



How to sell ePipe VPN Access Appliances

What is an ePipe VPN Access Appliance?

The ePipe family of devices provides small to medium-sized office networks with Internet access, remote access and site-to-site VPNs over dial-up, broadband or dedicated high-speed Internet links. In addition ePipe devices can expand the speed and reliability of Internet access and site-to-site VPNs by enabling the use of multiple links concurrently without special support from any carrier or ISP. This is particularly beneficial where broadband links are not available at a location. Certain ePipe models allow migration from dialup to broadband and beyond without upgrading hardware.

Who benefits from ePipe?

Organizations with multiple offices that need fast and reliable shared Internet access

- Provides Intelligent Internet Balancing (I2B) which spreads traffic across multiple links
- I2B delivers faster web surfing and more simultaneous file-downloads
- You can simultaneously connect to different ISPs for higher availability
- Packet-filtering firewall with NAT helps guard against attacks
- Create broadband like speeds across 2 to 8 PSTN/ISDN links on most models
- Migrate from up to 4 dialup links to a broadband link on 2242 and 2344 models
- Automatic broadband fail over to multiple dial-backup links on 2242 and 2344 models
- Multiple broadband links, a DMZ connection and 4 dialup links on 2344 model

Growing businesses with mobile workers

- Remote Workers/Telecommuters/After-hours workers can access office LAN
- Dial directly to the office LAN
- Access LAN globally through the Internet using a remote access VPN
- Supports standard Windows Dialup Networking VPN client software (PPTP)

Businesses with two or more offices

- Provides end-to-end VPN tunneling to create an Internet based wide area network (WAN)
- Boosts VPN tunnel bandwidth by bonding multiple links end-to-end (E2B)
- You can simultaneously connect to different ISPs for higher availability
- IPSec, with strong encryption (DES, 3DES, AES, etc.) and authentication, secured E2B-VPN tunnels
- VPN tunneling (over a single connection) to 3rd party IPSec-IKE solutions on 2200/2300 models

Key Selling Points

- High speed Internet and VPN access over dialup, broadband or dedicated connections
- Firewall, router, remote access server and VPN gateway in one package
- Use multiple connections to different ISPs for improved availability
- Fail over to dial-backup links if primary broadband link fails
- Scale bandwidth to broadband like speeds over multiple dialup links to 512 Bits/sec
- Migrate from dial-up to broadband and beyond
- Configurable from any browser

ePipe Features at a Glance

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| Model Number | 2344 | 2242 | 2202 | 2181 | 2188 | 2148 |
|-------------------------|--------|--------|--------|--------|--------|--------|
| Part Number - US PSU | - | 990261 | 990258 | 990255 | 990252 | 990251 |
| Part Number - Int'l PSU | 990269 | 990262 | 990259 | 990256 | 990254 | 990253 |
| Part Number - AUS PSU | - | 990260 | 990257 | 990250 | 990247 | 990246 |

Hardware Capabilities

| | | | | | | |
|---------------------------|-----------------------------------|---------------------|-------------------------|-------------------------|-------------------------------|-------------------------------|
| Dialup Serial Ports | 4 | 4 | Only console | 8 | 8 | 4 |
| Private LAN connection | Ethernet 10/100BaseT | Ethernet 10BaseT | Ethernet 10/100BaseT | Ethernet 10/100BaseT | Integral HUB 10BaseT 8Port | Integral HUB 10BaseT 8Port |
| Broadband LAN Connections | Ethernet (up to 3) 10/100BaseT | Ethernet 10BaseT | Ethernet 10/100BaseT | Dialup only | Dialup only | Dial up only |
| DMZ Connection | Yes | No | No | No | No | No |

Standard Features

| | | | | | | |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Shared Internet Access | Yes | Yes | Yes | Yes | Yes | Yes |
| Intelligent Internet Balancing | Yes | Yes | Yes | Yes | Yes | Yes |
| Network Address Translation | Yes | Yes | Yes | Yes | Yes | Yes |
| NAT with port redirection | Yes | Yes | Yes | Yes | Yes | Yes |
| Secure Remote Access (SRA) | 2 connections | 2 connections | 2 connections | 2 connections | 2 connections | 2 connections |
| PPTP server | Expandable | Expandable | Expandable | Expandable | Expandable | Expandable |
| RADIUS authentication | Yes | Yes | Yes | Yes | Yes | Yes |
| Site to Site VPN (SSV) | 2 Tunnels | 2 Tunnels | 2 Tunnels | 2 Tunnels | 2 Tunnels | 2 Tunnels |
| IPSec & E2B | Expandable | Expandable | Expandable | Expandable | Expandable | Expandable |
| Site to Site VPN (SSV) | 1 Tunnel | 1 Tunnel | 1 Tunnel | No | No | No |
| IPSec & Internet Key Exchange | Expandable | Expandable | Expandable | | | |
| Direct Dial in PPP | Yes | Yes | No | Yes | Yes | Yes |
| Dial on Demand PPP | Yes | Yes | No | Yes | Yes | Yes |

Optional Features

| | | | | | | |
|----------------------|--|---|---|------------------------------------|------------------------------------|------------------------------------|
| SRA Upgrade | Up to 20 PPTP | Up to 20 PPTP | Up to 20 PPTP | Up to 20 PPTP | Up to 20 PPTP | Up to 20 PPTP |
| Part Number - 710110 | Connections | Connections | Connections | Connections | Connections | Connections |
| SSV Upgrade | E2B client - 16 E2B server - 50 IKE-IPSec - 16 | E2B client - 16 E2B server - 50 IKE-IPSec - 4 | E2B client - 16 E2B server - 50 IKE-IPSec - 4 | E2B client - 16 E2B server - 50 | E2B client - 16 E2B server - 50 | E2B client - 16 E2B server - 50 |
| Part Number - 710111 | | | | | | |

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Delivering fiber-like performance over broadband and broadband-like performance over dialup