

Why Partner with Raritan?

We are ready and able to help you close Raritan opportunities, with both inside sales reps and territory-based managers. Call our Raritan Channel Sales team, and make use of their wide experience fitting customer needs to Raritan solutions.

By telephone at: **800-724-8090** or online at: channelhelp@raritan.com

For basic solution configuration, access Raritan's online solution finder at: <http://remoteaccessstool.raritan.com>

Raritan Demo Program:

Raritan can perform an online demonstration of our IP-based KVM and serial console products to help you close sales. Contact your Raritan Channel Sales Representative to schedule a demo for your customers.

Raritan Deal Registration Program:

Raritan's Deal Registration Program, available for deals over \$15,000 (MSRP), protects the solution provider participant who discovers the deal and does the work associated with an order.

Contact your Raritan Channel Sales Representative for details.

Raritan Trade-In Program:

Ask your Raritan Channel Sales Representative about Raritan's trade-in program; get rebates for your customers' old KVM switches and serial console servers.

Why Buy Raritan?

Raritan simplifies IT operations.

- Raritan's secure, remote access analog KVM, KVM-over-IP, serial console-over-IP and remote power control products are simple to buy, deploy and use, helping reduce mean time to repair through simplified access and control.
- Battle-tested reliability, flexibility and scalability for today's data center environments.
- Network, systems and proactive security management, as well as a secure gateway for aggregating and managing in-band and out-of-band access and control.

Unsurpassed technology, at work in over 50,000 installations.

- Low-bandwidth, high-quality video performance and superior network integration.
- Brings IT best practices to medium-sized businesses and branch offices with affordable service management products.

Protection for customers' pre-existing investment.

- Raritan solutions suit customers' existing architecture, size and topology.
- Permits a building-block, pay-as-you-grow, confidence-building customer relationship.

A recognized and respected name.

- Over 21 years of technical leadership, reliability, and dedicated customer service.
- An unmatched reputation among solution providers for integrity sales and service support.

**When you're ready to take control,
do it with Raritan.**

Call 1.800.724.8090 or visit Raritan.com

Raritan is a leading supplier of solutions for managing IT infrastructure equipment and the mission-critical applications and services that run on it. Raritan was founded in 1985, and since then has been making products that are used to manage IT infrastructures at more than 50,000 network data centers, computer test labs and multi-workstation environments around the world. From the small business to the enterprise, Raritan's complete line of compatible and scalable IT management solutions offers IT professionals the most reliable, flexible and secure in-band and out-of-band solutions to simplify the management of data center equipment, applications and services, while improving operational productivity. More information on the company is available at Raritan.com.

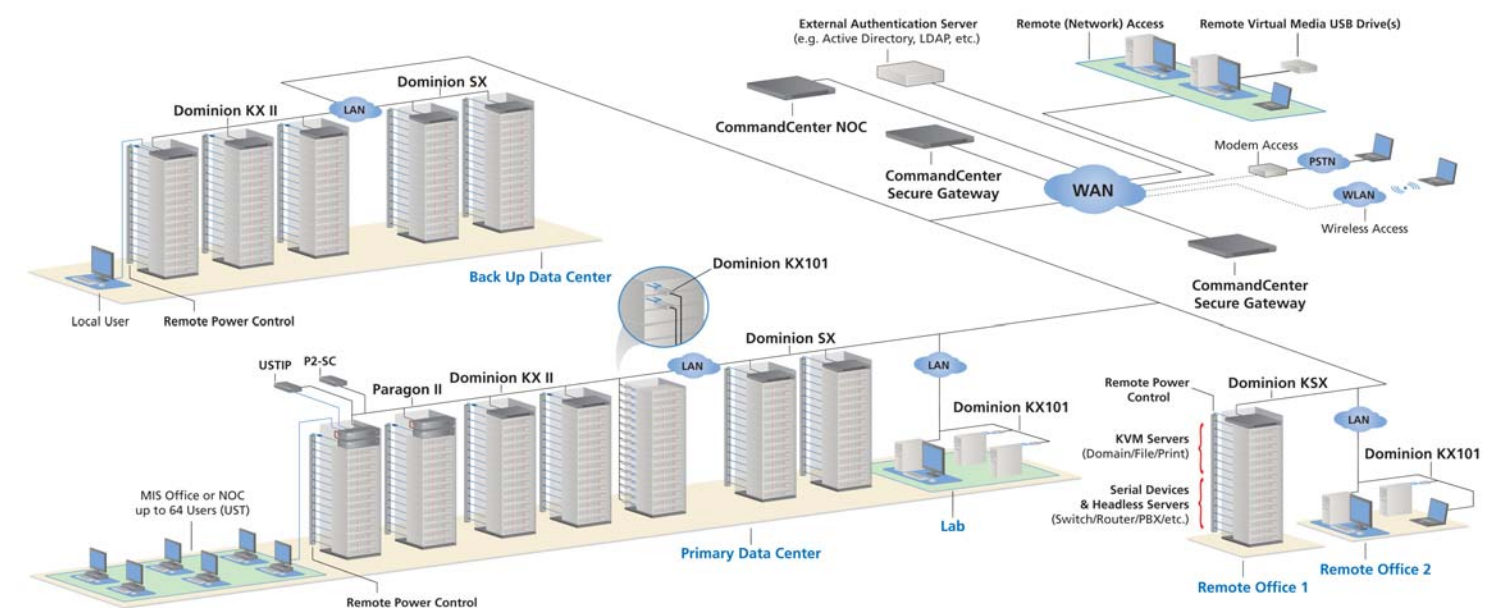
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Who is a Great Raritan Prospect?

- A customer who has purchased several servers for the same location or has multiple remote or branch offices.
- An IT person in charge of making infrastructure decisions about racks, power, routers and other networking gear.
- A person with multiple PCs on the same desk.

Basic Questions to Ask:

- How many computers do you want to manage from your KVM Switch?
 - 2 - 4 go to Desktop KVM. [Page 2 box 1](#)
 - 5 - 16 go to Small Business. [Page 2 box 2](#)
 - Over 16 computers go to Question 2.
- Do you want to:
 - have more than two administrators simultaneously manage your computers all from one location?
or
 - manage your servers both locally and over IP?
 - If (a) go to Cat5 Analog Enterprise KVM. [Page 2-3 box 3](#)
 - If (b) go to Midsize Business-to-Enterprise KVM-over-IP. [Page 2-3 box 5](#)
- Do you have multiple Serial devices like routers, firewalls, UNIX servers, and other serially-controlled devices you would like to manage? Then go to Enterprise Serial-over-IP solutions. [Page 3 box 4](#)
- Do you manage IT devices at any remote branch offices? Then go to Remote Office, Branch Office. [Page 3 box 6](#)



Need help with this sale?

Call Raritan Inside Sales at 1-800-724-8090

Desktop KVM

1.

SwitchMan®

A unique KVM switch that lets you control up to four computers from a single keyboard, monitor and mouse. Combining advanced, professional-grade technology with an easy-to-use design, it fits naturally on your desktop.



- "Keep-alive" circuitry eliminates mouse and keyboard lock-ups
- Allows switching between PCs from front panel with LED indicators or easy hot-key commands
- Color-coded connectors and premium, ultra-thin coax cables simplify installation
- Audio switching in USB and USB Combo models allows a single microphone and stereo speakers to be shared

Switchman USB – allows control of up to 4 USB computers from a single USB keyboard, monitor and USB mouse. Built-in USB 2.0 hub allows multiple USB-enabled devices, including scanners, digital cameras and printers, to be shared among multiple computers.

Switchman USB Combo – allows control of up to 4 USB or PS/2® computers from a single USB keyboard, monitor, and USB mouse. Built-in USB 2.0 hub allows multiple USB-enabled devices, including scanners, digital cameras and printers, to be shared among multiple computers.

Switchman Cable Plus – a 2-port KVM switch with integrated cables that allow access and control of 2 PS/2 Computers from a single keyboard, monitor and mouse.

Small Business

2.

MasterConsole™

MasterConsole is a powerful KVM switch for small to midsize server rooms and data centers. It gives 1 to 4 users access and control of up to 256 servers, saving time and space when troubleshooting and maintaining servers and running GUI applications.

- Dedicated keyboard/mouse emulators for each server prevent lock-ups
- Multiplatform support for PC, Sun®, Mac®, USB, and serial devices with interface converters
- Advanced circuitry and design provides flawless 1600 x 1200 video

MasterConsole IP

Combines an 8- or 16-port single user, multi-platform KVM switch with both local and remote KVM-over-IP access. Both models bundled with cables and rack mount kit for easy installation.



- Tailored for needs and budgets of business with small-to-midsize server rooms, remote offices

MasterConsole Z

MasterConsole Z is a space-saving, flexible KVM solution that allows one user to access and manage up to 64 (PS/2, USB, Sun) servers through a Cat5 daisy-chained computer interface modules (MZCIMs), one connected to each target server, from a User Station (MZUST).



- Saves space requiring only a small user station at the desktop, it works without a traditional "switch" and therefore takes up no rack space
- Extends servers up to 700 feet away over Cat5 cable

Enterprise Cat5 Analog KVM

3.

Paragon® II

A Cat5 analog KVM solution that is completely independent of the LAN, primarily used by on-site administrators, can scale to manage up to 10,000 non-blocked server ports, and offers real-time response.

- Main switching unit has industry's highest port density, 16 users and 64 servers.
- Stacking unit adds another 64 server ports, reduces cabling
- Support of IBM BladeCenter, Kensington mouse and Cortron keyboards
- Users can be located up to 1000 ft. from servers
- Optional Remote Power Integration



Paragon II CIMs (Computer Interface Modules)

Lets you attach PS/2, USB, Sun servers on the same KVM switch.

Paragon II User Station

Enhanced User Station (P2-EUST) provides superior video quality at greater distances. The P2-USTIP provides a combination of analog/IP access to Paragon KVM system.

Integrates with CommandCenter Secure Gateway

CommandCenter® Secure Gateway

Centralized Command of Global IT Equipment

CommandCenter Secure Gateway (CC-SG) provides IT organizations with a consolidated view of data center operations from a single point of access and BIOS-level control of all technology platforms from anywhere, at anytime.

- Support for HP iLO/RILOE/RILOE II, Dell RAC4 and IBM RSA II embedded cards and IMPI-enabled servers, as well as in-band access methods like RDP, VNC and SSH
- Simplified node views allow users easy access to target systems



- User-defined physical and logical views of IT assets
- Centralized role-based policy management
- Support for third-party authentication, including Active Directory, LDAP, RADIUS and TACACS+

Midsize Business-to-Enterprise Serial Device Management

4.

Dominion® SX

A secure console server for serial control via CLI or any Web browser. Dominion SX enables the secure management of all users, serial servers and other IT devices through one point of control. Manage a wide range of servers and IT devices, including:

- Servers and headless servers: Sun® Cobalt™, Solaris™, HP-UX, UNIX®, Linux® servers, IBM® AIX® servers, Windows Server™ 2003
- WAN equipment: ISDN terminal adapters, channel banks, CSU/DSUs, PBX/PABXs, WDM
- Networking equipment: routers, Ethernet switches, Ethernet firewalls
- Plug-and-play setup with no complicated client software
- Models available with dual LAN, dual AC or DC power and built-in modem



- SSH, Telnet or Web browser for remote access
- Supports primary and secondary RADIUS, TACACS+, LDAP(S), or Active Directory servers with failover
- SecureChat allows up to 10 users per port to collaborate with 128-bit encryption
- Event notification via e-mail (SMTP)
- SNMP traps
- Syslog (primary and secondary servers)
- Optional Remote Power Integration

Integrates with CommandCenter Secure Gateway

Midsize Business-to-Enterprise KVM-over-IP

5.

Dominion KX II

The Dominion KX II is an enterprise-class, secure, KVM-over-IP switch that provides remote BIOS-level control of up to 64 servers.

It raises the bar in KVM-over-IP technology with standard features such as Virtual Media and dual power

- Available on all models - that maximize performance, security, reliability and versatility.
- Easy to set up and use, no clients to update at each user PC
- Universal Virtual Media - install software, transfer files and back up data remotely
- Absolute Mouse Synchronization™ - reduces installation time and sets new standards for mouse synchronization
- Dual power and dual gigabit Ethernet with automatic failover
- The highest remote video resolution in the industry - 1600 x 1200
- The industry's first and only browser-based local access
- 128-bit SSL AES or RC4 encryption for all data including video transmissions and virtual media
- Optional Remote Power Integration



Dominion KX II CIMs (Computer Interface Modules)

Attach PS/2, USB, Sun servers on the same KVM switch. Each KX CIM connects to the KVM ports of an individual server, and converts the video signals for transmission up to 150 feet over Cat5 cabling. The Virtual Media CIM (D2CIM-VUSB) transmits signals up to 100' away.

Integrates with CommandCenter Secure Gateway

Remote Office, Branch Office

6.

Dominion KSX - Web-based KVM, Serial, Power All-in-One

Dominion KSX delivers secure remote KVM access and control, console-level serial device control, and power control of up to 16 servers and other network devices in a single, consolidated platform.

- Browser-based, BIOS-level control of KVM equipment, so you work beneath the OS
- With built-in modem access, reach servers even if the network or IP connection goes down
- One view, one sign-on for every device in your branch office
- Models with either 4 KVM and 4 Serial ports or 8 KVM and 8 Serial Ports
- 128-bit encryption, user authentication with RADIUS Active Directory and LDAP support
- Optional Remote Power Integration

Dominion KX101 – Switchless, Scalable, Single-target KVM-over-IP

Dominion KX101 is a palm-sized, one-port KVM device that provides secure, BIOS-level, KVM-over-IP access from one user to one PS/2 or USB server via a Web browser. KX101 supports 128-bit encryption and integrates with RADIUS, LDAP or Active Directory. KX101's Power-over-Ethernet capability eliminates the need for a power supply.

- Perfect for single-server branch applications



Dominion XRO – Web-based KVM, Serial, Power for Small Sites

Dominion XRO provides secure remote KVM access and control, console-level serial device control, and power control inside 1U, priced for sites of one to three servers plus four to eight serially managed devices.

- Tailored for remote branch offices, retail chains, telecom POPs, federal/state/municipal agencies
- Allows MSPs to manage IT for customers remotely
- Brings the smallest sites economically under central control

All integrate with CommandCenter Secure Gateway