

## SMARTSOURCING: MANAGED LAN SERVICE

### Key Benefits

#### Comprehensive network review, design and implementation

- Optimizes network availability, reliability and performance
- Provides smooth, seamless network operations

#### Proactive network monitoring

- Helps provide a high level of uptime—24 hours a day, seven days a week, 365 days a year
- Addresses mission-critical network requirements
- Offers proactive problem response and troubleshooting

#### Cost-effective, value-added solution

- Minimizes capital equipment outlays and future expenditures required to keep up with technology
- Includes buyback and optimization of existing assets
- Facilitates budgeting through a predictive, per-port pricing model
- Reduces costly in-house network resource and training requirements
- Leverages Enterasys' networking expertise

#### Single-source solution for operational network management

- Provides dedicated, Global Support Center for single point of contact for all client operation and help desk activities
- Minimizes risk
- Eliminates the confusion and time spent coordinating multiple suppliers

#### Shared risk for maximum reward

- Decreases exposure to technological change by providing a clear migration path to new technologies
- Works with you continually to meet your changing needs
- Supports just-in-time engineering
- Helps meet service-level targets and network availability goals

### Providing Simple Solutions for Complex Business Challenges

With the ever-increasing reliance on your network and equally increasing demand on your resources, it becomes more and more difficult to find a solution that allows you to effectively meet your stringent business requirements. With SmartSourcing, Enterasys has developed a program that ensures you can access solutions for even the toughest challenges.

We work closely with you to craft a comprehensive, customized solution designed to meet your support needs in any area of your network environment. This includes providing innovative services focused on the ownership and management of your multivendor network—all for a fixed monthly charge.

### Lets You Focus on Your Business

SmartSourcing helps to meet the needs of customers who want to out-task the design, management and fault resolution of their network. As an efficient and cost-effective alternative to in-house network support resources, SmartSourcing brings a strong, proven track record and the unique ability to provide a comprehensive networking solution. By leveraging our value-added service solution, you can focus on your core businesses for a competitive business advantage.

### A Comprehensive Networking Solution

SmartSourcing includes one or many of the following service areas.

- **Architecture Assessment.** We provide a professional assessment of your network to enable accurate planning, reliability, stability, performance, manageability and equipment. By gathering and documenting your on-going network requirements, we are able to meet your changing business needs.
- **Design.** An expert engineering team designs a network solution to meet your specific business and performance objectives. This includes leveraging the existing infrastructure wherever possible and employing proven technology to ensure design objectives are met.
- **Implementation and Deployment.** A dedicated team manages your entire network implementation—including project planning, pre-staging, equipment installation and network certification—delivering a robust integrated network.
- **Asset Ownership and Management.** We “buy back” your network equipment, regardless of vendor, and then provide new equipment on a regular basis. This service is an excellent way to keep your environment current, without making significant capital expenditures in the future.
- **Operations Management.** This utilizes intelligent tools and processes to provide world-class management, including 24 x 7 monitoring and fault management for proactive problem detection and resolution, proactive maintenance and management of all parameters to achieve optimal performance levels, and predictive performance tuning, configuration and fault data across multiple vendors and locations.
- **Lifecycle Management.** Constant capacity monitoring and analysis provide proactive upgrades and technology refresh. This ensures that your network will always be ready to meet your business requirements.

- **Reports.** Web-based performance reporting provides you with easy access to the information you need to improve the quality of service to your users. Reports include data on hourly or daily LAN utilization, hourly or daily network health index, and missed polls, plus service delivery and network availability SLA reports.

### *Ordering Information*

To order SmartSourcing, please contact your ENTERACare representative or authorized reseller. Or visit us on the web at [enterasys.com](http://enterasys.com).



*ENTERACare is a trademark or registered trademark of Enterasys Networks. All other products or services mentioned are identified by the trademarks or servicemarks of their respective companies or organizations.*

*Note: Enterasys reserves the right to change specifications without notice. Please contact your representative to confirm current specifications.*