

What new phones are being introduced?

3Com is enhancing their existing NBX[®] Business and Basic phones to support the IEEE P802.3af draft standard for Power over Ethernet (PoE). The new family includes:

NBX 2101 Basic Phone	3C10248PE
NBX 1102PE Business Phone	3C10281PE
NBX 2102PE Business Phone	3C10226PE
NBX 2102PE-IR Business Phone	3C10228IRPE

When will these enhanced “PE” phones be available?

First shipments of the “PE” phones will leave 3Com factories in May of 2003. Availability may vary by distributor and sales region. Continue to monitor 3Com Partner Access for books open information and official first customer shipment details.

Will there be any change in the cost of these enhanced phones?

Pricing will not change.

What new switch products are being introduced?

3Com has introduced the 3Com[®] SuperStack[®] 3 Switch 4400 PWR.

SuperStack 3 Switch 4400 PWR	3C17205
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This is a 1U, 24-port Ethernet switch that combines all the capabilities of the Switch 4400 family with support for the IEEE P802.3af draft standard for Power over Ethernet. The Switch 4400 provides 150 Watts of intelligent power to the data pairs (1+2 & 3+6) of a standard Cat 5 or greater Ethernet infrastructure. It has 2 modular slots and utilizes all the same Switch 4400 stacking kits and media modules. Customers will benefit from the Switch 4400’s NBX Fastlane technology that automatically prioritizes voice traffic without any additional configuration. This drive to radically simplify configuration extends to power configuration. Customers will find simple, menu-based configuration tools for NBX phones, Network Jack and 3Com wireless access points. In addition, integration with 3Com Network Supervisor and SNMP support allows enterprises to easily monitor the health of new powered and legacy devices.

When will the 3Com SuperStack 3 Switch 4400 PWR be available?

Volume shipments of the 3Com SuperStack 3 Switch 4400 PWR will be leaving 3Com factories by April 15, 2003. Books are open now and new orders are being accepted.

What other 3Com products are compatible with the draft standard?

Network Jack

From their introduction, the Network Jack family of innovative switches has been compatible with the standard. In addition to its innovative form factor and management capabilities, the Network Jack is unique in its ability to forward power to another powered end point. Port 1 of the NJ100 or NJ200 can forward power out to another 802.3af compliant end point. This provides incredible value in both new and existing locations by allowing 2 powered devices and 3 additional Ethernet endpoints to share a single cable run. This can significantly reduce the cost of new cable installations or eliminate the expense of thousands of Dollars or Euros on new infrastructure. Schools, health care facilities, manufacturing and especially historic structures benefit from the Network Jack's design.

Wireless Access Points

3Com has also introduced a new family of wireless access points that are compliant with the standard:

3Com Wireless LAN Access Point 8200 **3CRWE820096A**
802.11b radio installed by default for 11Mbps Performance

3Com Wireless LAN Access Point 8500 **3CRWE850096A**
802.11a radio installed by default for 54Mbps Performance

3Com Wireless LAN Access Point 8700 **3CRWE870096A**
802.11a and 802.11b radio installed by default

In addition the 3Com Wireless LAN Building to Building Bridge—3CRWE91096B—is also compliant.

These new access points offer two configurable radio slots so that customers can upgrade or change the radio boards to accommodate new technology or better serve the existing radio needs of an organization. This new line of modular wireless LAN access points and upgrade kits offers customers the ability to easily bring newer 802.11 wireless standards into their network while preserving their investment in existing wireless technology.

What is a draft standard?

The IEEE has not fully ratified the new PoE standard but the draft is mature enough to allow a number of vendors to build compliant products. Full ratification is expected in June of 2003. 3Com engineers have been a driving force behind the development and adoption of this standard.

Why were previous versions of the phone not compatible with the standard?

The NBX phone was the first native IP telephone to be mass-produced. In 1998 there was no standard for Ethernet power. Customers asked 3Com to eliminate the need for

local power, 3Com responded with the Ethernet Power Source (EPS), an intelligent midspan power supply. In parallel, 3Com initiated the original discussions within the IEEE to define a PoE standard and continues to be an active participant in the standard's definition. Now that a standard has been defined, 3Com has shown its commitment by migrating its families of products to support it.

What if I have customers that already own Ethernet Power Source products?

3Com understands that customers have invested in our existing PoE solutions and has engineered a true investment protection strategy. 3Com NBX "PE" phones will continue to support EPS. Customers simply need to use the NBX phone power splitter (3c10223), which has always been required for EPS implementations.

What is the upgrade path for customers that have installed NBX systems and phones?

3Com understands that customers have significant investments in existing NBX phones and has engineered a true investment protection strategy. Customers can install a Network Jack to NBX Phone Power Module—3CNJVOIPMOD-NBX (\$30.00 USD)—to convert an installed NBX phone to the new 802.3af standard. This converter will work with any compliant power supply including the SuperStack 3 Switch 4400 PWR and the Network Jack. This makes any NBX phone forward compatible to the new standard.

Is the 1105 Attendant Console (3C10123A) also being enhanced to support the PoE standard?

Not at this time. The 1105 Attendant Console is still supported by the EPS and can be made forward compatible to the standard with the installation of a Network Jack to NBX Phone Power Module—3CNJVOIPMOD-NBX (\$30.00 USD).

What if my customer has a number of Ethernet switches installed and does not want to upgrade then to get PoE—is there also a standards compliant midspan power supply, like the Ethernet Power Source?

Yes, like the EPS, the Network Jack PoE Multiport Midspan Solution (3CNJPSE24) is a midspan power supply that can be installed in an existing network infrastructure. The Network Jack PoE Multiport Midspan Solution is compliant with the IEEE P802.3af draft standard and is available in as 24-port solution. It supports 200 watts of total power.

How do I competitively position the 3Com solution vs the competition.

This is a broad question that could be answered in a variety of ways but the keys points to include in any customer discussion:

- 3Com has developed a migration strategy for existing powered phones and the Ethernet Power Source. Customers can migrate to the standard without having to replace equipment. This is a concrete example of our commitment to customers. Resellers should suggest that customers get written conformation of competitors' migration strategy if the vendor does not support the standard.

- ❑ 3Com was one of the first vendors to develop a PoE solution; customers can trust the reliability of our solutions.
- ❑ 3Com helped drive the new IEEE standard; customers can have confidence that 3Com solutions are compliant.
- ❑ 3Com has a complete family of power supplies and powered end points that have been fully tested for interoperability.

Does this mean that the enhanced “PE” phones will work with Cisco’s PoE switches?

No. Currently Cisco has not announced support for the standard nor does there seem to be a clear migration strategy defined. One might speculate that Cisco has a significant weakness here as customers have spent thousands on Cisco switches and phones that appear to only support Cisco’s own PoE solutions. Customers that are considering an investment in Cisco phones or switches should be asking their reseller to provide a written migration guarantee and not just a general promises.

If this is really a standard for Ethernet power why can’t I use anyone’s powered switch or midspan power supply?

There is now a standard for PoE and theoretically any P802.3af compliant power supply will now power an NBX phone. However, there is more to PoE than just voltage and discovery mechanisms. 3Com tests all of its products for interoperability so you don’t have to. 3Com has designed pre-configured menus to make configuration reliable and simple. It is easy to guarantee power for critical devices, manage power budgets, and report problems. Of course, this is an addition to the benefits afforded by the unique power forwarding capabilities of the Network Jack or the NBX Fastlane QoS capabilities of the 3Com SuperStack 3 Switch 4400 PWR.

Continued Below



Is there a chart that explains what phones work with what power supplies?

3C10121	Original NBX 1102 Business Phone-Black	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10122	Original NBX 1102 Business Phone-White	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10123/A	NBX 1105 Attendant Console- Black	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10124	NBX 1105 Attendant Console-White	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10226A	NBX 2102 Business Phone	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10226B	NBX 2102B Business Phone	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10226PE	NBX 2102PE Business Phone (802.3af)	802.3af & 3Com	3C10224 Power brick	3C10223 splitter req	Fully Compliant
3C10228IRA	NBX 2102-IR Business Phone	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10228IRB	NBX 2102B-IR Business Phone	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10228IRPE	NBX 2102PE-IR Business Phone (802.3af)	802.3af & 3Com	3C10224 Power brick	3C10223 splitter req	Fully Compliant
3C10248B	NBX 2101B Basic Phone	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10248PE	NBX 2101PE Basic Phone (802.3af)	802.3af & 3Com	3C10224 Power brick	3C10223 splitter req	Fully Compliant
3C10281B	NBX 1102B Business Phone	3Com only	3C10224 Power brick	3C10223 splitter req	3Com Network Jack to NBX Phone Power Module required 3CNJVOIPMOD-NBX
3C10281PE	NBX 1102PE Business Phone (802.3af)	802.3af & 3Com	3C10224 Power brick	3C10223 splitter req	Fully Compliant