





3Com® Enterprise WAN Access Router Sales Reference Guide

QUICK REFERENCE GUIDE

The 3Com Router 3000, Router 5000 and Router 6000 families deliver flexible, cost-effective routing for the enterprise regional office, regional branch, small enterprise or headquarters. Available in a fixed form factor or modular desktop or rack mount configuration, these routers offer greater price/performance than competing models on the market.

• Proven interoperability to ease installation and provide scalability, even in multi-vendor networks
 This sales guide provides essential information for selecting, recommending and winning business with 3Com WAN Router solutions.

3COM ROUTER SOLUTION	CUSTOMER REQUIREMENTS	KEY SELLING FEATURES
<div style="display: flex; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; padding-right: 5px;">E N T E R P R I S E R O U T E R S</div> <div style="margin-left: 10px;"> <p>3Com Router 3000 Family 3Com Router 3012 3Com Router 3013 3Com Router 3015 3Com Router 3016 3Com Router 3018</p>  <p>3Com Router 3000 DSL Family 3Com Router 3030 3Com Router 3031 3Com Router 3032 3Com Router 3033 3Com Router 3034 3Com Router 3035</p>  </div> </div>	<ul style="list-style-type: none"> • Fixed Configuration Router that's easy to configure and install • Proven interoperability with their existing router • Full-featured WAN and DSL routers • Firewall and VPN security at each location • Support for time and delay-sensitive traffic • Complete management & control of remote routers • No future memory or software upgrades required to run any of the features 	<p>Desktop form factor with 64MB memory operating memory Support for 1 or 2 WAN interfaces Single or multiple 10/100 LAN ports Support for primary WAN or with ISDN backup models – Serial, T1, E1, ISDN BRI, ISDN PRI, ADSL, G.SHDSL Complete enterprise-class routing operating system Complete security, firewall and encryption suite Complete traffic shaping, QoS and VLAN support Extensively tested with other vendors to verify interoperability for standards-based networking protocols and features Tolly Verified for interoperability with Cisco http://www.tolly.com/TVDetail.aspx?ProductID=130</p>
<div style="display: flex; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; padding-right: 5px;">E N T E R P R I S E R O U T E R S</div> <div style="margin-left: 10px;"> <p>3Com Router 5000 Family 3Com Router 5012 3Com Router 5232 3Com Router 5642 3Com Router 5682</p>  </div> </div>	<ul style="list-style-type: none"> • Modular router platform that can grow along with their network • Medium-density support for high and low-speed WAN Interfaces • Proven interoperability with their existing routers • Software level redundancy • Network security & access control from unauthorized access or users • Enterprise-class remote management and diagnostics to solve problems quickly • Support for time and delay-sensitive traffic • Complete management & control of remote routers • No future memory or software upgrades required to run any of the features 	<p>Rack-mount modular chassis to accommodate LAN and WAN interface modules Supports up to 32 WAN ports Available in 3 to 8 slot models Support for multiple OS images and fail-safe configuration roll-back Support for LAN and WAN interfaces: 10/100BASE-T, 10/100/1000BASE GbE; Serial, T1, E1, T3, E3, ISDN PRI, ADSL Complete enterprise-class routing operating system Complete security, firewall and encryption suite Complete traffic shaping, QoS and VLAN support Extensively tested with other vendors to verify interoperability for standards-based networking protocols and features Tolly Verified for interoperability with Cisco http://www.tolly.com/TVDetail.aspx?ProductID=171</p>
<div style="display: flex; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; padding-right: 5px;">E N T E R P R I S E R O U T E R S</div> <div style="margin-left: 10px;"> <p>3Com Router 6000 Family 3Com Router 6040 3Com Router 6080</p>  </div> </div>	<ul style="list-style-type: none"> • High-performance modular router platform that can grow along with their network • Software and hardware level redundancy • High-density support for high and low-speed WAN Interfaces • Hot-swappable, fault tolerant and load-sharing architecture and platform • Proven interoperability with their existing routers • Network security & access control from unauthorized access or users • Enterprise-class remote management and diagnostics to solve problems quickly • Support for time and delay-sensitive traffic • Complete management & control of remote routers • No future memory or software upgrades required to run any of the features 	<p>Rack-mount form factor with modular slots to accommodate LAN and WAN interface modules Supports up to 64 WAN ports Available in 4 and 8 slot models Support for hot-swap modules, power supplies and fan trays Support for multiple OS images and fail-safe configuration roll-back Support for LAN and WAN interfaces: 10/100BASE-T; Serial, T1, E1, T3, E3, ISDN PRI, ADSL, ATM Complete enterprise-class routing operating system Complete security, firewall and encryption suite Complete traffic shaping, QoS and VLAN support Extensively tested with other vendors to verify interoperability for standards-based networking protocols and features Tolly Verified for interoperability with Cisco http://www.tolly.com/TVDetail.aspx?ProductID=172</p>