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Competitive Analysis

Ascend NetClarity vs. Key Competitors

Product Descriptions

U.S.Robotics Total Control Manager/SNMP

Total Control Manager/SNMP is a Microsoft Windows, Sun Solaris and HP-UX based management system for Total Control and branch office products. It is integrated with HPOV and SunNet Manager. There is event logging, remote configuration and real-time statistics display. The Total Control Hub requires a Network Management card to support the Total Control Manager/SNMP application.

Pricing

Total Control Manager/SNMP for Solaris $7,995

Total Control Manager/SNMP for HP-UX $7,995

Total Control Manager/SNMP for Windows..$3,999

Total Control Network Management Card .... $ 4,000/per Total Control Hub

Cisco Systems CiscoWorks for AS5200

The CiscoWorks application runs on UNIX and Windows and displays real-time information about the AS5200 and other Cisco equipment. It displays a back panel view of the chassis and allows launching of real-time statistics for modems and DS1 lines. It has the ability to busy out, shutdown and reset a modem. The majority of the CiscoWorks functionality is centered on router support. The AS5200 Network Access Server presents a new class of device. The modem management agent is an additional cost.

Pricing

CiscoWorks for Windows..$2,495

CiscoWorks for UNIX ....$ 9,995

Modem agent ....$4,500/24 port modem card

Modem agent ....$7,200/48 port modem card

Livingston PMconsole

X-based system that allows for configuration and control of PortMaster and IRX products. Supports basic system administration functions such as PING and traceroute. SNMP support is included with the hardware but is not covered by the PMconsole application.

Pricing

PMconsole – Included with PortMaster and IRX

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Ascend NetClarity Competitive Advantages

- Supports all Ascend product families – MAX™, Pipeline® and GRF™
- Supports multivendor equipment, including all Cisco IOS routers and switches
- Scalable multi-user system supports up to 10 simultaneous users. Ships with integrated Sybase client/server SQL database.
- Discovery and mapping at Layer-1, Layer-2 and Layer-3
- Allows user created grouping of devices. Management information is presented interchangeably on devices and groups for better control of large networks
- Provides summary views of the network with drill down capabilities into the source of problems
- Includes the most extensive modem and digital line management available
- Integrates with HPOV on Solaris and HP-UX
- A stand-alone version provides platform-like services at a low entry point
- Database models the network by integrating mapping and device information together
- Supports real-time and historical data collection. All fault, performance, configuration, accounting and security information is stored in the database
- Supports ISDN, Frame Relay and xDSL
- Mature technology acquired from StonyBrook Software, shipping since 1992.

Major Weaknesses of Competitors Products

U.S.Robotics
- Device oriented management
- No group-based support
- Supports only Total Control Hub
- Not scalable – single user system
- High price, low value
- Limited fault-based historical data collection
- No historical data collection of performance statistics
- No database model of the network
- Does not have native support for routing or switching
- Bare bones implementation

CiscoWorks for the AS5200
- Device oriented management
- No group-based support
- Limited support for the Network Access Server – primarily a router management application
- Supports only Cisco products running IOS (not 5100)
- Limited configuration capabilities
- Not scalable – single user system
- Limited historical data collection
- No database model of the network

Livingston PMconsole
- Not an SNMP based application

Comparison of Key Features

SNMP features	NetClarity	CiscoWorks for the AS5200	Livingston	USR Total Control
System				
Application List Price				
• UNIX/HP-OpenView	$4,995	$9,995	No	$7,995
• UNIX - Stand-alone	$2,995	No	No	No
• Windows	$1,995	$2,495	No	$3,999
Device SNMP Agent	Included	Included	Included	$4000
Advanced Modem Agent Option	$16/port (48 modem ports)	$150/port (48port modem card)	No	No
Multi-user	Yes	Yes	No	No
Scalable client/server Architecture	Yes	No	No	No
Designed to manage tens of thousands of ports	Yes	No	No	No
Multi-Vendor Support	Yes	No	No	No
GUI Device View	Yes	Yes	No	Yes
Group-based management	Yes	No	No	No
Aggregated Network Information	Yes	No	No	No
HPOV Integration	Yes	Yes	No	Yes
Stand-alone, platform-like features	Yes	Yes	No	No
Configuration				
Configuration file maintenance	Yes	Yes	No	Yes
Configuration file change detection	Yes	Yes	No	No
Scheduled updates	Yes	No	No	No
Chassis gather and storage	Yes	Yes	No	No
Chassis change detection	Yes	No	No	No
Operating system maintenance	Yes	Yes	No	Yes
Operating system change detection	Yes	No	No	No
Group-based configuration	Yes	No	No	No
Performance				
Modem Management (% utilization and % availability)	Yes	Yes	No	Yes
Channel Management (% utilization and % availability)	Yes	No	No	No
Automated data collection	Yes	Yes	No	Yes
Automated Reporting	Yes	No	No	No
Web-based Reporting	Yes	No	No	No
Protocol statistics	Yes	Yes	No	Yes
Real time and historical user session statistics	Yes	No	No	No
Frame Relay VC link statistics	Yes	No	No	No
Fault				
Proactive threshold monitoring	Yes	Yes	No	No
Multi-user event handling	Yes	No	No	No
Event correlation	Yes	No	No	Yes
Path tool	Yes	Yes	No	No
Security and Accounting				
Multi-level user permissioning	Yes	Yes	Yes	Yes
Group and device granularity	Yes	No	No	No
Flexible user lockout options	Yes	No	No	No
User call logging	Yes	No	No	No
Historical call logging	Yes	No	No	No

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