






Cisco Fixed Switch Solutions for Small to Medium Size Business




At-A-Glance

Cisco Catalyst® 2960 and 2960-S Series Fixed Switches – LAN Based L2+ Intelligent LAN Services – High Availability, Enhanced Security, Advanced QoS	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 8 10/100 + 1 dual (2960-8TC-L) 24 10/100 + 2 1000BASE-T (2960-24TT-L) 48 10/100 + 2 1000BASE-T (2960-48TT-L) 24 10/100 + 2 dual (2960-24TC-L) 48 10/100 + 2 dual (2960-48TC-L) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000, 1 is dual (2960G-8TC-L) 24 10/100/1000, 4 are dual (2960G-24TC-L) 48 10/100/1000, 4 are dual (2960G-48TC-L) 48 10/100/1000 + 4 SFP (2960S-48TS-L) <p>10 Gigabit Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 + 2 10GE (2960S-24TD-L) 48 10/100/1000 + 2 10GE (2960S-48TD-L) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 8 10/100 + 1 10/100/1000 Power over Ethernet (PoE) input (2960PD-8TT-L) 24 10/100 of which 8 are PoE ports (2960-24LT-L) 24 10/100 PoE + 2 dual (2960-24PC-L) 48 10/100 PoE + 2 1000BASE-T + 2 dual (2960-48PST-L) 24 10/100/1000 PoE + 2 10GE (2960S-24PD-L) 48 10/100/1000 PoE + 2 10GE (2960S-48LPD-L) 48 10/100/1000 PoE Plus + 2 10GE (2960S-48FPD-L) 24 10/100/1000 PoE + 4 SFP (2960S-24PS-L) 48 10/100/1000 PoE + 4 SFP (2960S-48PS-L) 48 10/100/1000 PoE plus + 4 SFP (2960S-48FPS-L) 	<ul style="list-style-type: none"> Fast Ethernet or Gigabit Ethernet connectivity delivers superior application performance Full standards based Power over Ethernet (PoE) with up to 15.4W on every port supplies power to network-attached devices Advanced intelligent QoS, security and availability Layer 2+ intelligent LAN services Cisco EnergyWise manages power consumption resulting in reduced energy costs Cisco Catalyst Smart Operations including, Auto Smartports and Auto Install, simplifies deployment and management Limited Lifetime Warranty with free software updates <p>In addition, 2960-S feature:</p> <ul style="list-style-type: none"> PoE+ with up to 30W per port supports the latest PoE+ capable devices Cisco FlexStack stacking, with up to 4 switches, eases operation and management with single configuration 10 Gigabit Ethernet uplinks provides business continuity Supports SFP or SFP+ USB storage for file backup, distribution, and simplified operations Enhanced limited lifetime warranty (E-LLW) with next business day (NBD) advance and 90 day access to Cisco Technical Assistance Center (TAC) support 	<p>HP 2600 /2610 HP 2800 /2810 HP 2910 HP 4200 HP 5400</p> <p>3Com 4200 3Com 4500 3Com 3870</p> <p>H3C-S 5100</p> <p>Nortel 425 Nortel 470 Nortel 2500 Nortel 4500</p> <p>Huawei 3100 Huawei 5100</p> <p>Alcatel 62xx</p> <p>Extreme Summit 150 Extreme Summit 250</p> <p>Foundry Edgelson</p>	<ul style="list-style-type: none"> Cisco EnergyWise for lowered operational costs and GhG emissions Cisco® limited lifetime warranty and E-LLW: Switch is covered for life; fan and PS for 5 years Superior configuration and management with Cisco IOS® Software architecture Intuitive and automatic for fast and dynamic deployment Very low power for Gigabit Ethernet Switch New EnergyWise functionality to control PHY power Auto download configuration and image Cisco Network Assistant Enhanced security with Cisco Identity-Based Networking Services (IBNS) Cisco Smart Foundation Cisco Technical Assistance Centers (TACs)
<p>Cisco Catalyst 2960 and 2960-S Series Fixed Switches – LAN Lite Entry-level availability, QoS, security, and scalability</p> <p>Fast Ethernet</p> <ul style="list-style-type: none"> 24 10/100 (2960-24-S) 24 10/100 + 2 dual (2960 24TC-S) 48 10/100 + 2 1000T (2960-48TT-S) 48 10/100 + 2 dual (2960-48TC-S) 8 10/100 + 1 dual (2960-8TC-S) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 + 2 SFP (2960S-24TS-S) 48 10/100/1000 + 2 SFP (2960S-48TS-S) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100 of which 8 are PoE ports (2960-24LC-S) 24 10/100 PoE + 2 dual (2960-24PC-S) 48 10/100 PoE + 2 1000BASE-T + 2 SFP ports (2960-48PST-S) 	<p>Features and Benefits</p> <ul style="list-style-type: none"> Fast Ethernet or Gigabit Ethernet connectivity to deliver superior application performance PoE of up to 15.4W per port to supply power to network-attached devices Enhanced QoS, security and availability Cisco EnergyWise manages power consumption resulting in reduced energy costs Cisco Catalyst Smart Operations including, Auto Smartports and Auto Install, simplifies deployment Limited Lifetime Warranty with free software updates and E-LLW on 2960-S series 	<p>Foundry Edgelson</p>	<p>Cisco Advantage</p> <ul style="list-style-type: none"> Built and priced for small businesses Expansive, easy to sell, FE, GE, and PoE models 5-year enhanced warranty with next-business-day (NBD) product replacement Designed and tested for solution integration for easier system deployments Part of Small Business Pro, a portfolio of products that deliver integrated network solutions
<p>Cisco ESW 500 Series Cisco Small Business Pro Series Enhanced QoS and security - designed to integrate with Small Business Pro Products</p> <p>Fast Ethernet</p> <ul style="list-style-type: none"> 24 10/100 + 2 GE + 2 combo SFP (ESW-520-24-K9) 48 10/100 + 2 GE + 2 SFP (ESW-520-48-K9) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 + 4 combo SFP (ESW-540-24-K9) 48 10/100/1000 + 4 combo SFP (ESW-540-48-K9) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 8 10/100 PoE + 1 Combo SFP (ESW-520-8P-K9) 24 10/100 PoE + 2 GE + 2 combo SFP (ESW-520-24P-K9) 48 10/100 PoE + 2 GE + 2 SFP (ESW-520-48P-K9) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000 PoE + 1 Combo SFP (ESW-540-8P-K9) 24 10/100/1000 PoE + 4 combo SFP (ESW-540-24P-K9) 	<p>Features and Benefits</p> <ul style="list-style-type: none"> 8-port PoE switches and up to 48 ports FE PoE and up to 24 ports GE PoE Simplified configuration with choice of embedded GUI switch configuration utility or Cisco Configuration Assistant (CCA) for system-wide management Cisco Discovery Protocol, Cisco Smartports, and Smart Defaults for easy integration with other Cisco Small Business Pro and Smart Business Communications System products Enhanced QoS, security, and availability 	<p>HP 2520 HP 2610 HP 2810</p> <p>3Com 4200 3Com 4500</p> <p>Nortel BES 120/1020</p>	<p>Cisco Advantage</p> <ul style="list-style-type: none"> Built and priced for small businesses Expansive, easy to sell, FE, GE, and PoE models 5-year enhanced warranty with next-business-day (NBD) product replacement Designed and tested for solution integration for easier system deployments Part of Small Business Pro, a portfolio of products that deliver integrated network solutions



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Cisco SxE Stackable Managed Switches Feature-rich, easy to use switches that support growing small businesses at an affordable price	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 24 10/100 + 2 GE + 2 combo SFP (SFE2000) 48 10/100 + 2 GE + 2 SFP (SFE2010) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 + 4 combo SFP (SGE2000) 48 10/100/1000 + 4 combo SFP (SGE2010) <p>Fast Ethernet Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100 PoE + 2 GE + 2 combo SFP (SFE2000P) 48 10/100 PoE + 2 GE + 2 SFP (SFE2010P) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100/1000 PoE + 4 combo SFP (SGE2000P) 48 10/100/1000 PoE + 4 combo SFP (SGE2010P) 	 <ul style="list-style-type: none"> 8- to 48-port Fast and Gigabit Ethernet models with PoE options Simplified configuration and troubleshooting with web-based tool Advanced QoS, security, availability and Layer 3 switching Stacking for resiliency and simplified management Limited lifetime warranty and software fixes Small Business Support Service 	<p>HP 2610 HP 2810 HP/3Com 3Com 4500, 4200G</p> <p>NETGEAR GSM73xx, FSM73xx</p> <p>D-Link DES-38xx, DGS-36xx</p>	<ul style="list-style-type: none"> True stacking (not management cluster). Switches in SFE/SGE stack are managed and controlled as a single unit for less complexity and better resilience SFE/SGE have high-availability features and common management (such as single instance of Spanning Tree, SNMP, management configuration, cross-stack applications, and fault tolerance) Cisco quality and reliability Small Business Investment Protection Trade-in Program Feature-rich with competitive price/performance offering
Cisco 300 Series Switches Broad portfolio of switches with optimal mix of price, performance and features	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 8 10/100 (SRW208-K9) 8 10/100 + 2 combo SFP (SRW208G-K9) 24 10/100 + 2 GE + 2 combo SFP (SRW224G4-K9) 48 10/100 + 2 GE + 2 combo SFP (SRW248G4-K9) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 8 GE + 2 combo SFP (SRW2008-K9) 18 GE + 2 combo SFP (SRW2016-K9) 26 + 2 combo SFP (SRW2024-K9) 50 + 2 combo SFP (SRW2048-K9) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 8 FE PoE + 2 combo SFP (SRW208MP-K9; 124W, SRW208P-K9; 62W) 24 FE PoE + 2 GE + 2 combo SFP (SRW224G4P-K9) 48 FE PoE + 2 GE + 2 combo SFP (SRW248G4P-K9) <p>Gigabit Power over Ethernet</p> <ul style="list-style-type: none"> 8 GE PoE + 2 combo SFP (SRW2008MP-K9; 124W, SRW2008P-K9; 62W) 24 GE PoE + 2 combo SFP (SRW2024P-K9) 	 <ul style="list-style-type: none"> 8- to 48-port Fast Ethernet and 10- to 52-port Gigabit Ethernet models with PoE options Simplified configuration and troubleshooting with web-based tool Enhanced QoS, security, energy-efficient, IPv6 support availability, and Layer 3 switching Limited lifetime warranty with next business day replacement NBD and software fixes Cisco Small Business Support Service 	<p>HP 2510/2520 HP 2610 HP/3Com 4210</p> <p>NETGEAR FSM/GSM7x, FS/GS7x</p> <p>D-Link DES30xx, DES32xx, DES35xx</p>	<ul style="list-style-type: none"> Broadest range of switches: 8 to 24 ports Fast Ethernet; 10 to 52 ports Gigabit Ethernet Additional ports on Gigabit Ethernet Enhanced features: IPv6, Layer 3, and security Cisco quality and reliability Energy-efficient technology on all models Cisco® Small Business support community; staffed by CCNA® certified professionals Cisco small business online support community for self-help
Cisco Small Business Smart Switches Basic features of managed switch with simple management	Features and Benefits	Sell Against	Cisco Advantage
<p>Fast Ethernet</p> <ul style="list-style-type: none"> 24 10/100 + 2 GE combo SFP (SLM24G) 48 10/100 + 2 GE combo SFP (SLM48G) <p>Gigabit Ethernet</p> <ul style="list-style-type: none"> 8 10/100/1000 (SLM2008) 24 10/100/1000 + 2 combo SFP (SLM2024) 48 10/100/1000 + 2 combo SFP (SLM2048) <p>Power over Ethernet</p> <ul style="list-style-type: none"> 24 10/100 PoE + 2 GE combo SFP (SLM 224P) 48 10/100 PoE + 2 GE combo SFP (SLM248P) 	 <ul style="list-style-type: none"> 5- to 48-port 10/100 and Gigabit configurations PoE and non-PoE options Basic QoS, security, and availability Simple, basic web-managed interface Ideal for small workgroups Limited lifetime warranty and software fixes Small Business Support Service 	<p>Netgear Smart</p> <p>D-Link Smart</p> <p>HP Smart 1700 and 1800</p> <p>3Com Smart 3Com Officeconnect</p>	<ul style="list-style-type: none"> Cisco quality and reliability Small Business Investment Protection Trade-in Program Feature-rich with competitive price/performance offering

Learn more about Cisco Small Business Solutions and Support

Cisco Small Business Solutions: <http://www.cisco.com/go/smb>
 Cisco Switching for Small Businesses: <http://www.cisco.com/go/smbswitching>
 Cisco Partner Central – Small Business Switching: <http://www.cisco.com/go/smbpartner/switching>
 Cisco Services for Small and Medium Businesses: <http://www.cisco.com/go/smbservices>
 Cisco Small Business Support Community: <https://supportforums.cisco.com/community/netpro/small-business>

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