



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