



>THIS IS THE WAY

RESILIENT TERABIT CLUSTER BUNDLES

>THIS IS NORTEL™

Product Bulletin

Nortel R-Module bundles for Ethernet Routing Switch 8600

Introduction

Gigabit Ethernet to the desktop has become ubiquitous. Gigabit PoE is moving into the mainstream and is becoming a requirement for VoIP deployments. As a result, core network traffic will increase ten-fold. To aggregate this ten-fold increase in traffic, customers need to implement a core solution that enables convergence, resiliency and security, while at the same time implements 10 Gigabit and Gigabit Ethernet technologies.

To support this migration cycle of customer networks, Nortel is introducing bundles for the Ethernet Routing Switch 8600. These bundles enable customers to purchase solutions with a single order number. Nortel is discounting these bundles, which means that the cost of implementing is significantly reduced as compared to purchasing single units and building a solution. Nortel is offering these bundles on the new R-Module blades and new switch fabrics, so that customers can take advantage of the additional bandwidth to future-proof their networks.



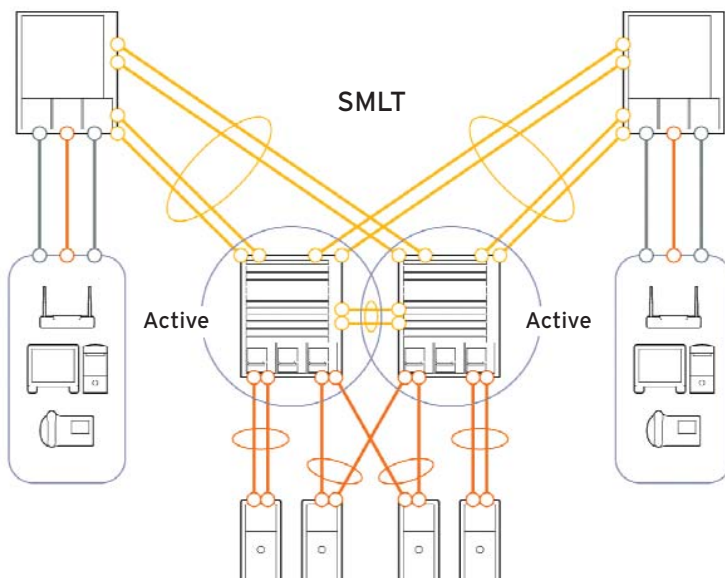
Figure 1. Nortel Ethernet Routing Switch 8610

Resilient Terabit Cluster with SMLT

The Resilient Terabit Cluster with SMLT provides a high-bandwidth, resilient and secure network solution. Customers can take advantage of a cluster to implement converged applications that help employees collaborate and communicate more effectively. As well, by providing network solutions that work together, are managed together and can scale as the business scales, customers can leverage their investment to its maximum potential.

The new R-Modules include 10-Gigabit and 1-Gigabit ports that help improve employee productivity by aggregating Gigabit desktop traffic. They are designed to meet the demands of today's applications, such as IP Telephony and converged applications, and at the same time future-proof networks for the demands of tomorrow's applications.

Figure 2. Resilient Terabit Cluster



Ethernet Routing Switch 8600 bundle objectives

- > Offer a migration path to R-Modules and the 8692 Switch Fabric to installed based customers
 - Installed base customer upgrades from 1 Gigabit to 10 Gigabits
 - 10-slot chassis for 6-slot chassis price. Added space for Service Delivery Modules and higher densities
- > Allow new customers to order equipment with minimum number of order numbers
- > The bundles include new R-Modules, new Switch Fabrics, chassis, power supplies and software license
 - 8692SF — CPU/Switch Fabric (4x performance)
 - 8630GBR — 30-port 1 Gigabit Ethernet SFP
 - 8683XLR — 3-port 10 Gigabit Ethernet XFP
 - 1500W power supplies
- > Offer discounted bundle price as opposed to buying separate products
- > Offer high-performance chassis and power supply for future performance

Ethernet Routing Switch 8600 bundle incentives

- > 10-slot chassis for the same price as 6-slot chassis
- > Discounted bundle price ranges from 10 to 15 percent off of list price of individual order numbers
- > Offered as bundle price reduction, not as a marketing program
 - No need for rebates or backend credits
 - Ideal for government and school customers
- > Empowers distributors and resellers to supply core deals with discounted pricing
- > SBA available subject to standard SBA process

Nortel Ethernet Routing Switch 8600 - 8692 Switch Fabric and R-Module bundles

Order No.	Description	U.S. Extended list
DS1412023	8606 Core Switch Bundle	\$82,995
DS1412024	8610 Core Switch Bundle	\$82,995
DS1412025	8606 10GE Core Switch Bundle	\$104,995
DS1412026	8610 10GE Core Switch Bundle	\$104,995
DS1412027	8606 Premium Core Switch Bundle	\$134,995
DS1412028	8610 Premium Core Switch Bundle	\$134,995
DS1412029	8600 Resilient Terabit Cluster	\$269,995

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