

Ascend

COMPETITIVE BRIEF

Madge Networks AccessSwitch 60

The Madge Networks (formerly Teleos) AccessSwitch 60 product is a central site video switching product which supports up to four T1/PRI lines. With the AccessSwitch 60, Madge has expanded from the switching market and has begun competing in the MCU market. Despite Madge Networks' increased support for peripheral functionality, it still provides little in the way of support for basic access needs such as data (for either remote access or backup and overflow). The AccessSwitch 60 works for general video switching applications, but as soon as customers want to better utilize bandwidth for voice and data, the Multiband MAX products quickly become the platforms of choice.

Madge

AccessSwitch 60

The AccessSwitch 60 is positioned as a digital networking switch with six slots offering cards for T1s or BRI Ports for network and local distribution. It offers:

- BONDING Inverse multiplexing cards
- Four-port Multipoint conferencing card

AccessSwitch 60 Weaknesses

- Doesn't support multirate, only Ho
- No Dynamic Bandwidth Allocation™ based on data usage
- Maximum four ports per BRI Card
- PC/Windows base management must be purchased for easier configuration.

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Multiband MAX

The Multiband MAX™ family focuses expertise for access applications, supporting networks ranging from eight BRIs to four T1s. It offers:

- A migration path for proven technology of WAN access.
- Prebundled platform for inverse multiplexing support AIM and BONDING.

Multiband MAX Family Strengths

- Supports Nx56/64/384 Multirate wideband
- Standard AIM and BONDING with Dynamic Bandwidth Allocation.
- Eight ports per BRI Card
- Standard Telnet and SNMP management with AView over TCP/IP.

AccessSwitch 20 information:

AccessSwitch 20 was not compared because it is a factory configured unit.

Conclusion:

The AccessSwitch 60 modular platform offers customers a box primarily for channel switching and a market focus for videoconferencing as implied by availability of an MCU card.

Ascend's position is that applications for video should be left to the experts such as Picturitel and VTEL. Our mission is to deliver data and facilitate applications. In other words, Ascend enables videoconferencing access infrastructure while leaving the video application development to video vendors. This strategy optimizes the strengths of Ascend and video application developers. The Multiband MAX family offers a scalable solution to allow customers to fully utilize bandwidth to facilitate applications with inverse multiplexing, switching and WAN access.





Remote Networking
Solutions That Work.™

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