
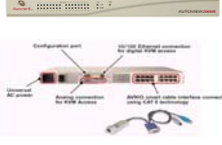












Company	ATEN	Avocent	Black Box	Avocent
Brand / Series	Altusen / KVM over the NET	AutoView Series	ServSelect	DSR Series
Model No. / PN	KN9116	AutoView 1000R	KV120A	DSR1010
ID				
Remote User / Channel	1	1	1	1
Local User	1 (Simultaneously control with Remote User)	1	1	1 (Simultaneously control with Remote User)
No. of Server/CPU Control	16	16	16	16
Series / Product Line	1 port (CN6000), 16 port	1x16, 2x16	1x16, 2x16	1x8, 1x16, 2x16, 4x16, 8x8
LAN Port	RJ-45	RJ-45	RJ-45	RJ-45
Local Console Port	PS/2+HDB15	PS/2+HDB15	PS/2+HDB15	PS/2+HDB15
Server Port	16 x SPHD15 (P/S2+VGA)	16 x RJ-45	16 x RJ-45	16 x RJ-45
Server Interface Module	None	PS/2, USB, SUN, Serial	PS/2, USB, SUN, Serial	PS/2, USB, SUN, Serial
Other Port	1*RS-232 (for PON-Power On the Net)	1*Serial (DB9)	1*Serial (DB9)	1*Serial (DB9)
Out of Band Access	X	X	X	X
Remote Power Control Model	PN0108	X	X	X (should link with serial device)
Security	Win Client, Java, Admin-- DES 56 AES 256 RSA 1024 bits Browser-- SSL 128 bit	DES, 3DES and 128bit encryption	N/A	DES
Max. Resolution	1600 x 1200	1280 x 1024	1280 x 1024	Remote: 1280 x 1024 Local Port: Max 1600 x 1280
User Interface	Web Browser, Windows Client and Java Client ; OSD	Avworks software, on-screen GUI	ServSelect IP software	DSView, OSCAR® on-screen graphical user interface
Software	Use Microsoft DirectX 7.9 (Windows Client), Sun' s Java 2 JRE 1.4 or higher (Java Client), OSD	Avworks	ServSelect IP software	DSView
Screen Division / Simultaneously Monitoring	16 Window On Screen Display	N/A	N/A	O (DSView)
Single/Multi Platform	Single Platform: PS/2	Multi-Platform: PS/2, USB, SUN, Serial	Multi-Platform: PS/2, USB, SUN, Serial (VT100)	Multi-Platform: PS/2, USB, SUN, Serial (VT100)
Other Highlight	Adjustable front panel		1. This product is very similar to Avocent AutoView 1000R 2. Can be cascaded with BlackBox ServSelect II (KV2016A) (the same as Avocent AutoView 2000 )	
MSRP	2115	3199	3595	3495
Street Price: Avg.	1700	2900	3500	3500
Street Price: Low-High	1575-1850	2558-2930	3140-3575	3175-4338
MSRP-Server Module/Software		AVRIQ: 16 X \$99-125	16 X \$99.95-109.95	*Module: DSRIQ: 16 X \$99-125 *Software: DSAuth server license - \$1000/per installation *Software: DSView User software - \$750/one user
Street Price-Server Module / Software: Low-High / Avg.		16 X \$100	16 X \$100	*Module: DSRIQ: 16 X \$110 *Software: DSAuth server license - \$970/per installation *Software: DSView User software - \$800/one user
Total Module/Software Price	0	1600	1600	3530
Avg Price for Whole Set	1700	4500	5100	7030
SPPM Function Rating	1475	1475	1375	1825
Function / Price Ratio	0.87	0.33	0.27	0.26
F/P Ration % of Competitors		265%	322%	334%

Company	HP	Raritan	Minicom	Cyclades
Brand / Series	IP Console Switch - KVM/IP	Dominion	Smart Cat5 Switch 16 IP	AlterPath KVM/net
Model No. / PN	262585-B21	KX116	0SU21025	ATP4116
ID				
Remote User / Channel	1	1	1	1
Local User	1	1	1	1
No. of Server/CPU Control	16	16	16	16
Series / Product Line	1x16, 3x16	1x16, 2x16, 2x32	1 port (Smart IP Extender/Link), 16 port	1x16, 1x32
LAN Port	RJ-45	Dual redundant Ethernet ports (2 x RJ-45)	RJ-45	RJ-45
Local Console Port	PS/2+HDB15	PS/2 or USB +HDB15	PS/2+HDB15	PS/2+HDB15
Server Port	16 x RJ-45	16 x RJ-45	16 x RJ-45	16 x RJ-45
Server Interface Module	PS/2, USB, SUN, Serial	PS/2, USB, SUN	PS/2, USB, SUN	PS/2, USB, SUN
Other Port	1*Serial (DB9)	1*Modem Port: DB9(F) DTE 2*USB ports	1*DB9 - COM1 for initial configuration and external modem 1*DB9 - COM2 for power management only 1*RJ11 - Service	1*RS-232 console on RJ-45 1*RS-232 auxiliary port on RJ-45 1*RJ-45 user interface (CAT5-based Chain Port)
Out of Band Access	X	O	O	O (through external serial modem)
Remote Power Control Model	X	PCR8	DX Power Switch (0SU60006)	AlterPath™ PM
Security	SSL, DES	*128-bit SSL *Integrates with industry-standard directory servers, via either RADIUS or LDAP protocols *Protocols: TCF/IP, HTTP, HTTPS, UDP, RADIUS, LDAP(S), SNTP, DHCP, PAP, CHAP	256-bit SSL encryption	*Local, RADIUS, TACACS+, LDAP, NTLM, Active Directory and Kerberos authentication *Token-based authentication (RSA SecurID)
Max. Resolution	Remote: 1280 x 1024 Local Port: Max 1600 x 1280	*PC text mode: 720x400 *PC graphic modes: up to 1280x1024 *Sun® video modes: up to 1280x1024	Up to 1600 x 1200	1280 x 1024
User Interface	IP Console Viewer, OSD	Web browser, GUI	OSD	Web management interface (WMI), OSD
Software	IP Console Viewer	web browser	N/A	Web management interface (WMI)
Screen Division / Simultaneously Monitoring	N/A	X (Through Command Center)	N/A	N/A
Single/Multi Platform	Multi-Platform: PS/2, USB, SUN, Serial (VT100) (Windows, Novell, UNIX, Serial Device etc)	Multi-Platform: SUN, UNIX, Linux, Windows, Novell, Legacy	Multi-Platform: PS/2, SUN, and USB (Host Computer: DOS, Novell, Linux, Windows, Unix / Client Computer: Windows, MAC, Linux, SUN)	Multi-Platform: PS/2, USB, SUN (Windows, Sun, Linux)
Other Highlight	1. This product is the same as Avocent DSR1010 2. SNMP management	1. KVM-Over-IP technology allows users to configure video performance to match available bandwidth 2. Integration with Raritan's CommandCenter (allowing enterprise users to consolidate all Dominion devices into a single logical system, with a single IP address, and a single management interface) 3. SNMP integration 4. 2 x Input Current 5. Colorful OSD, Chinese Manual		Cascading with centralized port management (access and configuration)
MSRP	3175			
Street Price: Avg.	3400	2600	2070	3755
Street Price: Low-High	3033-3995	2498-3195	1096-2532	3611-3995
MSRP-Server Module/Software	*Module: 16 X \$99-119 *Software: Single License for one switch (370585-B21): \$349 *Software: For use with Master License Agreement (370587-B21): \$349			
Street Price-Server Module / Software: Low-High / Avg.	*Module: 16 X \$90 *Software: Single License for one switch (370585-B21): \$319 *Software: For use with Master License Agreement (370587-B21): \$319	CIMs: 16 x \$82-87	RICC-PS/2, 0SU51023: \$43-70 / \$60 USB, 0SU51024: \$109-139/\$120 SUN, 0SU51025: \$119-139/\$120	16 x \$99 (ATP4610 AlterPath™ KVM Server-side Unit, PS/2, SUN, USB - ATP4610/20/30)
Total Module/Software Price	2080	1360	1440	1440
Avg Price for Whole Set	5480	3960	3510	5195
SPPM Function Rating	1725	1775	1525	1525
Function / Price Ratio	0.31	0.45	0.43	0.29
F/P Ration % of Competitors	276%	194%	200%	296%

Company	BigCome	Peppercon	Rextron	Rextron
Brand / Series	IP KVM Switches	KVM IP Switches	Digital KVM via IP	Digital KVM via IP
Model No. / PN	KVM-iP116A	1601IP	MNIP16	UNIP16
ID				
Remote User / Channel	1	1	1	1
Local User	1	1	1	1
No. of Server/CPU Control	16	16	16	16
Series / Product Line	1 x 1, 8, 16 port	1 port (LARA/LARA eco) , 8, 16 port	1 x 1, 4, 8, 16 port	1 x 4, 8, 16 port
LAN Port	RJ-45	RJ-45	RJ-45	RJ-45
Local Console Port	PS/2+HDB15	PS/2+HDB15	PS/2+HDB15	PS/2+HDB15
Server Port	16 x HDB15	16 x HDB15	16 x HDB15 (P/S2+VGA)	16 x HDB15 (P/S2&USB+VGA)
Server Interface Module	None	None	None	None
Other Port	1*Serial (DB9) (Optional remote power control) 1*P/S2+HDB15 (Daisy chain port, 8 level, stream down only (in and out, not two way communication); remote user can access next level)	1*Serial (DB9) (remote power control)	1*RJ11 Serial Supervisor 1*DB9 RS-232 Male (DTE) (Both of RS-232 DTE Port and RS-232 DCE Port are available; can connect with external power adapter)	1*RJ11 Serial Supervisor 1*DB9 RS-232 Male (DTE) (Both of RS-232 DTE Port and RS-232 DCE Port are available)
Out of Band Access	X	N/A	O	O
Remote Power Control Model	N/A	Smart Start Powerswitch	N/A	N/A
Security	SSL	SSL	SSL	SSL
Max. Resolution	Local Console: 1920 x 1440 Remote Console: 1280 x 1024	N/A	1600 x 1200 @ 85Hz	1600 x 1200 @ 85Hz
User Interface	Web browser, OSD	browser-based screen-video	Browser-based	Browser-based
Software	N/A	N/A	N/A	N/A
Screen Division / Simultaneously Monitoring	N/A	N/A	N/A	N/A
Single/Multi Platform	Single Platform: PS/2	Single Platform: PS/2	Single Platform: PS/2	Single Platform: USB
Other Highlight	1. This product is very similar to Peppercon's 1601IP and Rextron's MNIP16 2. Bundle with Peppercon remote management board (USD\$150~200/per module) 3. One optional USB port	This product is very similar to Bigcome's KVM-iP116A and looks the same as Rextron's MNIP16	1. This product is very similar to Bigcome's KVM-iP116A and looks the same as Peppercon's 1601IP 2. By cascade, the users can manage up to 136 computers remotely 3. Supports IPMI 4. Market in Russia, Germany, Austria, popular in Russia	1. This product is very similar to Bigcome's KVM-iP116A and looks the same as Peppercon's 1601IP 2. By cascade, the users can manage up to 136 computers remotely 3. Supports IPMI 4. Market in Germany, Austria
MSRP				
Street Price: Avg.	N/A	2300	1840	2350
Street Price: Low-High	N/A	1968~2999	1798~2995 (2372 in Gemany)	1825 in Germany
MSRP-Server Module/Software				
Street Price-Server Module / Software: Low-High / Avg.				
Total Module/Software Price	0	0	0	0
Avg Price for Whole Set	2300	2300	1840	2350
SPPM Function Rating	1160	1200	1150	1225
Function / Price Ratio	0.50	0.52	0.63	0.52
F/P Ration % of Competitors	172%	166%	139%	166%