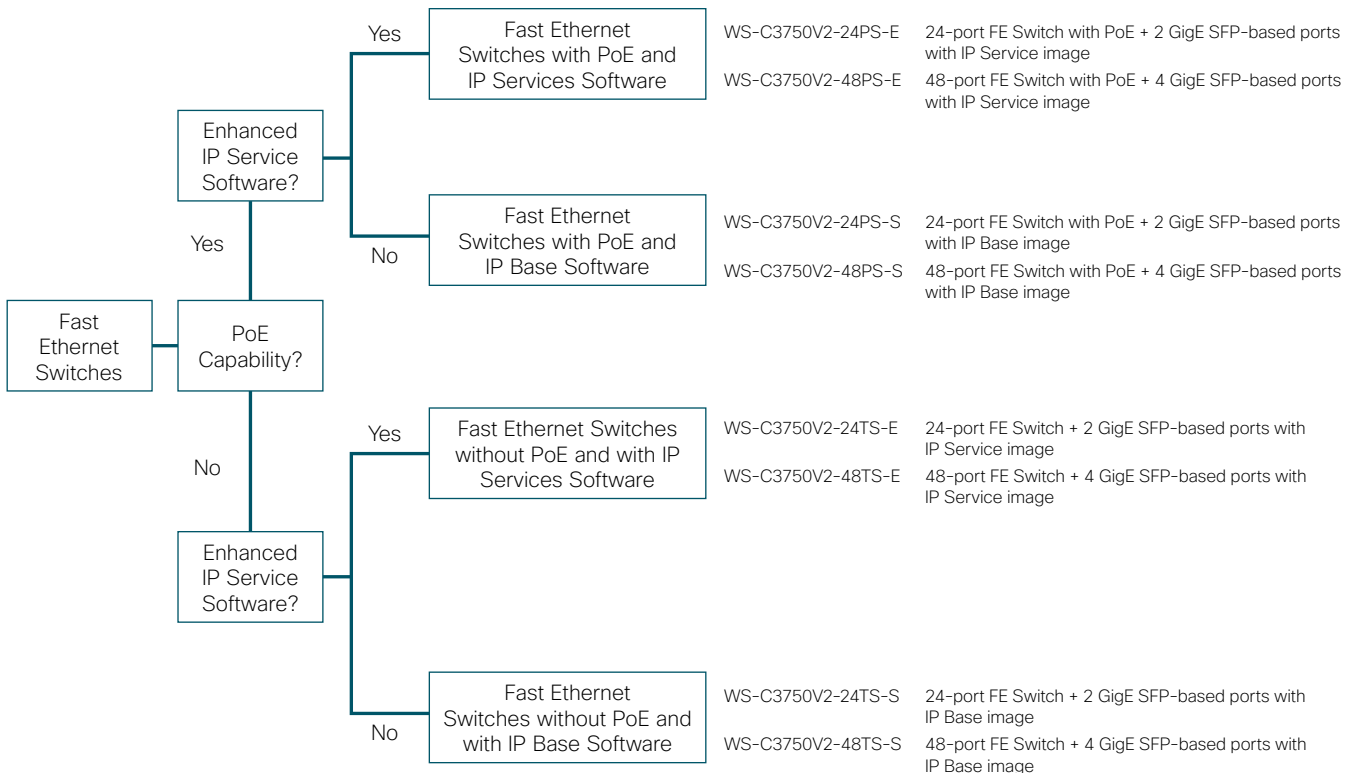
* The IP Services feature set is only available as an upgrade option.

Cisco Catalyst 3750 v2 Series and 3750-X Series Layer 2 and Layer 3 Stacking Switches



Cisco Catalyst 3750 v2 Series and 3750-X Series

Catalyst 3750 v2 Series Decision Tree Overview

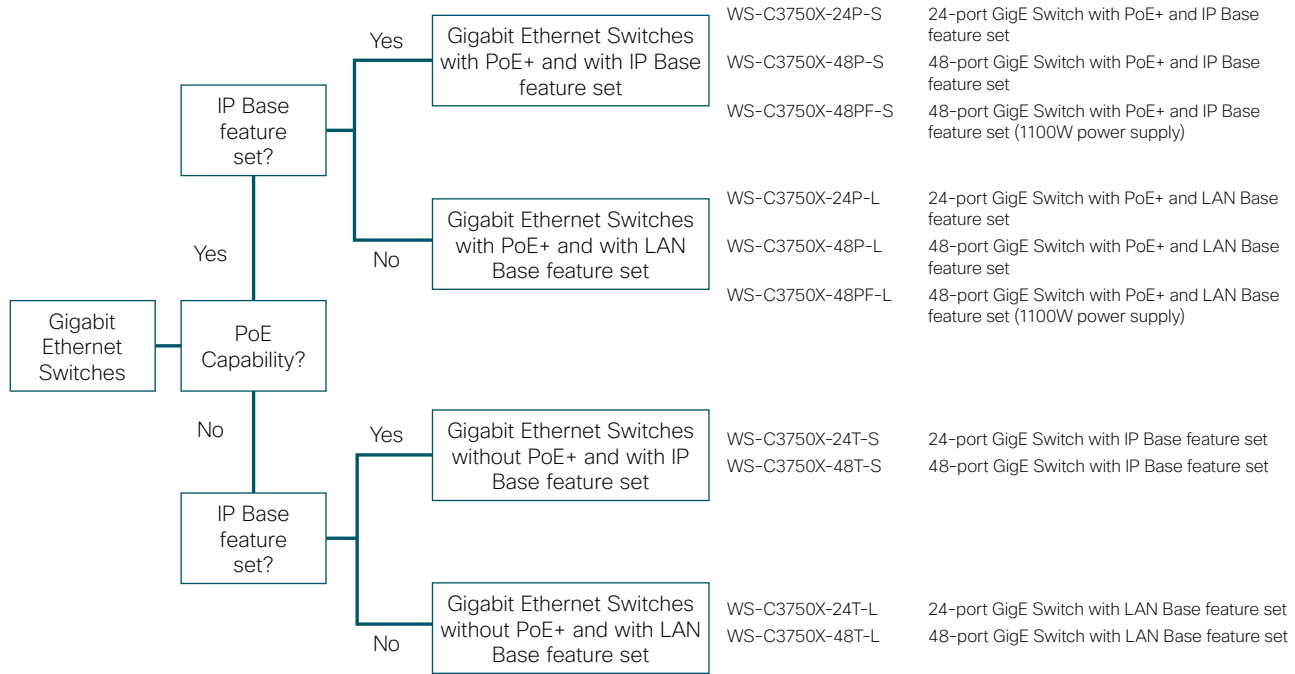


Catalyst 3750 v2 Series Product Features Comparison Table

Category	SKU	Copper FE ports	Copper GigE ports	Dual-purpose SFP GigE ports*	PoE Support	PoE Ports @7.3 Watt	PoE ports @15.4 Watt
Fast Ethernet Switches with PoE and IP Services Software	WS-C3750V2-24PS-E	24	-	2	370W	24	24
	WS-C3750V2-48PS-E	48	-	4	370W	48	24
Fast Ethernet Switches with PoE and IP Base Software	WS-C3750V2-24PS-S	24	-	2	370W	24	24
	WS-C3750V2-48PS-S	48	-	4	370W	48	24
Fast Ethernet Switches without PoE and with IP Services Software	WS-C3750V2-24TS-E	24	-	2	-	-	-
	WS-C3750V2-48TS-E	48	-	4	-	-	-
Fast Ethernet Switches without PoE and with IP Base Software	WS-C3750V2-24TS-S	24	-	2	-	-	-
	WS-C3750V2-48TS-S	48	-	4	-	-	-

*Each dual-purpose SFP GigE port has one 10/100/1000 Ethernet port and one SFP-based Gigabit Ethernet port with 1 port active at a time.

Catalyst 3750-X Series Decision Tree Overview



Catalyst 3750-X Series Product Features Comparison Table (10 Gigabit Ethernet uplink and PoE+ support)

Category	SKU	Copper FE ports	Copper GigE ports	PoE Support	PoE Ports @15 Watt	PoE+ ports @30 Watt
Gigabit Ethernet Switches with PoE+ and with IP Base feature set	WS-C3750X-24P-S	-	24	435W	24	24
	WS-C3750X-48P-S	-	48	435W	48	24
	WS-C3750X-48PF-S	-	48	800W	48	48
Gigabit Ethernet Switches with PoE+ and with LAN Base feature set	WS-C3750X-24P-L	-	24	435W	24	24
	WS-C3750X-48P-L	-	48	435W	48	24
	WS-C3750X-48PF-L	-	48	800W	48	48
Gigabit Ethernet Switches without PoE+ and with IP Base feature set	WS-C3750X-24T-S	-	24	-	-	-
	WS-C3750X-48T-S	-	48	-	-	-
Gigabit Ethernet Switches without PoE+ and with LAN Base feature set	WS-C3750X-24T-L	-	24	-	-	-
	WS-C3750X-48T-L	-	48	-	-	-

* The Cisco Catalyst 3750-X Series Switches support an optional network module for uplink ports.

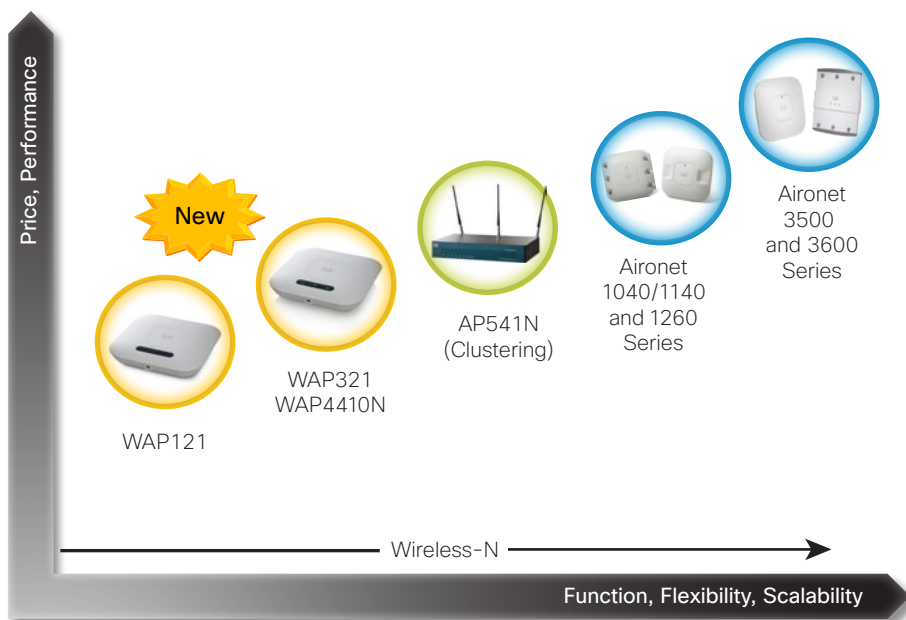
* The IP Services feature set is only available as an upgrade option.

Cisco Small Business Wireless Solutions

Cisco offers versatile, high-performance wireless solutions that support nearly any wireless application that small businesses require, including mobile data, voice over wireless LAN, wireless video monitoring, and highly secure guest access. The Cisco wireless solutions can be used as standalone access points in small wireless environments or can be deployed as part of a larger data and communications network.

Cisco wireless solutions are the industry's only unified wired and wireless solutions to cost-effectively address wireless LAN (WLAN) security, deployment, management, and control. This framework integrates and extends wired and wireless networks to deliver scalable, manageable, and highly secure WLANs with the lowest total cost of ownership. The Cisco wireless solutions provide the same level of security, scalability, reliability, ease-of-deployment, and management for WLANs that organizations expect from their wired LANs.

Overview of Cisco Access Points



The features and benefits provided by the Cisco wireless portfolio are described here in detail and summarized in the table below.

- Enable guest access and protect business resources with robust security features: advanced Wi-Fi Protected Access (WPA2) encryption, rogue access point detection, access control lists, MAC address filtering.
- Support virtually any deployment in using either standard AC power or Power over Ethernet (PoE) in locations, such as drop ceilings, where power outlets may not be accessible.
- Support 802.11n wireless connectivity, for applications that demand high bandwidth.
- Connect all employee laptops and IP phones over the 5-GHz radio band and eliminate interference from other common 2.4-GHz wireless devices with multiple-input, multiple-output (MIMO) dual-band capability.
- Easy to set up, configure, and manage multiple wireless access points with advanced clustering intelligence or a wireless controller.
- Help ensure reliable voice connectivity anywhere in your business, even as employees move from one access point to another with integrated roaming features.

Overview of Cisco Wireless Access Points for Small Business

Features and Benefits	802.11g Access Points	802.11n Access Points					
	Small Business	WAP121	WAP321	WAP4410N	AP541N	Aironet® 1040 Series	Aironet 1140/1260 Series
Standalone wireless access point	X	X	X	X	X	X	X
Enable guest access and protect business resources with robust security features	X	X	X	X	X	X	X
PoE support	X	X	X	X	X	X	X
802.11n wireless connectivity for applications that demand high bandwidth		X	X	X	X	X	X
Easy to set up, configure, and manage multiple wireless access points with advanced clustering intelligence or a wireless controller					X	X	X
Help ensure reliable voice connectivity with integrated roaming features					X	X	X

For additional information and details on Cisco wireless products, please visit www.cisco.com/go/smbwireless.

Cisco Small Business Access Points

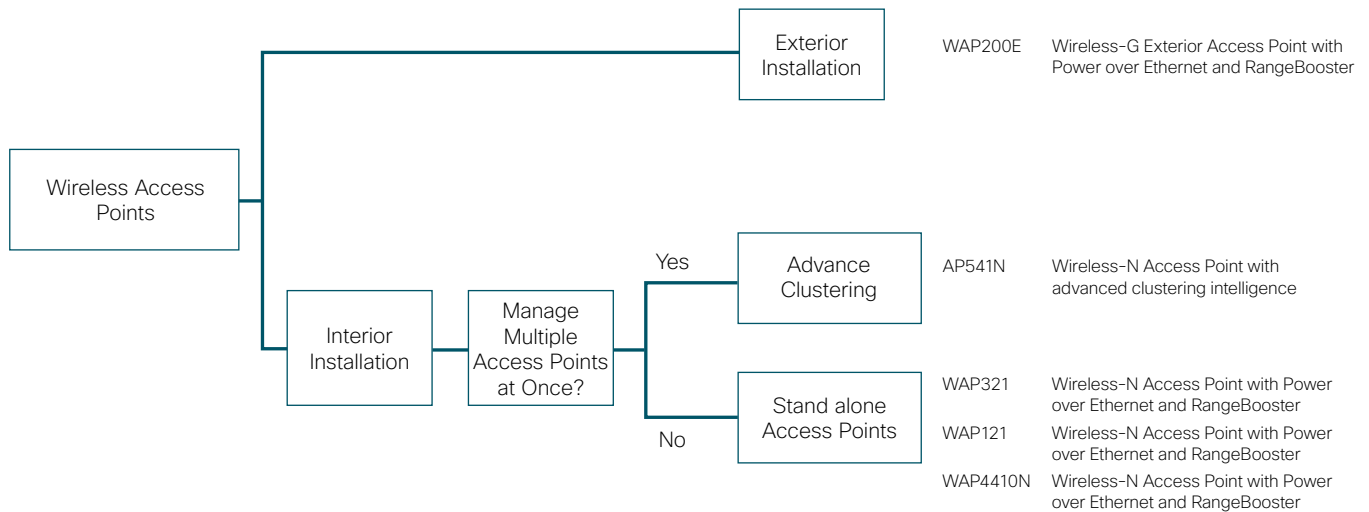


Cisco WAP121 and WAP321 Wireless-N Access Point



Cisco AP541N Wireless Access Point

Decision Tree Overview



Cisco RV Series Routers Part Number and Descriptions

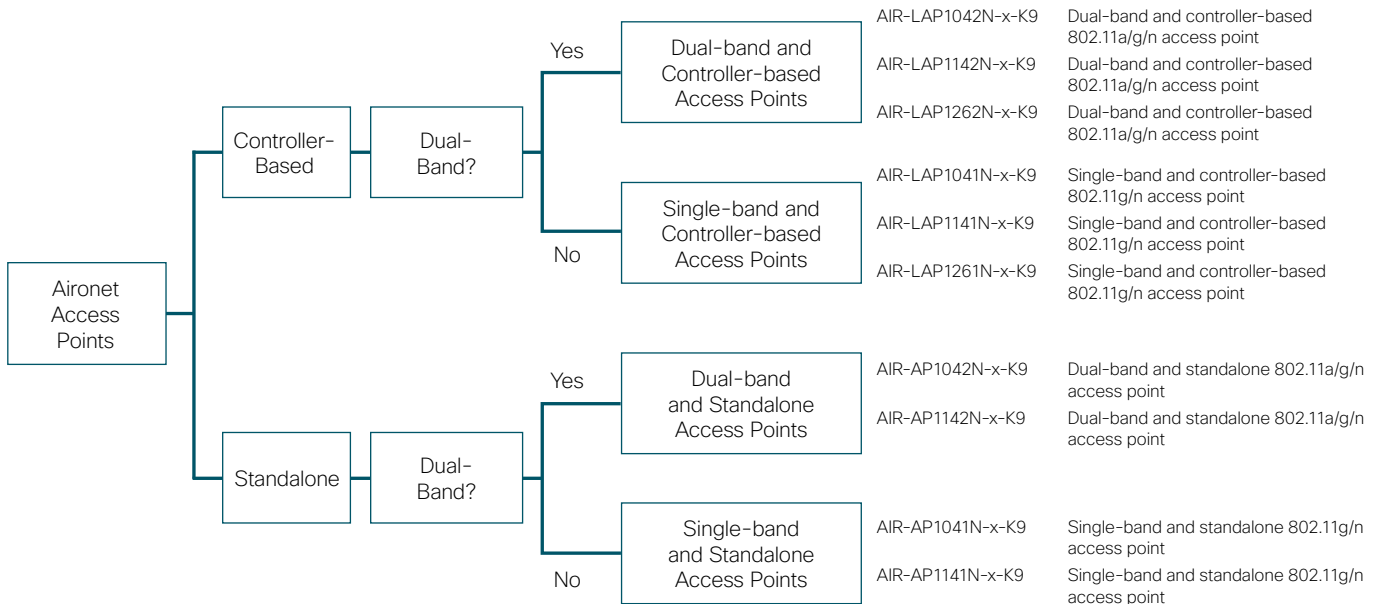
Model Number	Order Part Number	Description
New Models		
WAP121	WAP121-A-K9-NA WAP121-A-K9-CA	Cisco Wireless-N Access Point with PoE
WAP321	WAP321-A-K9	Cisco WAP321 Wireless-N Selectable-Band Access Point with PoE
Legacy Models		
AP541N	AP541N-A-K9	Cisco AP541N Wireless Access Point

Cisco Aironet 1040/1140/1260 Series Access Points



Cisco Aironet 1140 and 1260 Access Points

Decision Tree Overview



Cisco Small Business Routers

Cisco RV Series Routers are affordable, highly secure network access devices, designed and built for small businesses. Perfect for a small business looking for a point product to fill a specific need, Cisco Small Business Routers deliver basic, reliable connectivity immediately.

Cisco SA500 Series Security Appliances combine highly secure Internet, wireless, site-to-site, and remote access with firewall, intrusion prevention system (IPS), email, and web security capabilities to protect the business while improving employee productivity. These security appliances work transparently with other products in the Cisco Small Business Series to deliver powerful, integrated solutions.

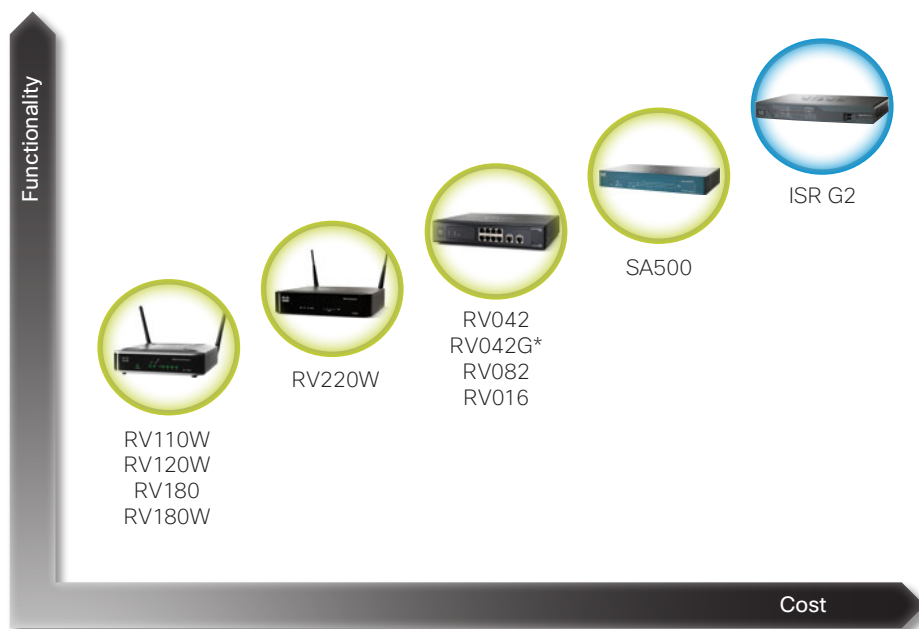
Additionally, a new Cisco IOS Software Universal image and Services Ready Engine module enable the customer to decouple the deployment of hardware and software, providing a stable technology foundation that can quickly adapt to evolving network requirements.

The Cisco ISRs that are suitable for small businesses include:

- Cisco 800 Series Routers
- Cisco 1900 Series Integrated Services Routers
- Cisco 2900 Series Integrated Services Router

Routing for Small Business

One Portfolio—A Spectrum of Choices



*Available in June 2012

Some of the features and benefits provided by Cisco routers are:

- Highly secure VPN connectivity for remote workers.
- Strong security features, including an advanced stateful packet inspection (SPI) firewall, encryption, authentication, and access control.
- Fast Ethernet and Gigabit Ethernet ports with IPv6 support ports.
- WAN link redundancy and load-balancing features.
- Built-in switch.
- Simple, browser-based configuration.
- Advanced security, including advanced firewall, intrusion prevention system (IPS), application inspection, and control, and Cisco IOS® content filtering.
- IP Security (IPsec) and SSL VPN.
- Network edge (DMZ) and guest access (802.1X) routing.
- Choice of WAN connectivity.
- Quality of service (QoS) support, for smooth voice and video communications.

Overview of Cisco Routers for Small Business

Features and Benefits	RV110W RV120W	RV180 RV180W RV220W	RV042 RV042G RV082 RV016	Cisco SA500 Series	Cisco 800 Series	Cisco 1900 Series	Cisco 2900 Series
Fast Ethernet WAN connection	X	X	X	X	X		
Gigabit Ethernet WAN connection		X	X (RV042G)	X	X (890)	X	X
ADSL, SHDSL, T1 WAN connection					X	X	X
Dual WAN			X	X	X (890)	X	X
Fast Ethernet LAN connections	X	X	X	X	X		
Gigabit Ethernet LAN connections		X	X (RV042G)	X		X	X
Power over Ethernet (PoE) support					X	X	X
Web-based management interface	X	X	X	X			
Support for Cisco ProtectLink Web		X	X	X			
Network scalability and higher availability with Cisco IOS Software					X	X	X
Modular architecture						X	X

For additional information and details on Cisco Small Business Routers, please visit www.cisco.com/go/smallbusiness.

Cisco RV Series Routers

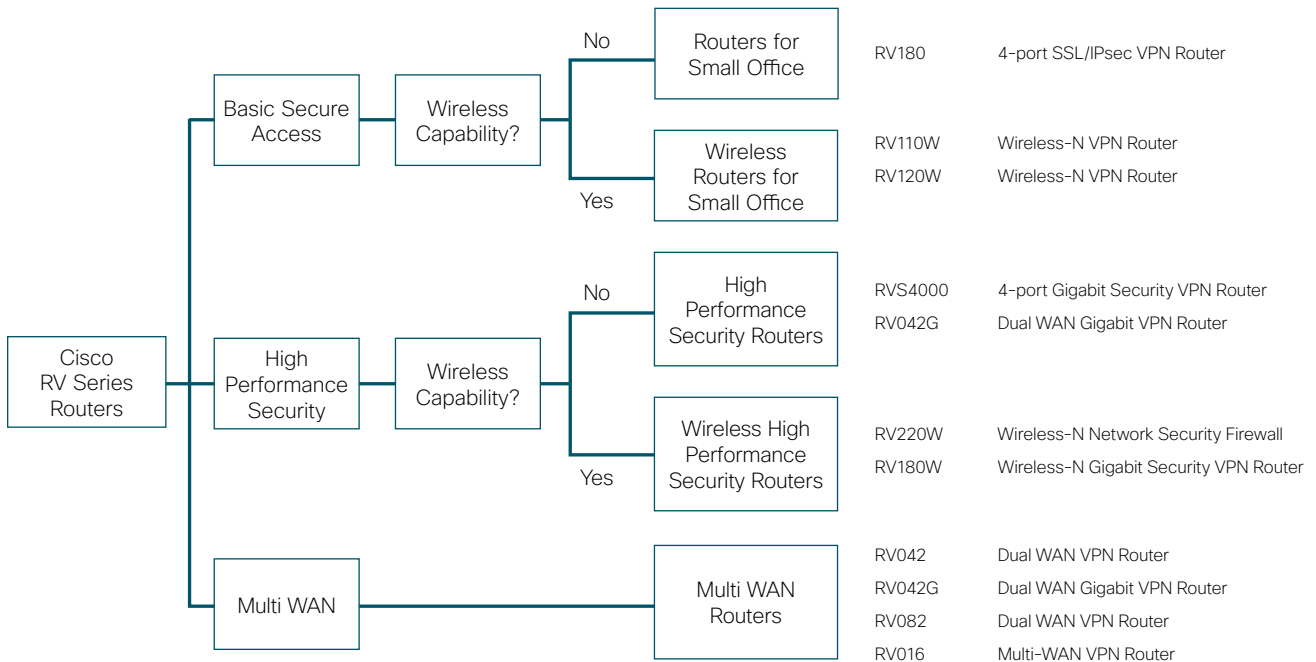


Cisco RV082 Router



Cisco RV220W Wireless Network Security Firewall

Decision Tree Overview



Product Features Comparison Table

Category	SKU	WAN Connections	Integrated Ethernet Switch	Wireless Support	VPN Connectivity	Maximum VPN Connections	Optional Cisco ProtectLink Gateway Security
Wireless routers for small office	RV110W	Single Fast Ethernet WAN	4-port Fast Ethernet	802.11n	IPsec PPTP	5	No
	RV120W	Single Fast Ethernet WAN	4-port Fast Ethernet	802.11n	IPsec	10	No
	RV180W	Single Gigabit Ethernet WAN	4-port Gigabit Ethernet	802.11n	IPsec PPTP	10	No
	RV220W	Single Gigabit Ethernet WAN	4-port Gigabit Ethernet	802.11 a/b/g/n	SSL PPTP	5 (SSL) 25 (IPsec)	Yes
High-performance security routers	RV180	Single Gigabit Ethernet WAN	4-port Gigabit Ethernet	No	IPsec PPTP	10	No
WAN routers	RV042	Dual Fast Ethernet WAN	4-port Fast Ethernet	No	IPsec	50	Yes
	RV042G	Dual Gigabit Ethernet WAN	8-port Gigabit Ethernet	No	IPsec	50	Yes
	RV082	Dual Fast Ethernet WAN	8-port Fast Ethernet	No	IPsec PPTP	100	Yes
	RV016	Up to 7 Fast Ethernet	Up to 13-port Fast Ethernet	No	IPsec PPTP	100	Yes

**Dual-purpose Gigabit Ethernet port can be either fiber or copper with the proper transceiver.

Cisco RV Series Routers Part Number and Descriptions

Model Number	Order Part Number	Description
RV110W	RV110W-A-K9-NA RV110W-A-K9-CA	Cisco RV110W Wireless-N VPN Firewall
RV120W	RV120W-A-K9-NA	Cisco RV120W Wireless-N VPN Firewall
RV220W	RV220W-A-K9-NA	Cisco RV220W Wireless-N VPN Firewall
RV180W	RV180W-A-K9-NA	Cisco RV180W Multifunction VPN Router
RV180	RV180-A-K9-NA	Cisco RV180 VPN Router
RV042	RV042-xx	Cisco RV042 Dual WAN Router
RV042G	RV042G-xx	Cisco RV042G Dual WAN Gigabit VPN Router
RV082	RV082-xx	Cisco RV082 Dual WAN Router
RV016	RV016-xx	Cisco RV016 Multi-WAN VPN Router

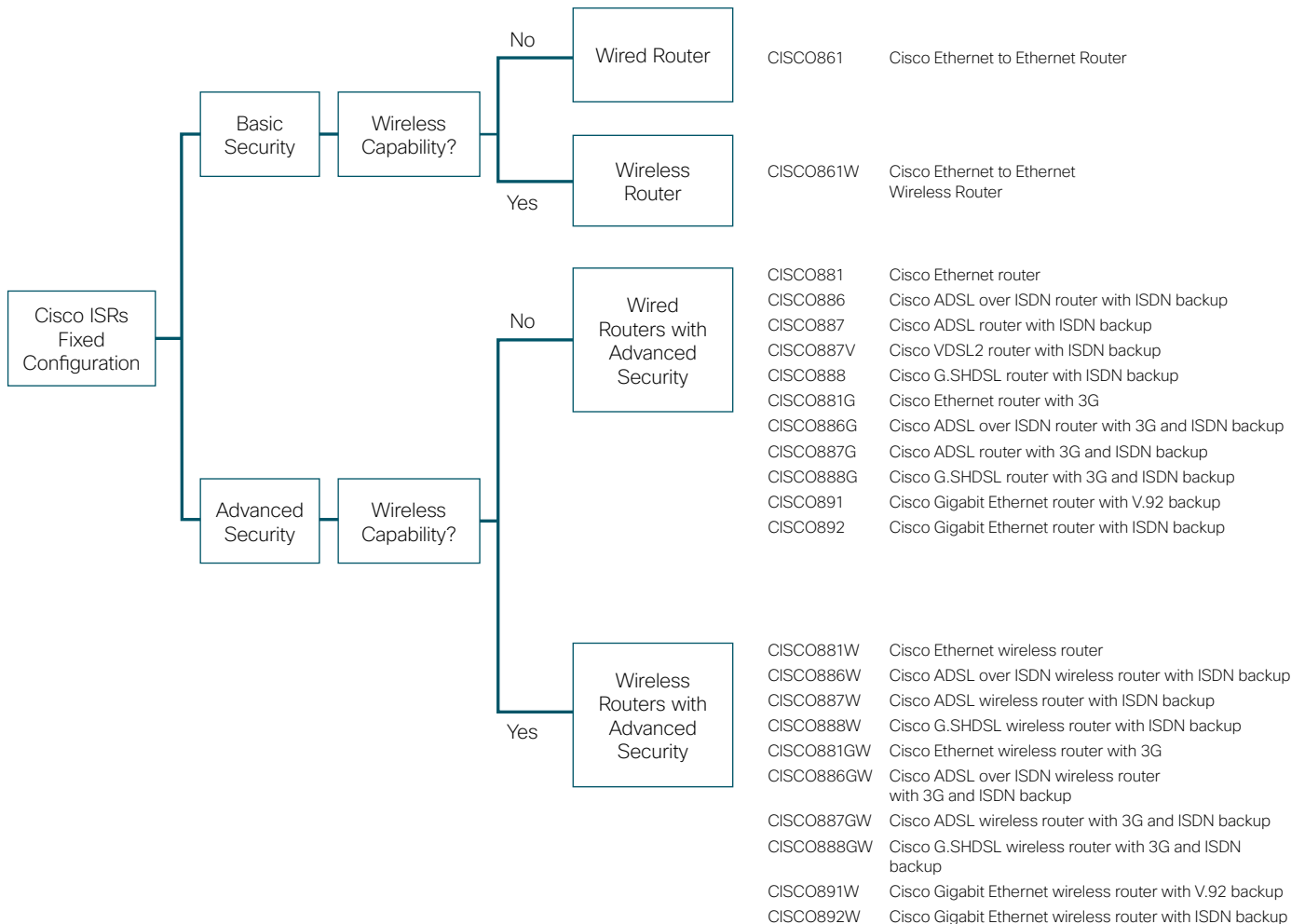
Cisco 800 Series Integrated Services Routers

Cisco 800 Series Integrated Services Routers offer a choice of WAN connection options, built-in managed switch ports, strong security features and optional wireless connectivity.



Cisco 891 Integrated Services Router

Decision Tree Overview



Product Features Comparison Table

Features and Benefits	CISCO861	CISCO867	CISCO881	CISCO886	CISCO887	CISCO888	CISCO891	CISCCO892
Fast Ethernet WAN	X	X	X	X	X	X		
Gigabit Ethernet WAN							X	X
Secondary WAN (Fast Ethernet)							X	X
Integrated Dial-Backup				X	X	X	V.92 modem	ISDN
Integrated Switch	4-port 10/100 Mbps	4-port 10/100 Mbps	4-port 10/100 Mbps	4-port 10/100 Mbps	4-port 10/100 Mbps	4-port 10/100 Mbps	8-port 10/100 Mbps	8-port 10/100 Mbps
PoE Support			X	X	X	X		
Wireless 802.11 g/n Support (CISCO800W models)	X	X	X	X	X	X	X	X
Stateful Firewall	X	X	X	X	X	X	X	X
3DES/AES IPsec	X	X	X	X	X	X	X	X
SSL VPN Encryption			X	X	X	X	X	X
IPS			X	X	X	X	X	X
GET VPN			X	X	X	X	X	X
ADSL2+		X		X	X			
G.SHDSL						X		

Cisco 1900 Series Integrated Services Routers

Cisco 1900 Series Integrated Services Routers provide high-performance, nonstop connectivity with integrated services, enabling deployment in high-speed WAN environments with a modular design, delivering optimal service flexibility.



Cisco 1900 Series Integrated Service Routers

Product Features Comparison Table

Features and Benefits	CISCO1941	CISCO1941W
SM Slots	0	0
ISM Slots	1	Fixed 802.11n Radio
EHWIC Slots	2	2
Onboard DSP Slots	0	0
Onboard WAN Ports	2 GE	2 GE
Default Flash	256 MB	256 MB
Default DRAM	512 MB	512 MB
Form Factor	2RU	2RU

Cisco 2900 Series Integrated Services Routers

Cisco 2900 Series Integrated Services Routers have a modular architecture with multiple module slots to provide connectivity and services options, delivering increased levels of services integration with data, security, wireless, and mobility.



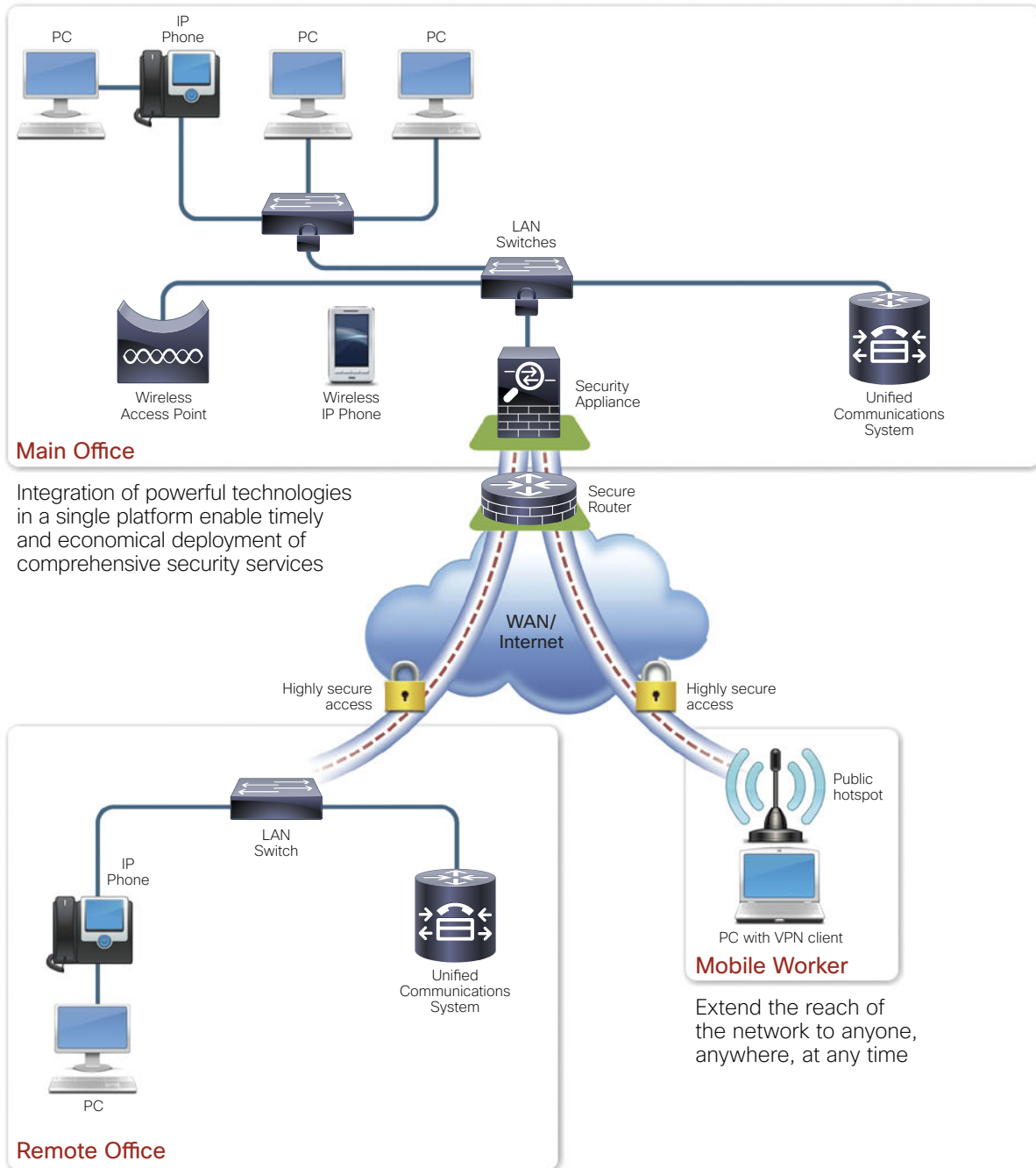
Cisco 2900 Series Integrated Service Routers

Product Features Comparison Table

Features and Benefits	CISCO2901	CISCO2911	CISCO2921	CISCO2951
SM Slots	0	1	1	2
ISM Slots	1	1	1	1
EHWIC Slots	4	4	4	4
Onboard DSP Slots	2	2	3	3
Onboard WAN Ports	2 GE	3 GE	3 GE (1 SFP)	3 GE (1 SFP)
Default Flash	256 MB	256 MB	256 MB	256 MB
Default DRAM	512 MB	512 MB	512 MB	512 MB
Form Factor	1RU	2RU	2RU	2RU

Secure My Business

The Cisco security solutions help provide proactive threat defense against network attacks.



Small Business Security

With Cisco Small Business solutions, your customers' networks stay protected, whenever and wherever their workforce is connected. While all Cisco products feature some security capabilities, the following products provide more specialized and advanced security functions:

- Cisco ProtectLink Security solutions
- Cisco SA500 Series Security Appliances
- Cisco ASA5500 Series Adaptive Security Appliances

Cisco ProtectLink Security solutions work with selected Cisco Small Business routers and security devices to help businesses stop email spam and viruses, block malicious websites, and control websites accessed with no additional hardware.

- The Cisco ProtectLink Web solution helps block known malicious websites and infectious website content as well as controlling the types of websites employees can access.
- Cisco ProtectLink Gateway features the same web protection as the ProtectLink Web solution but adds further protection to help stop email spam, viruses, and phishing attacks from entering a business.
- For Windows PCs and servers, Cisco ProtectLink Endpoint provides protection against spyware, viruses, and other malware, in and out of the office. In businesses with a Cisco SA500 Series Security Appliance installed, it can also enforce endpoint security policy.

Cisco SA500 Series Security Appliances are all-in-one security solutions designed specifically for businesses with fewer than 100 employees. Simple to install and use, they combine highly secure Internet, wireless, site-to-site, and remote access with firewall, intrusion prevention system (IPS), email, and web security capabilities to protect the business while improving employee productivity. The Cisco SA500 Series works transparently with other products in the Cisco Small Business Series to deliver powerful, integrated solutions to unique small business problems.

Cisco ASA5500 Series Adaptive Security Appliances combine best-in-class security and VPN services with an innovative, extensible services architecture. These appliances provide a proactive threat defense that helps stop attacks before they spread through the network. They also control network activity and application traffic, and deliver flexible VPN connectivity.

The Cisco ASA5500 Series appliances deliver a powerful combination of multiple market-proven technologies in a single platform, making them operationally and economically feasible for organizations to deploy comprehensive security services to more locations. The portfolio of services within the Cisco ASA5500 Series supports customization for location-specific needs, through product editions tailored for small to medium-sized businesses and enterprises.

Overview of Cisco Small Business Security Products (Software)

	Cisco ProtectLink Web	Cisco ProtectLink Gateway	Cisco ProtectLink Endpoint
Stop email spam, viruses, and phishing		X	
Block malicious websites	X	X	
Control web access	X	X	
Protect Windows-based PCs against spyware, viruses, and other malware			X
Cisco Device Compatibility	Cisco RV042 4-Port 10/100 VPN Router - Dual WAN Cisco RV082 8-Port 10/100 VPN Router - Dual WAN Cisco RV016 16-Port 10/100 VPN Router - Multi WAN Cisco RV220W Wireless Network Security Firewall Cisco SA 500 Series Security Appliances	Cisco SA 500 Series Security Appliances	Any Cisco RV Series device however, policy enforcement only available with Cisco SA 500 Series Security Appliances

Overview of Cisco Small Business Security Products (Hardware)

	Cisco SA500 Series (SA520/SA520W/SA540)	Cisco ASA5500 Series (5505/5510/5520)
Maximum firewall throughput	200/200/300 Mbps	150/300/450 Mbps
Maximum firewall connections	15,000/15,000/40,000	10,000/50,000/280,000 25,000/130,000/280,000
Maximum site-to-site and remote access VPN sessions	50/50/100	10/250/750 25/250/750
Maximum SSL VPN user sessions	25/25/50	25/250/750

Features provided by Cisco Security Appliances:

- Full-featured, high-performance firewall, IPS, content security, and SSL/IPsec VPN technologies deliver robust application security, user- and application-based access control, worm and virus mitigation, malware protection, content filtering, and remote user/site connectivity.
- Firewall technology allows valid business traffic to flow, while keeping out unwelcome visitors and preventing unauthorized access to applications or information assets.
- Antivirus and antispymware technology shields internal network resources from virus attacks and reduces the costly process of cleaning up spyware, viruses, and other malware.
- Spam is effectively blocked with a very low level of false positives, helping to restore the effectiveness of email and improves employee productivity.
- VPN capabilities enable site-to-site and remote-user access to internal network systems and services.
- Optional VeriSign Identity Protection (VIP) authentication service (available in the SA500 Series), enhances the security of remote access with advanced two-factor authentication by using one-time passwords generated with either hardware or software token generators or texted to a mobile phone, all easily managed and with no additional hardware installation.
- Cisco ProtectLink Security solutions (SA500 Series) are integrated, to help stop email spam and viruses, block malicious websites, and control web access with no additional hardware.

Cisco Small Business ProtectLink Security Solutions

Product Features Comparison Table

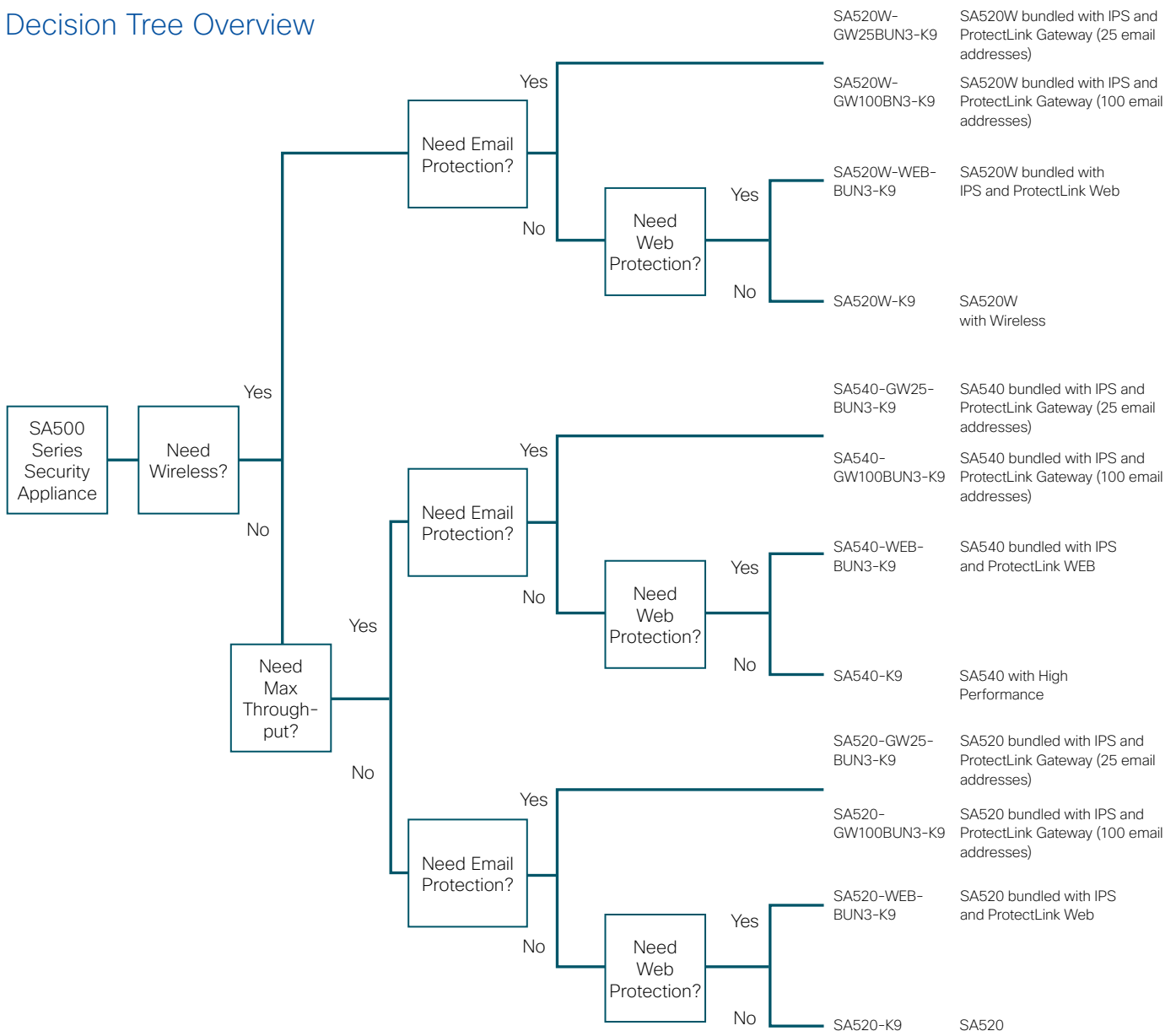
SKU	Product Description
L-PL-WEB-1=	ProtectLink Unlimited Web threat + URL filtering, 1 year
L-PL-WEB-3=	ProtectLink Unlimited Web threat + URL filtering, 3 years
L-PL-GW-25MAX-1=	ProtectLink Unlimited Web threat + 25 max email seats, 1 year
L-PL-GW-25MAX-3=	ProtectLink Unlimited Web threat + 25 max email seats, 3 years
L-PL-GW-100MAX-1=	ProtectLink Unlimited Web threat + 100 max email seats, 1 year
L-PL-GW-100MAX-3=	ProtectLink Unlimited Web threat + 100 max email seats, 3 years
L-PLEP-5=	ProtectLink Endpoint incremental 5-seat license, 1 year
L-PLEP-5-3YR=	ProtectLink Endpoint incremental 5-seat license, 3 years
L-PLEP-25=	ProtectLink Endpoint incremental 25-seat license, 1 year
L-PLEP-25-3YR=	ProtectLink Endpoint incremental 25-seat license, 3 years

Cisco SA500 Series Security Appliances



Cisco SA500 Series Security Appliances
(top to bottom) SA520W, SA520 and SA540

Decision Tree Overview



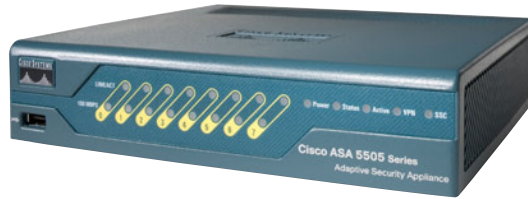
Product Features Comparison Table

	Product SKU	Product Name
UTM Bundles	SA520-WEB-BUN3-K9	SA520 with 3 years IPS and ProtectLink Web licenses
	SA520-GW25-BUN3-K9	SA520 with 3 years IPS and ProtectLink Gateway, 25 licenses
	SA520-GW100BUN3-K9	SA520 with 3 years IPS and ProtectLink Gateway, 100 licenses
	SA520W-WEB-BUN3-K9	SA520W with 3 years IPS and ProtectLink Web licenses
	SA520W-GW25BUN3-K9	SA520W with 3 years IPS and ProtectLink Gateway, 25 licenses
	SA520W-GW100BN3-K9	SA520W with 3 years IPS and ProtectLink Gateway, 100 licenses
	SA540-WEB-BUN3-K9	SA540 with 3 years IPS and ProtectLink Web licenses
	SA540-GW25-BUN3-K9	SA540 with 3 years IPS and ProtectLink Gateway, 25 licenses
	SA540-GW100BUN3-K9	SA540 with 3 years IPS and ProtectLink Gateway, 100 licenses

Support not included with UTM Bundles.

	Product SKU	Product Name
Hardware	SA520-K9	SA520 Security Appliance
	SA520W-K9	SA520W Security Appliance
	SA540-K9	SA540 Security Appliance
Support	CON-SBS-SVC2	Small Business Support Service, 3 years
Licenses	L-FL-SSL-SA520-K9=	SSL license for SA520 and SA520W
	L-SA500-IPS-1YR=	IPS license for SA500 Series, 1 year
	L-SA500-IPS-3YR=	IPS license for SA500 Series, 3 years
	L-PL-WEB-1=	ProtectLink Unlimited Web threat + URL filtering, 1 year
	L-PL-WEB-3=	ProtectLink Unlimited Web threat + URL filtering, 3 years
	L-PL-GW-25MAX-1=	ProtectLink Gateway Unlimited Web + 25 max email seats, 1 year
	L-PL-GW-25MAX-3=	ProtectLink Gateway Unlimited Web + 25 max email seats, 3 years
	L-PL-GW-100MAX-1=	ProtectLink Gateway Unlimited Web + 100 max email seats, 1 year
	L-PL-GW-100MAX-3=	ProtectLink Gateway Unlimited Web + 100 max email seats, 3 years
	L-PLEP-5=	ProtectLink Endpoint incremental 5-seat license, 1 year
	L-PLEP-5-3YR=	ProtectLink Endpoint incremental 5-seat license, 3 years
	L-PLEP-25=	ProtectLink Endpoint incremental 25-seat license, 1 year
L-PLEP-25-3YR=	ProtectLink Endpoint incremental 25-seat license, 3 years	

Cisco ASA5500 Series Adaptive Security Appliances



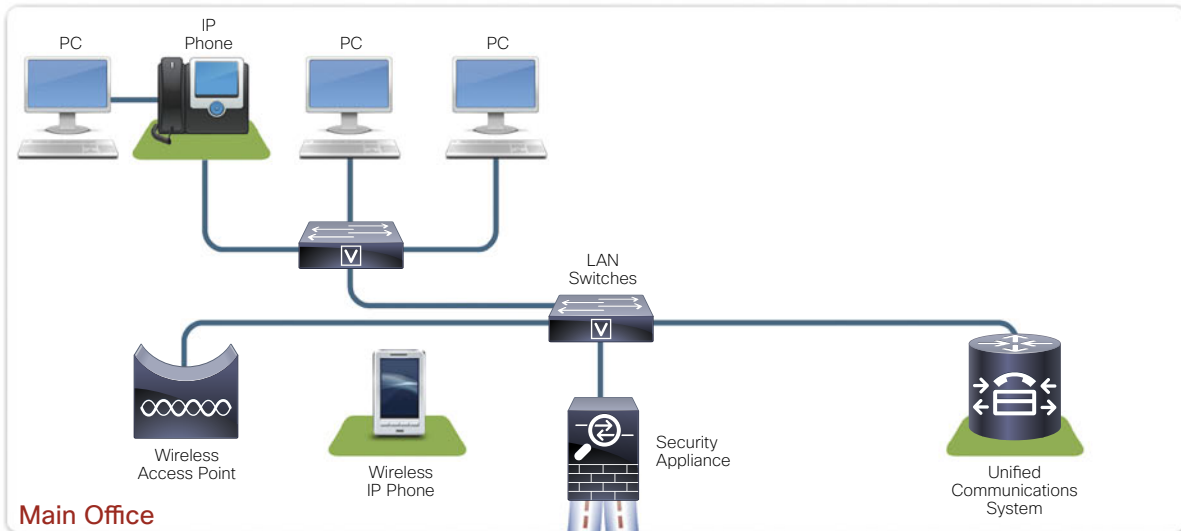
Cisco ASA5505 Series
Adaptive Security Appliance

Product Features Comparison Table

Cisco ASA5500 Series Model/License	Cisco ASA5505 Base/ Security Plus	Cisco ASA5510 Base/ Security Plus	Cisco ASA5520
Network location	Small business, branch office, enterprise teleworker	Internet edge	Internet edge
Maximum firewall throughput (Mbps)	150 Mbps	300 Mbps	450 Mbps
Maximum firewall connections	10,000/25,000	50,000/130,000	280,000
Maximum firewall connections per second	4000	9000	12,000
Packets per second (64 byte)	85,000	190,000	320,000
Maximum 3DES/AES VPN throughput	100 Mbps	170 Mbps	225 Mbps
Maximum site-to-site and remote access VPN sessions	10/25	250	750
Maximum SSL VPN user sessions	25	250	750
Maximum virtual interfaces (VLANs)	3 (trunking disabled) / 20 (trunking enabled)	50/100	150

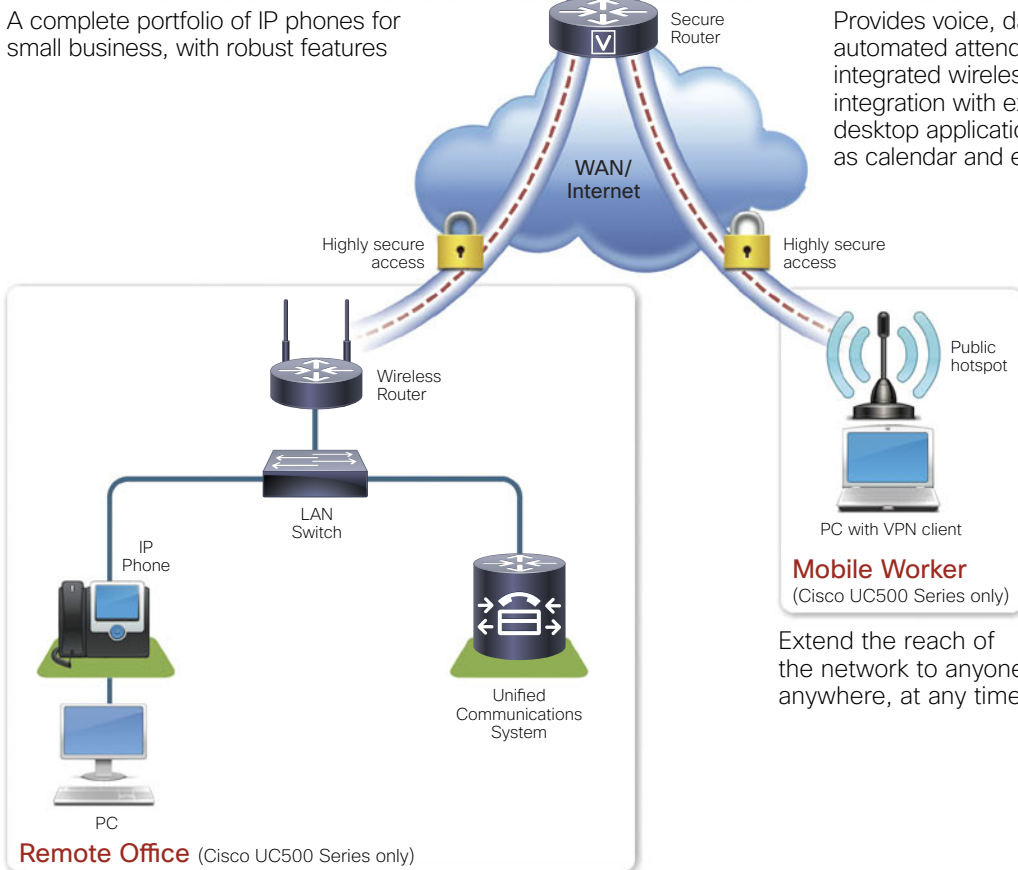
Communicate and Collaborate

The Cisco Unified Communications solutions for small business provide basic and advanced voice services at an affordable price.



A complete portfolio of IP phones for small business, with robust features

Provides voice, data, voicemail, automated attendant, integrated wireless, and integration with existing desktop applications such as calendar and email.



Enable remote workers to work as though they were in the office, placing and receiving calls and sharing data

Cisco Unified Communications

The features and options available with Cisco Unified Communications solutions for small business can provide many advantages, such as lower operating costs, improved productivity, the ability to serve customers better, and increased sales.

Depending on the selected model, the solution offers these capabilities:

- Basic contact center capabilities, including help desk features.
- Presence integration, providing the ability to see the status of others within the business.
- Voicemail, integrated messaging, and automated attendant.
- Video integration.
- Voice, video, and data collaboration within the business and also with external customers.

Cisco Unified Communications Capabilities Overview

	UC300	UC500	BE 3000	BE 6000
Telephony users supported	24	138	300	1000
Single office solution	X	X	X	X
Distributed deployment		X		X
Centralized deployment			X	X
Integrated voicemail	X	X	X	X
Appliance based	X	X	X	X
Integrated voice gateway	X	X	X	
Required partner certification	Registered	Select	Select	Business Edition
IP phone support				
Cisco SPA300/500 IP Phone Series	X	X		
Cisco Unified IP Phone 6900 Series		X	X	X
Cisco Unified IP Phone 7900 Series		X	7937, 7925G, 7942G, 7945G, 7962G, 7965G, 7975G	X
Cisco Unified IP Phone 8900 Series			X	X
Cisco Unified IP Phone 9900 Series				X

Cisco Unified Communications 300 Series for Small Business

The Cisco™ Unified Communications 300 Series, model UC320W, is a cost-effective, fully featured unified communications system for small businesses that delivers all voice and data plus additional features designed and built specifically for small business.

The Cisco Unified Communications 300 Series supports up to 24 phones, all of which are also supported on the Cisco Unified Communications 500 Series, providing customers a way to protect their investment in phones as their business grows.



Cisco Unified Communications 300 Series

The Cisco Unified Communications 300 Series includes:

- Support for up to 24 phones.
- IP-based telephony supporting Cisco SPA300 and SPA500 Series IP phones.
- Integrated 802.11n wireless access point for voice and data, so that SPA525G2 phones can be operated wirelessly, and employees can connect to the network while away from their desks.
- Interoperability with up to 4 public switched telephone network (PSTN) analog (FXO) lines. Up to 8 additional FXO ports can be added by installing two Cisco SPA8800 IP Telephony Gateways (4 FXO ports each).
- Support for an analog phone or fax. One FXS port is included that can be used to connect a single analog phone or fax machine. Up to 8 Additional FXS ports can be added by installing two Cisco SPA8800 IP Telephony Gateways.
- 4-port Gigabit Ethernet switch with VLAN support, to connect devices such as IP phones. (Each IP phone would require a power supply; PoE is not supported).
- Gigabit Ethernet WAN port that can be designated as the network edge.
- Session Initiation Protocol (SIP) trunking support to deliver clear, high-quality Voice over IP services.
- Voicemail and automated attendant.
- Voicemail to email notification.
- Simple-to-use web-based configuration utility for easy deployment.
- No licensing requirement. All phone and voicemail licenses are included with the solution.
- Includes additional voice features to Classes of Restriction and Authorization Codes that help customers prevent toll fraud and keep costs under control.
- Support for custom AA prompts that customers record in the environment of their choice.
- Streamlined setup that simplifies and accelerates deployment.

SKU	IP Phones	LAN Support	FXO/FXS	WAN Support	Integrated Wireless
UC320W-FXO-K9	24	10/100/1000 Ethernet (non-PoE)	4/1	10/100/1000 Ethernet	Yes

Cisco SPA8800 IP Telephony Gateway

The Cisco SPA8800 IP Telephony Gateway is a solution that small businesses can use to connect an IP private branch exchange (PBX), such as the Cisco Unified Communications 300 Series, to the PSTN. It provides a combination of four FXO and four FXS ports to connect existing analog phones or fax machines to the PSTN, protecting and extending your investment in existing communications equipment.

Additional Cisco SPA8800 features include:

- Conversion of voice traffic into data packets for transmission over an IP network.
- Session Initiation Protocol (SIP) standards for voice and data networking, providing reliable voice and fax operation.



Cisco SPA8800 IP Telephony Gateway

SKU	FXS Ports	FXO Ports	Ethernets Ports
SPA8800	4	4	1
SPA8800-G1	8	0	1

Cisco Unified Communications 500 Series for Small Business

The Cisco Unified Communications 500 Series is an affordable unified communications appliance that provides voice, data, voicemail, automated attendant, video, security, and wireless capabilities and integration with existing desktop applications such as calendar and email. This easy-to-manage platform comes with 24 user licenses, supports up to 138 IP phones with UC560 model and voice mailboxes, and provides flexible deployment options based on your needs, with a wide array of IP phones, PSTN interfaces, and Internet connectivity options.

- Cisco Unified Communications 540 scales to 32 users.
- Cisco Unified Communications 560 scales to 138 users.

Common features:

- Robust legacy telephony features, including directory, paging, intercom, call coverage, call park, music on hold (MoH), night bell, hunt groups, direct inward dialing, and ad hoc and meet-me conferencing.
- Support for Cisco Smart Business Productivity Applications (Live Record and Reply, Integrated Messaging, and Single Number Reach).
- Support for multisite deployments.
- System monitoring through third-party partner monitoring software and services.
- Support for the new Cisco Unified IP Phones SPA512G and SPA514G.
- VPN support on the Cisco SPA525G2 5-Line IP Phone.
- Cisco MobileLink on the Cisco SPA525G2 5-Line IP Phone, Bluetooth enhanced integration with mobile phones to make and receive calls, import your personal contacts, and charge your mobile phone.
- Cisco integration with CyberData third-party SIP call box, which helps enable a front door/back door security solution combining voice, video, and physical security.

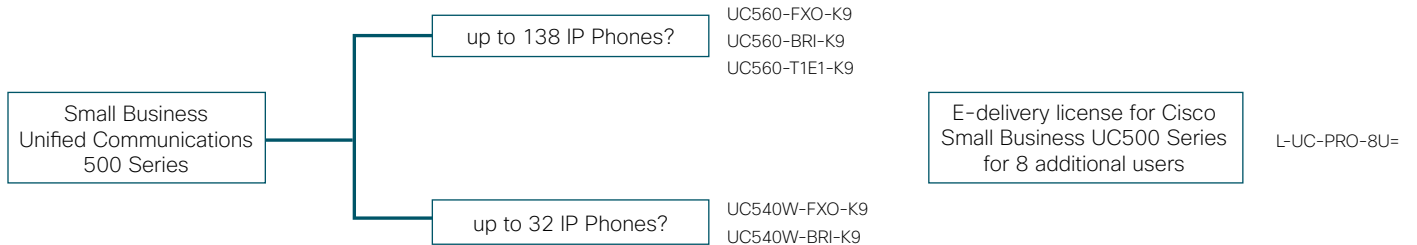


Cisco Unified Communications 540



Cisco Unified Communications 560

Unified Communications 500 Series Decision Tree Overview



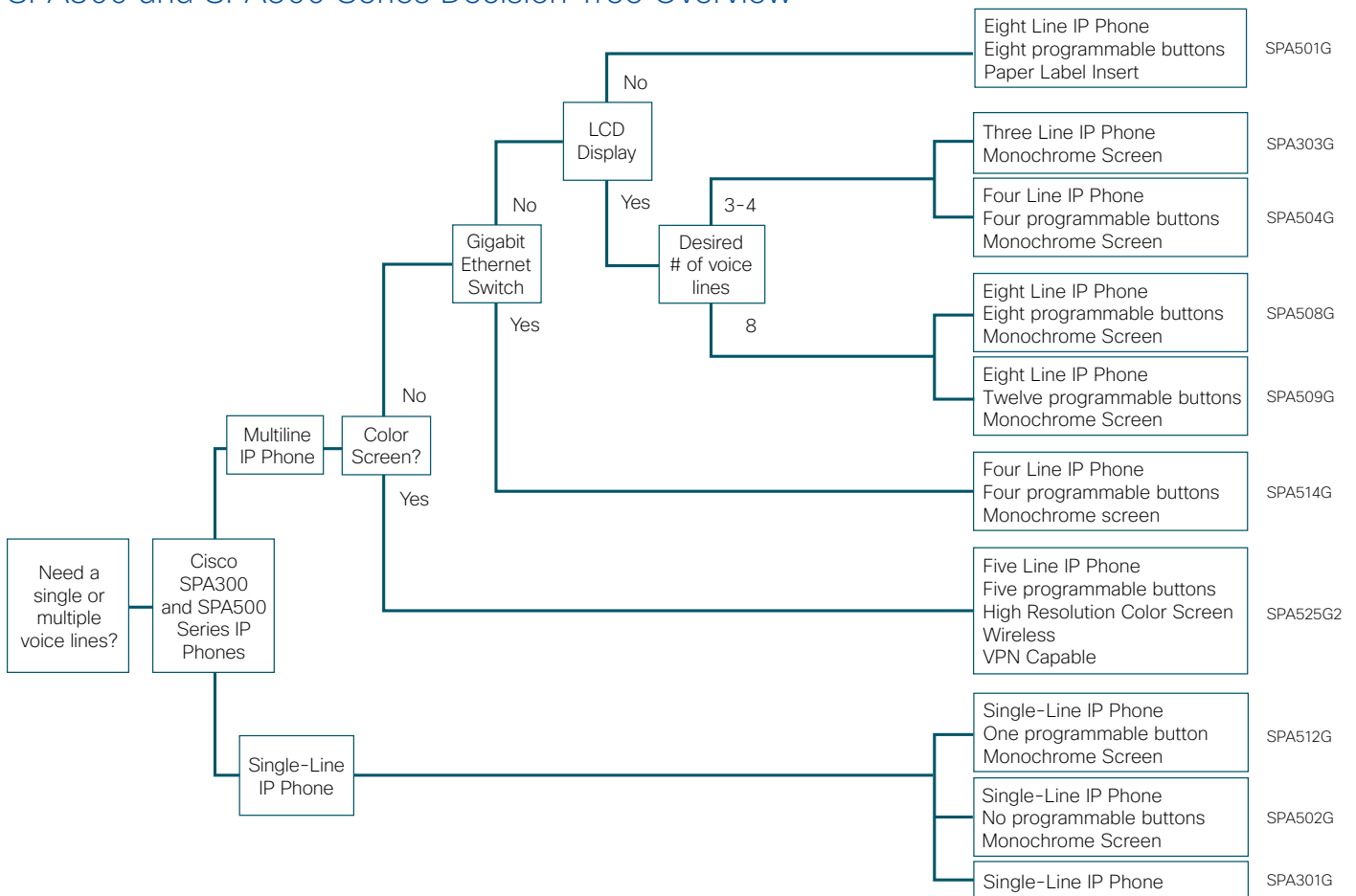
Product Features Comparison Tables

SKU	IP Phones	IP Phones Upgradable to	FXO/FXS	T1/E1 Support	BRI Support	Integrated Wireless
UC560-FXO-K9	24	138	4/4	No	No	No
UC560-BRI-K9	24	138	0/4	No	2	No
UC560-T1E1-K9	24	138	4/4	1	No	No
UC540W-FXO-K9	24	32	4/4	No	No	Yes
UC540W-BRI-K9	24	32	0/4	No	2	Yes

Cisco Small Business SPA300 and SPA500 Series IP Phones

The Cisco SPA500 and SPA300 Series IP Phones provide a complete portfolio of IP phones for small business, with robust features that support the Cisco Unified Communications 300 and 500 Series, as well as hosted IP telephony. The phones provide an intuitive, rich user experience, with wideband audio to connect employees and offices, support for applications that enhance productivity, and encryption for enhanced security.

SPA300 and SPA500 Series Decision Tree Overview



Product Features Comparison Table

Description	SKU	Lines	Programmable Buttons	Connection for Computer on IP Phone	PoE	Display	Bluetooth Capable
Cisco SPA301G 1-line IP Phone	SPA301G	1	1	No	No	Paper insert	No
Cisco SPA303G 3-line IP Phone	SPA303G	3	3	Yes	No	Graphical monochrome display	No
Cisco SPA501G 8-line IP Phone	SPA501G	8	8	Yes	Yes	Paper insert	No
Cisco SPA502G 1-line IP Phone	SPA502G	1	0	Yes	Yes	Backlit monochrome	No
Cisco SPA504G 4-line IP Phone	SPA504G	4	4	Yes	Yes	Backlit monochrome	No
Cisco SPA508G 8-line IP Phone	SPA508G	8	8	Yes	Yes	Backlit monochrome	No
Cisco SPA512G 1-line IP Phone	SPA512G	1	0	Yes	Yes	Backlit monochrome	No
Cisco SPA514G 4-line IP Phone	SPA514G	4	4	Yes	Yes	Backlit monochrome	No
Cisco SPA509G 12-line IP Phone	SPA509G	12	12	Yes	Yes	Backlit monochrome	No
Cisco SPA525G2 IP Phone	SPA525G2	5	5	Yes	Yes	High-resolution color display	Yes

Cisco Small Business Series IP Phones



SPA525G2 5-Line IP Phone

- 5 lines
- High resolution color display
- Power over Ethernet
- 10/100 Ethernet switch
- Bluetooth capable
- VPN capable



SPA514G 4-Line IP Phone

- 4 lines
- Backlit monochrome display
- Power over Ethernet
- 2-Port Gigabit Ethernet switch



SPA512G 1-Line IP Phone

- Single Line
- Backlit monochrome display
- Power over Ethernet
- 2-Port Gigabit Ethernet switch



SPA509G 12-Line IP Phone

- 12 lines
- Backlit monochrome display
- Power over Ethernet
- 10/100 Ethernet switch



SPA508G 8-Line IP Phone

- 8 lines
- Backlit monochrome display
- Power over Ethernet
- 10/100 Ethernet switch



SPA504G 4-Line IP Phone

- 4 lines
- Backlit monochrome display
- Power over Ethernet
- 10/100 Ethernet switch

Cisco Small Business Series IP Phones (continued)



SPA502G 1 Line IP Phone

- Single line
- Backlit monochrome display
- Power over Ethernet
- 10/100 Ethernet switch



SPA501G 8 Line IP Phone

- 8 lines
- Paper insert
- Power over Ethernet
- 10/100 Ethernet switch



SPA500S Expansion Module

- 32 button side car
- Compatible with all SPA500 Series IP Phones
- Paper label display for line names
- SIP and SPCP Support



SPA303G 3 Line IP Phone

- 3 lines
- Graphical monochrome display



SPA301G 1 Line IP Phone

- Single line

Cisco SPA100 Series Analog Phone Adapters

Cisco SPA112 2 Port Phone Adapter

The Cisco® SPA112 2 Port Phone Adapter enables high-quality, feature-rich VoIP service through a broadband Internet connection. Easy to install and use, the adapter connects to a router or gateway and then provides two independent standard telephone ports to connect analog phones or fax machines to a VoIP service provider for clear voice calls, reliable fax connections, and simultaneous Internet use. The standards-based SPA112 is compatible with Internet VoIP provider features such as caller ID, call waiting, voicemail, call forwarding, distinctive ring, and much more to provide a complete, affordable, and highly reliable VoIP solution.

The SPA112 is the next generation ATA and the direct replacement for the PAP2T. It provides the same proven quality and functionality as the PAP2T with technology improvements to deliver enhanced features that simplify configuring and provisioning while optimizing voice quality and performance.

Existing customers can easily transition to the SPA112 ATA using the same settings and parameters familiar in the PAP2T in addition to enabling many new features to offer greater voice service reliability.

The Cisco SPA112 provides:

- Same proven quality and functionality as the Cisco PAP2T product enhanced with latest technology and features.
- Carrier grade voice quality and more dependable faxing capabilities.
- Ability to retain analog investments as customers moves to VoIP.
- Cisco reliability, support, and reputation.



Cisco SPA112 2 Port
Phone Adapter

Cisco SPA122 ATA with Router

The Cisco® SPA122 ATA with Router is an analog telephone adapter that combines high-quality, feature-rich voice over IP (VoIP) service with LAN connectivity. Easy to install and use, the adapter provides two independent standard telephone ports to connect analog phones or fax machines to a VoIP service provider for clear voice calls, reliable fax connections, and simultaneous Internet and LAN with the integrated router. The standards-based SPA122 is compatible with Internet VoIP provider features such as caller ID, call waiting, voicemail, call forwarding, distinctive ring, and much more to provide a complete, affordable, and highly reliable VoIP solution.

The SPA122 is a next generation ATA and the direct replacement for the SPA2102. The new SPA122 ATA provides the same proven quality and functionality as the SPA2102 with technology improvements to deliver enhanced features that simplify configuring and provisioning, while optimizing voice quality and performance.

Existing customers can easily transition to the SPA122 ATA using the same settings and parameters familiar in the SPA2102 in addition to enabling many new features to offer greater voice service reliability.

The Cisco SPA122 provides:

- Same proven quality and functionality as the Cisco SPA2102 product enhanced with the latest technology and features.
- Carrier grade voice quality and dependable faxing capabilities.
- Ability to retain analog investments as customers moves to VoIP.
- Cisco reliability, support, and reputation.



Cisco SPA122 ATA
with Router

Cisco Wireless-N Bridge for Phone Adapters

The Cisco® Wireless-N Bridge for Phone Adapters (Cisco SPA Bridge) lets you transform your Cisco SPA Series IP Phone into a flexible wireless device. Designed specifically for small businesses for use in your office network, it gives you the freedom to place your IP phone most anywhere in the office, without the need for a nearby wired network connection. It supports 802.11n wireless networking, providing better coverage, superior bandwidth, and quality of service (QoS) for crystal-clear voice communication. The Cisco SPA Bridge fits inside the base of the phone, eliminating desktop clutter and additional wires. Simply plug the power adapter for the phone into the SPA bridge, then plug the Ethernet cable and the power adapter connections from the bridge into the phone, and use the included setup wizard for fast, easy configuration. A single AC adapter powers both the phone and the installed bridge. With the Cisco SPA Bridge, you can easily add new extensions or move phones between offices, conference rooms, lobbies, or other environments—without expensive network wiring. The solution lets you extend your phone system using your existing wireless network, while providing the mobility, flexibility, and agility you need to meet changing needs in a dynamic environment.

Cisco Wireless-N Bridge Phone Adapters features:

- Wireless N for better coverage, security and QoS.
- Small form factor allowing installation inside phone.
- Support for SPA300 and SPA500 Series IP phones and SPA100 Series ATAs.
- Uses original phone/ATA power adapter in master-slave arrangement for fewer wires.
- Easy setup and install with integrated web configuration and WPA.



Cisco SPA Series IP Phone with installed Wireless-N Bridge for Phone Adapters



Cisco® Wireless-N Bridge for Phone Adapters

Cisco Business Edition 3000

Cisco Business Edition 3000 was designed for small and medium-sized businesses with smaller IT staffs, and provides investment protection with the capacity to support up to 300 employees and 10 sites. Cisco Edition 3000 is an easy-to-manage solution that integrates essential voice, conferencing, mobility, messaging features, and voice gateway services on a single appliance. Consolidating these applications on a single server creates a cost-effective solution that is simple to set up, manage, and use, providing a smooth transition from older, outdated telephony systems to unified communications.

Product Overview

Cisco Unified Business Edition 3000 consists of the following:

- Cisco Business Edition 3000 call-processing and voicemail application.
- Cisco MCS 7890-C1 Business Edition 3000 Appliance with two built-in T1/E1 ports preinstalled.
- Simple, intuitive administration interface for provisioning and management.

Common features:

- Robust telephony features, including call transfer, call waiting, call park, music on hold (MoH), hunt groups, direct inward dialing, ad hoc and meet-me conferencing, call barge, and conference barge.
- Mobility features such as extension mobility and single number reach.
- Simplified user web page to customize speed dials, call forwarding, and other features.
- Support for the Cisco Unified IP Communicator.

System Capacity	
Maximum number of users and devices	300 users and 400 devices
Total number of sites	10
Voicemail ports	12
IP endpoints	Cisco Unified IP Phone 6900 Series, Cisco Unified IP Phone 7942G, 7945G, 7962G, 7965G, 7975G, Cisco Unified Wireless IP Phone 7925G, Cisco Unified IP Phone 3905, and Cisco Unified IP Phone 8900 Series. Cisco IP Communicator, Cisco WebEx Connect, Cisco Jabber and Cisco Unified IP Conference Station 7937

Top-Level Part Number	Description
UNIFIED-CMBE3K	Business Manager 3000–Top Level



Cisco Business Edition 3000

Cisco Business Edition 6000

Cisco Business Edition 6000 is designed for small and medium-sized businesses that need premium voice, video, mobility, messaging, presence, and contact center features on a single platform. Enabled by virtualization technology, Cisco Unified Communications Manager Business Edition 6000 consolidates multiple applications on a single platform and therefore lowers the TCO while improving productivity of their employees. The high-availability features supported by the Cisco Business Edition 6000 makes this solution ideally suited for companies for which voice communications are mission-critical, and that require messaging and contact center capabilities.

Cisco Business Edition 6000 consists of the following foundational elements:

- Cisco Unified Communications Manager
- Cisco Unity Connection
- Cisco Unified Presence
- Cisco Unified Attendant Console
- Cisco Unified Contact Center Express
- Cisco Provisioning Manager
- Cisco Unified Computing System™ (UCS) C200 M2 High-Density Rack-Mount Server

System Capacity	
Maximum number of users	1000
Maximum number of mailboxes and voicemail ports	1000 mailboxes and 24 ports
Maximum number of contact center agents	100
Maximum number of presence users	1000

Bundle Description	SKU	IP Phone and Cisco Unity Connection License Upgrade	Remote Sites Supported	High Availability/Redundancy
Business Edition 6000–Top Level	CMBE6K-UCL	1000	50	Yes 2 Server Cluster

Cisco Unified SIP Phone 3900 Series

Description	SKU	Lines	Connection for Computer on IP Phone	PoE	Display
Cisco Unified SIP Phone 3905	CP-3905=	1	Yes	Yes	Graphical monochrome display

The Cisco Unified SIP Phone 3905 is supported on the:

- Cisco Business Edition 3000 Version 8.6 or later.
- Cisco Business Edition 6000 Version 8.5 or later.
- Cisco Unified Communications Manager Version 7.1(5) or later.

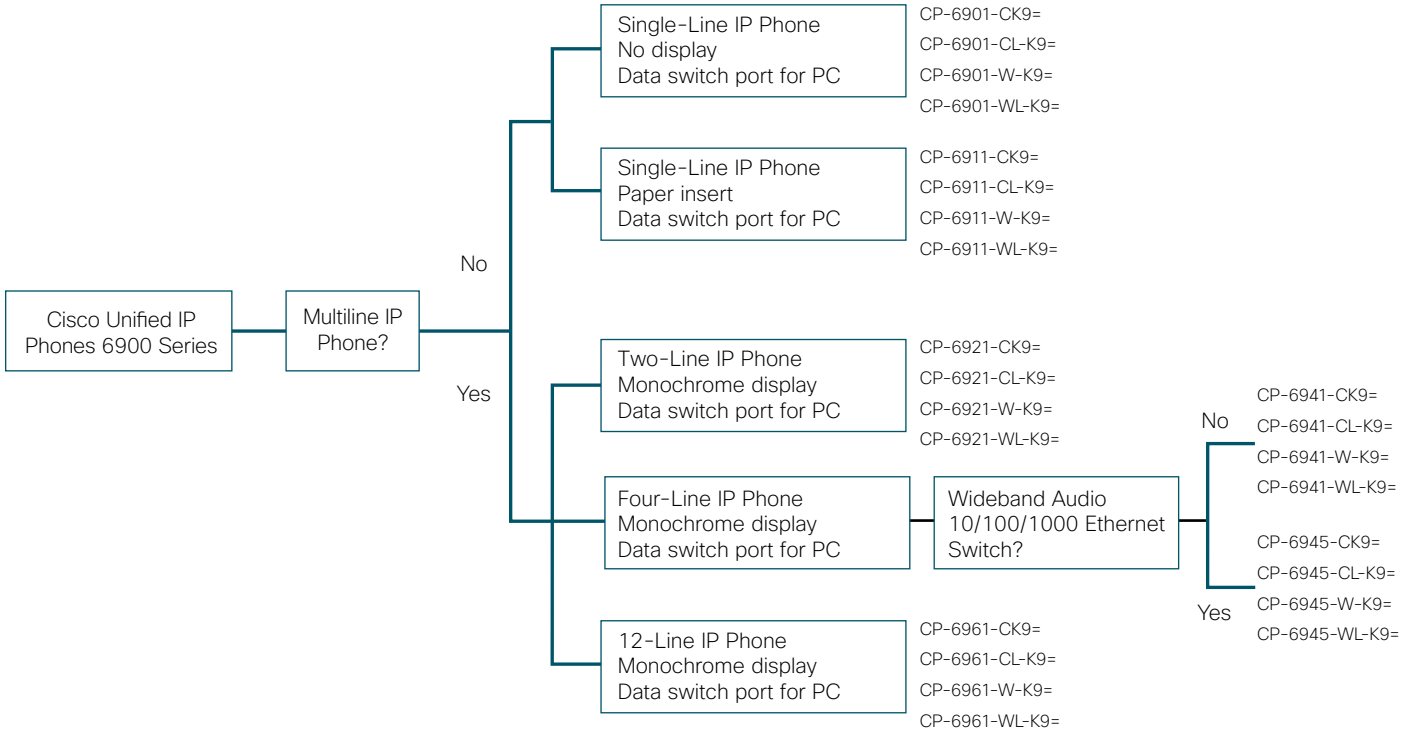


CP-3905=

- Graphical monochrome display
- Single line
- Power over Ethernet
- 10/100 Ethernet switch

Cisco Unified IP Phone 6900 Series

Decision Tree Overview



Cisco Unified IP Phone 6900 Series (continued)



CP-6961-C-K9=
 CP-6961-CL-K9=
 CP-6961-W-K9=
 CP-6961-WL-K9=

- Graphical monochrome display
- 12 lines
- Power over Ethernet
- 10/100 Ethernet switch



CP-6945-C-K9=
 CP-6945-CL-K9=
 CP-6945-W-K9=
 CP-6945-WL-K9=

- Graphical monochrome display
- 4 lines
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-6941-C-K9=
 CP-6941-CL-K9=
 CP-6941-W-K9=
 CP-6941-WL-K9=

- Graphical monochrome display
- 4 lines
- Power over Ethernet
- 10/100 Ethernet switch



CP-6921-C-K9=
 CP-6921-CL-K9=
 CP-6921-W-K9=
 CP-6921-WL-K9=

- Graphical monochrome display
- 2 lines
- Power over Ethernet
- 10/100 Ethernet switch



CP-6911-C-K9=
 CP-6911-CL-K9=
 CP-6911-W-K9=
 CP-6911-WL-K9=

- Paper insert
- Single line
- Power over Ethernet
- 10/100 Ethernet switch

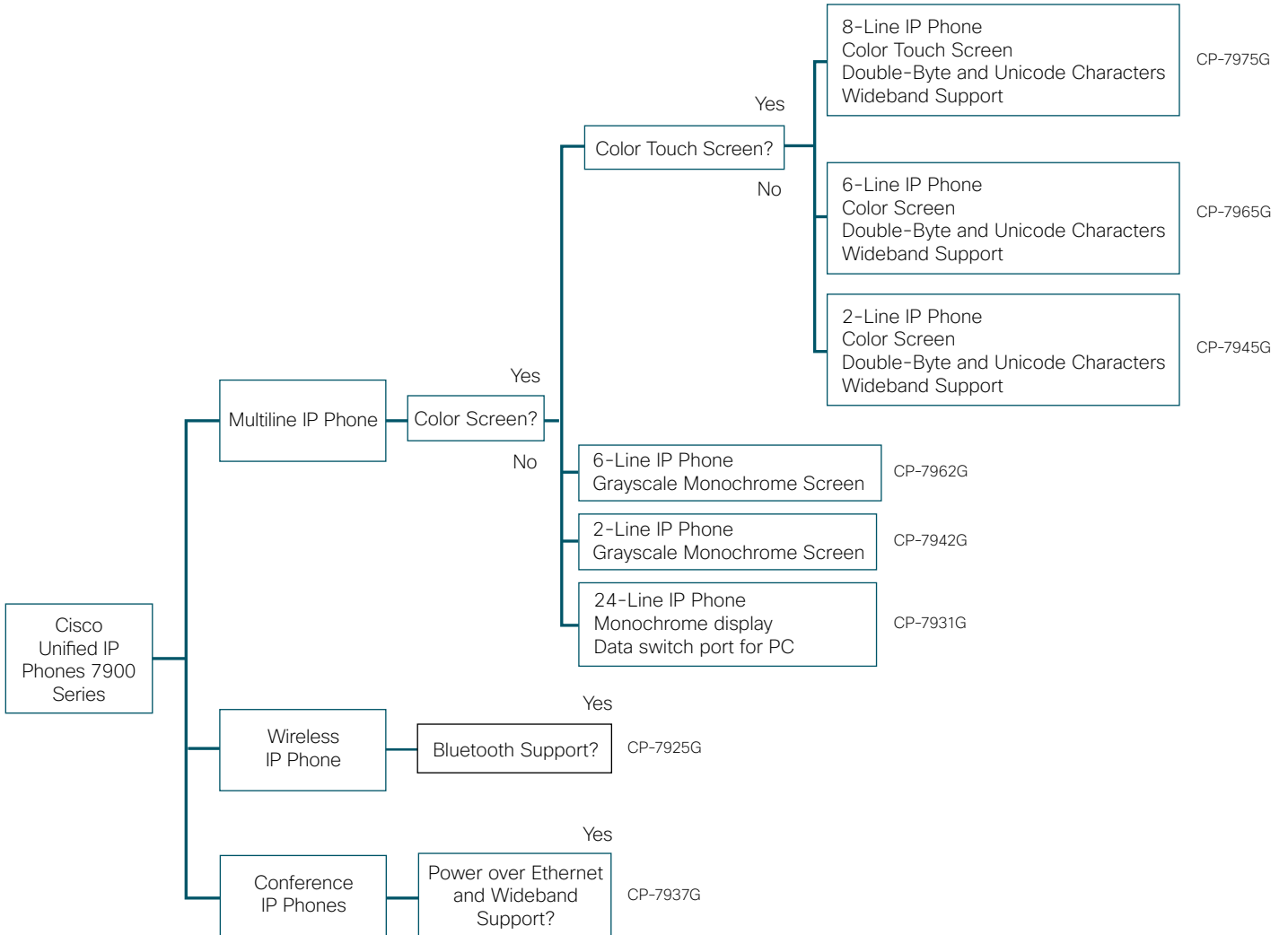


CP-6901-C-K9=
 CP-6901-CL-K9=
 CP-6901-W-K9=
 CP-6901-WL-K9=

- Single line
- Power over Ethernet

Cisco Unified IP Phone 7900 Series

Decision Tree Overview



Cisco Unified IP Phone 7900 Series (continued)



CP-7975G

- Graphical color touchscreen display
- 8 lines
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-7965G

- Graphical color display
- 6 lines
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-7962G

- Grayscale graphical display
- 6 lines
- Power over Ethernet
- 10/100 Ethernet switch



CP-7945G

- Grayscale graphical display
- 2 lines
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-7942G

- Grayscale graphical display
- 2 lines
- Power over Ethernet
- 10/100 Ethernet switch



CP-7931G

- Graphical monochrome display
- 24 lines
- Power over Ethernet
- 10/100 Ethernet switch

Cisco Unified IP Phone 7900 Series (continued)



CP-7925G

- Graphical color display
- 6 lines
- Wireless
- Bluetooth capable



CP-7937G

- Backlit LCD display
- Power over Ethernet
- Support for external microphones



CP-7915=

- Grayscale LCD display
- 7962G, 7965G, and 7975G support
- 2 modules supported per IP Phone

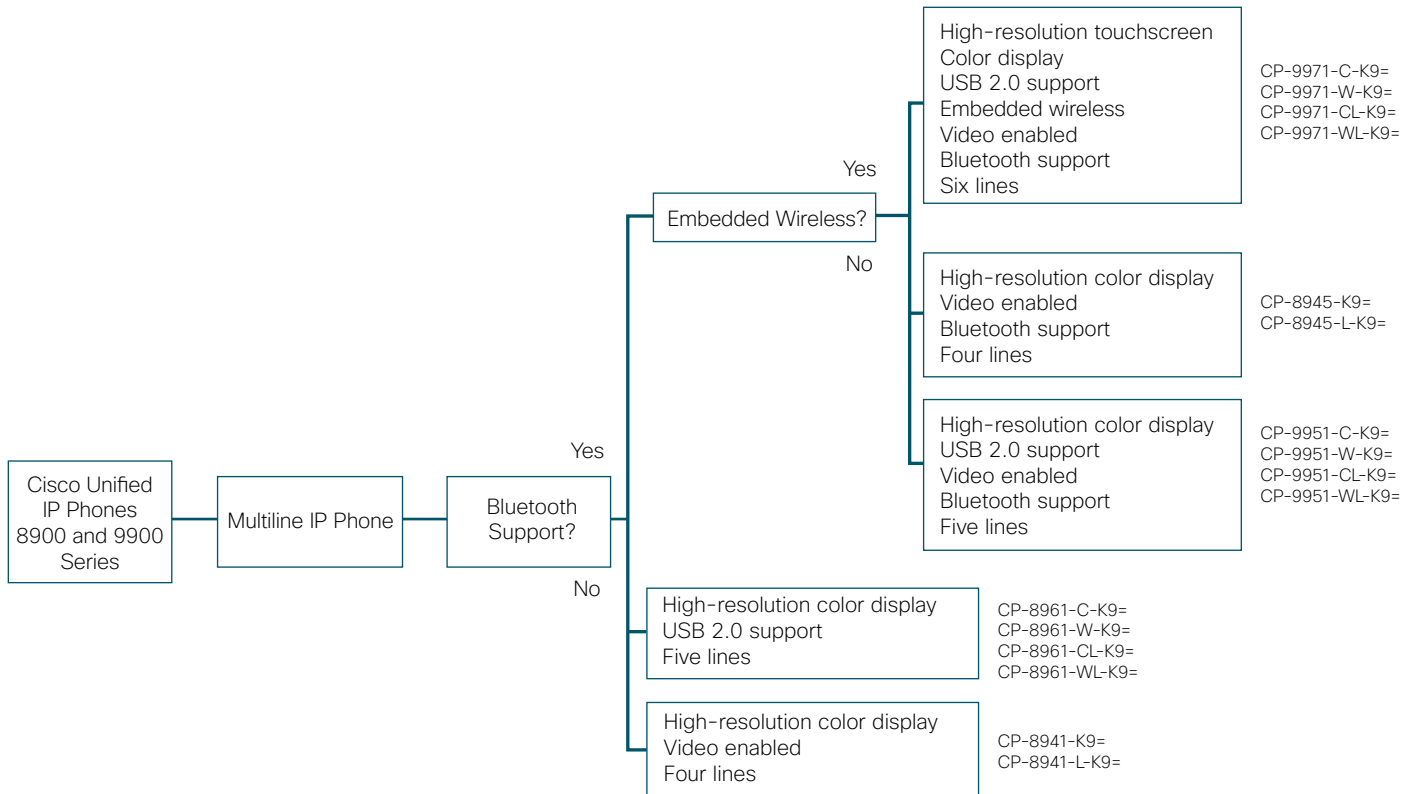


CP-7916=

- Color LCD display
- 7962G, 7965G, and 7975G support
- 2 modules supported per IP phone

Cisco Unified IP Endpoints 8900 and 9900 Series

Decision Tree Overview



Cisco Unified IP Endpoints 8900 and 9900 Series (continued)



CP-9971-C-K9=
 CP-9971-CL-K9=
 CP-9971-W-K9=
 CP-9971-WL-K9=

- Backlit adjustable touchscreen color display
- Six lines
- USB 2.0 support
- Video enabled
- Bluetooth support
- Wireless
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-9951-C-K9=
 CP-9951-CL-K9=
 CP-9951-W-K9=
 CP-9951-WL-K9=

- Backlit adjustable color display
- Five lines
- USB 2.0 support
- Video enabled
- Bluetooth support
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-8961-C-K9=
 CP-8961-CL-K9=
 CP-8961-W-K9=
 CP-8961-WL-K9=

- Backlit adjustable color display
- Five lines
- USB 2.0 support
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-8945-K9=
 CP-8945-L-K9=

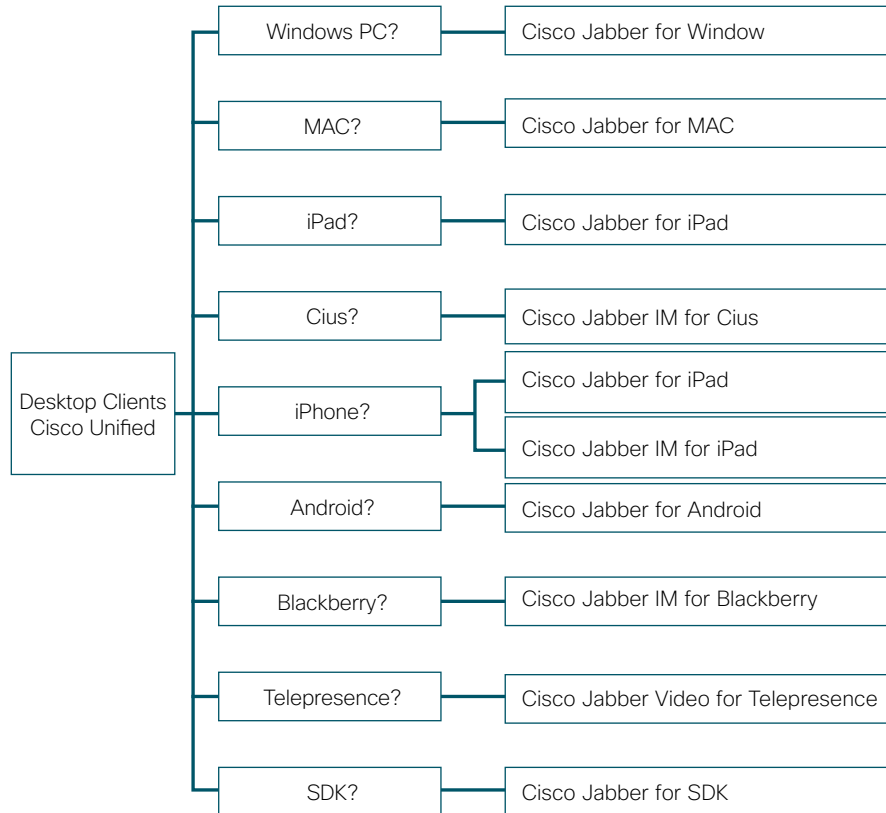
- Backlit color display
- Four lines
- Video enabled
- Bluetooth support
- Power over Ethernet
- 10/100/1000 Ethernet switch



CP-8941-K9=
 CP-8941-L-K9=

- Backlit color display
- Four lines
- Video enabled
- Power over Ethernet
- 10/100 Ethernet switch

Cisco Unified Desktop Clients



	PC		Tablet		Phone		
	Windows OS	Mac OS	Cisco Cius™	iPad	iPhone	Android	Blackberry
Voice softphone	√	√	√	√	√	√	√ ¹
Video	√	2H CY12	√	√ ^{2,4}			
WebEx web conferencing	√	√	√	√	√	√	√
Presence, IM	√	√	√	√	√	2H CY12	√
Visual voice messages	√	√	√ ³	√	√	√ ³	√ ³

Description	SKU	IP Phone Support	Video Format	Video Codecs	Vista Support
Cisco Unified Video Advantage Video	CUVA-V2=	Cisco Unified IP phones, Cisco IP Communicator and Unified Personal Communicator	352x288, 320x240, 176x144, and 160x120 (up to 30 frames per second)	H.263 and H.264	Yes

Description	SKU	Video Ports	Line-Echo Cancellation	Protocol Support
Cisco ATA 186 Analog Telephone Adapter	ATA186-I1-A	2	YES	SIP/SCCP

Cisco WebEx Meeting Center

Cisco WebEx™ Meeting Center is the easy, low-cost way to share ideas with anyone, anywhere. Accelerate decision making and collaborate over the web in real time with remote employees, customers, and suppliers. Deliver presentations, demonstrate applications, update spreadsheets—share anything on your desktop just as you would in person. With WebEx Meeting Center, you can host unlimited meetings with up to 25 people at a time; meet from your PC, Mac, or smartphone; and share high-quality streaming video from multiple webcams.

Get more done, faster.

WebEx Meeting Center helps you finish projects faster by interacting with anyone, anywhere, at any time, on any device. Meet over the web in real time, and take care of business more efficiently by eliminating back-and-forth email. Share documents, presentations, and applications anytime, anywhere. Conduct regular meetings among geographically dispersed staff members. And hold lively creative sessions with customers, colleagues, or internal teams.

Meet online just as if you were face-to-face.

Launch or join a meeting using any web browser. Give invitees the option to connect by phone or integrated audio on their computer or by mobile phone, regardless of location. Make online meetings even more engaging with high-quality video that automatically switches to the current speaker. And you can switch to full-screen video mode for a great video conference experience.

Save time and money on travel.

WebEx Meeting Center helps bring people together without travel time and expense, so you can work with teams around the world—all you need is Internet access.

Count on Cisco for secure, scalable WebEx service.

WebEx services are delivered on demand over the global Cisco® Collaboration Cloud. No new software or hardware is required, making these services easy to implement and scale as your needs change. The Cisco Collaboration Cloud offers better than 99.99 percent reliability, as well as robust security, giving you peace of mind.

Manage meeting activity without distracting attendees. See the attendee list, chat, manage video, and control audio—behind the scenes in floating panels. Monitor any activity, even when floating panels are minimized.



Summary

Cisco Small Business products and services help businesses connect to the world, secure their networks, and communicate more effectively using reliable, affordable options designed and built to meet their specific needs. Use the information in this guide to help your customers choose the right products to meet their business needs:

- Collaborate more effectively.
- Extend the network beyond the office.
- Improve network and physical security.
- Integrate wireless capabilities.
- Simplify technology deployments.

And it all includes the peace of mind that comes with support from the worldwide leader in networking and communications.



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