

Ascend Competitive Selling Brief

Ascend MAX 6000 vs. Lucent PortMaster 3

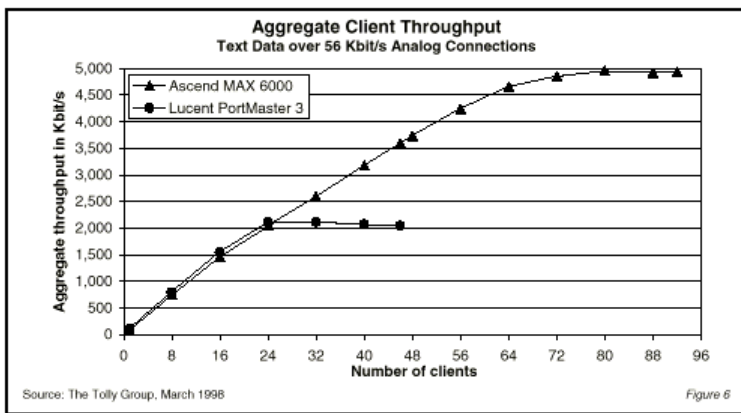
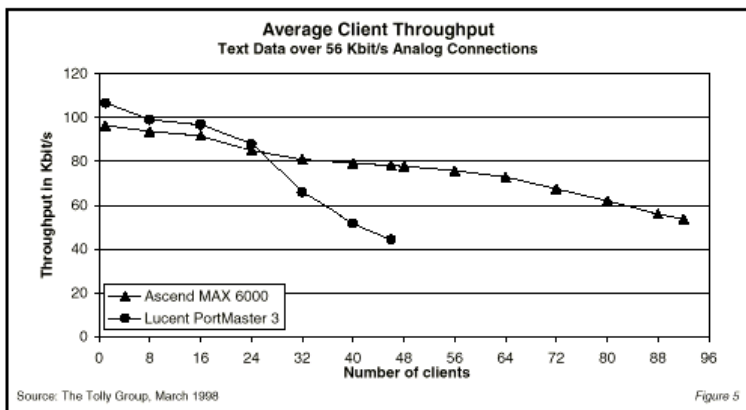
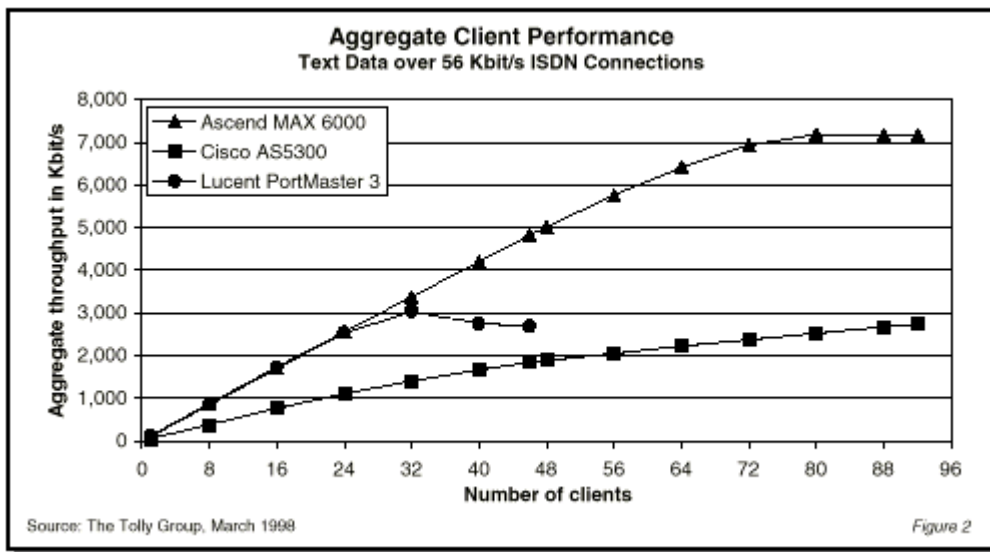
Product Description: Lucent PortMaster 3

The Lucent (formerly Livingston) PortMaster 3 is an access concentrator that consolidates analog, ISDN BRI and ISDN Primary Rate Interface (PRI) T1 or E1. The product began shipping in fall of 1996, and it is sold with Livingston's centralized management software. It is a two T1/PRI box and houses 48 modems. (E1 version houses 60 modems.)

Selling Against the Lucent PortMaster 3

Lucent PortMaster 3 Weaknesses	The Ascend MAX 6000 Advantage
Shows severe performance degradation as calls are scaled: <ul style="list-style-type: none"> • Analog 56K performance degrades as calls scale past 32 clients (See attached Tolly Group charts). • ISDN 56K performance degrades with 24 clients. 	The MAX[™] 6000 shows no performance degradation as 56K analog and ISDN calls scale to 92 clients.
Low value proposition – lacks many key features <ul style="list-style-type: none"> • No VoIP support with access concentrators • No RADIUS extensions • No VPN support yet • No multi-vendor network management • No support for RIP2 yet 	Rich feature set providing substantially high value: <ul style="list-style-type: none"> • MultiVoice[™] (VOIP) for MAX concentrators • Comprehensive VPN support • Extended RADIUS support • Multi-vendor device management using Navis • Ascend MAX 4048 supports RIP2. Allows support for Variable Length Subnet Masks (VLSM), and thus segmentation of class C address subscriber
No support for NFAS (O-channel sharing) <ul style="list-style-type: none"> • Only 46 simultaneous calls 	Supports NFAS for 120 simultaneous calls
Limited reliability <ul style="list-style-type: none"> • No redundant power supply • Not NEBS compliant 	Redundant power supply and full NEBS compliancy
Not scalable beyond 2 T1/E1/PRIs	Scales up to 4 T1/E1/PRIs

MAX 6000 Performance Chart ¹



¹ Source: The Tolly Group, March 1998

Quick Feature Comparison Chart

Feature	MAX 6000	Lucent PM3
Modems per box	96	48 ²
Price/modem	\$540-\$571 ³	\$490
ISDN BRI support	✓	NO
Frame Relay option	✓	✓
ATMP	✓	NO
L2TP	✓	NO
L2F	Future	NO
IPSec	Future	NO
Total Network Management	✓	NO
QoS reporting	✓	NO
Multi-vendor router/switch support	✓	NO
Complete discovery and mapping	✓	NO
AppleTalk support		
RADIUS extensions	✓	NO
Dynamic integrated firewall	✓	NO

² 60 modems in E1 Version (International)

³ \$571per port with ISDN software



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