American Tech Supply

VANGUARD MANAGED SOLUTIONS

Product Listing

Call us toll free at 866-650-DATA

Customer: REFERENCE US MSRP 307592

Prices Effective: Aug 09, 2003

WORLDWIDE VANGUARDMS STANDARD WARRANTIES

SOFTWARE WARRANTY TERMS

The warranty on the Applications Ware software is 90 days.

HARDWARE WARRANTY TERMS

The hardware warranty period for all Vanguard products is 1 year.

The level of support during the warranty period is Factory Return and Repair.

The 1 year warranty entitlement period is one year after shipment date of the product.

THIRD PARTY PRODUCT WARRANTY TERMS

All equipment in the "Third Party Product Family" section of this price Book

is provided solely with the warranties and remedies, if any, provided by the

equipment manufacturer or vendor thereof.

NETWORK MANAGEMENT-9000

NEW 9000 OMS SYSTEMS

Product Code	Description	N. America Regional List Price	
19010	9000 UX Open Management System Release 6.2 for VanguardMS router products. Requires HP OpenView NNM 6.0x and Unix 10.20 operating system.	$6,811.00	
19011	9000 NT Open Management System Release 6.2 for VanguardMS router products. Requires HPOpen View NNM 6.0x and NT 4.0 operating system.	$6,811.00	
19013	9000 SunOV Open Management System Release 6.2 for VanguardMS router products. Requires HPOpen View NNM 6.0x and Solaris 2.5.1/2.6 operating system.	$6,811.00	

	Code	Description	List Price	
	19045	9000 TRAN Proxy Release 6.2 for transmission products. Available ONLY for Motorola. Requires HPOpen View NNM 6.0x and NT 4.0 operating system.	$1,356.00	

UPGRADES TO INSTALLED 9000 OMS SYSTEMS

	Product		N. America Regional	
	Code	Description	List Price	
	19060	9000 UX Release 6.2 Upgrade. For Installed 9000 UX Systems Only. Requires HP OpenView NNM 6.0x and UNIX 10.20 or 11.0 operating system. Warranty period: 90 days.	$3,265.00	
	19061	9000 NT Release 6.2 Upgrade. For Installed 9000 NT Systems Only. Requires HP OpenView NNM 6.0x and NT Version 4.0 operating system. Warranty Period: 90 days.	$3,265.00	
	19063	9000 SunOV Release 6.2 Upgrade. For Installed 9000 for Sun systems only. Requires HP OpenView NNM 6.0x and Solaris 2.6 or 2.7 operating system. Warranty Period: 90 days.	$3,265.00	
		Prices Effective Aug 09, 2003		

REMOTEVU* GUARDIAN

REMOTEVU* GUARDIAN BASE UNIT

	Product		N. America Regional	
	Code	Description	List Price	
	1160-10001	RemoteVU Guardian 137GB Hard Drive 8 Port IP Video Transmitter Upgradable to 160GB.	$6,200.00	
	67489	RemoteVU Guardian 80GB Hard Drive 8 Port IP Video Transmitter.	$4,900.00	

REMOTEVU* GUARDIAN OPTIONS

	Product		N. America Regional	
	Code	Description	List Price	
	49687	RemoteVU Guardian CTP Cable.	$55.00	
	49688	RemoteVU Guardian RS232 Cable.	$55.00	
	49689	RemoteVU Guardian RS422 Cable.	$60.00	
	49690	RemoteVU Guardian CD-ROM. Includes documentation only. Order one per Guardian order.	$25.00	
		Prices Effective Aug 09, 2003		

VANGUARD 320 FAMILY

NORTH AMERICAN BASE UNITS

	Product		N. America Regional	
	Code	Description	List Price	
	68390	Vanguard 320 Base Unit, North American Version. Includes: One 10BaseT port, one user configurable(V.24, V.35, V.11, V.36 DIM) port, and power cord. Must Order: Vanguard 320 Application Ware License and Vanguard Release Product Code. Must order CTP cable separately. Now includes 12MB DRAM memory.	$939.00	

WORLD WIDE BASE UNITS

Product		N. America Regional	
Code	Description	List Price	
68392	Vanguard 320 Base Unit, Worldwide Version. Includes: One 10BaseT port, one user configurable (V.24, V.35, V.11, V.36 DIM) port. Must Order: Vanguard 320 Application Ware License and Vanguard Release Product Code . Must order power cord and CTP cable separately.	$939.00	

VANGUARD 320 APPLICATIONS WARE BASE LICENSES

Product		N. America Regional	
Code	Description	List Price	
50759	Vanguard 320 Multiservice Applications Ware License. Includes: Default Image. Must Order: Vanguard Release Indicator Product Code.	$870.00	
50896	Vanguard 320 SNA+ Applications Ware License. Includes: Default image. Must Order: Vanguard Release Indicator Product Code.	$520.00	
50980	Vanguard 320 IP+ Applications Ware License. Includes: Default Image. Must Order: Vanguard Release Indicator Product Code.	$320.00	

VANGUARD 320 APPLICATIONS WARE FEATURE UPGRADES

Product		N. America Regional	
Code	Description	List Price	
50760	Vanguard 320 Voice Applications Ware License Upgrade. Includes: License to add Voice to Applications Ware Feature Set (NOTE: Voice already included in Multiservice License). Must Order: Vanguard Release product code and Base License.	$120.00	

VANGUARD 320 APPLICATIONS WARE LICENSE ROTATIONS

Product		N. America Regional	
Code	Description	List Price	
50957	Vanguard 320 IP+ -> SNA+ Applications Ware License Upgrade	$200.00	
50958	Vanguard 320 SNA+ -> Multiservice Applications Ware License Upgrade	$350.00	
50959	Vanguard 320 IP+ -> Multiservice Applications Ware License Upgrade	$550.00	

VANGUARD 320 APPLICATIONS WARE RELEASE INDICATOR

Product		N. America Regional	
Code	Description	List Price	
1152-10001	6.1 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	

VANGUARD CUSTOMER WARE

Product		N. America Regional	

	Code	Description	List Price	
	50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	

DAUGHTER CARDS

	Product		N. America Regional	
	Code	Description	List Price	
	1152-10003	V.90 Modem Daughter Card. Requires Applications Ware 6.2 Software or Higher. Replaces the V.34 Modem Daughter Card.	$495.00	
	1152-10005	ISDN BRI Data Daughtercard, S/T Interface. Requires 6.3 Applications Ware software. Enhanced to enable dual ISDN support in a Vanguard 340 or 342 (two ISDN BRI Voice daughtercards; or one data and one voice BRI daughtercard).	$550.00	
	49646	V.24 DCE DIM Site Daughtercard	$300.00	
	49647	V.35 DCE DIM Site Daughtercard	$300.00	
	49648	V.36 DCE DIM Site Daughtercard	$300.00	
	49649	V.11 DCE DIM Site Daughtercard	$300.00	
	49658	V.24 DTE DIM Site Daughtercard	$300.00	
	49659	V.35 DTE DIM Site Daughtercard	$300.00	
	49660	V .36 DTE DIM Site Daughtercard	$300.00	
	49661	V.11 DTE DIM Site Daughtercard	$300.00	
	49666	FT1 3/1 Channel Vanguard Daughter Card	$995.00	
	49669	FE1 3/1 Channel 120 Ohm Vanguard Daughter Card	$995.00	
	49716	FE1 3/1 Channel 75 Ohm Vanguard Daughter Card	$995.00	
	65729	2 Port E&M Vanguard Packet Voice Daughter Card.	$650.00	
	68372	Vanguard Voice 2 Port FXS Daughter Card	$650.00	
	68434	BRI Data Daughter Card, U Interface.	$300.00	
	68435	BRI Data Daughter Card, S/T Interface	$700.00	
	68472	56K DSU Daughter Card.	$300.00	
	68525	BRI Voice Feature card, S/T Interface. No ISDN image included. Must use Vanguide CD ROM to create image in order to satisfy local ISDN switch requirements.	$895.00	
	80019	1-Port FXS/FXO Voice Daughter Card. Two ports, 1 FXS and 1 FXO, one usable at a time.	$750.00	

VANGUIDE CD-ROM'S

	Product		N. America Regional	
	Code	Description	List Price	
	1143-10001	Vanguide Release 6.1 CD-ROM. Includes: Release 6.1 ONLY and Software Builder.	$25.00	
	1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	

	1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	
VANGUARD OPTIONS				
	Product		N. America Regional	
	Code	Description	List Price	
	17399	DIM Extraction Tool	$120.00	
	68375	8 Meg RAM Memory Upgrade (Brings node's total RAM to 12 Meg)	$160.00	
	68491	DIM Daughtercard Must also order spare DIM (Product Code 68791, 68792, 68793, 68790, or 68605)	$200.00	
PORT 3 DIMS				
	Product		N. America Regional	
	Code	Description	List Price	
	49320	V.24 DTE	$0.00	
	49321	V.24 DCE	$0.00	
	49322	V.35 DTE	$0.00	
	49323	V.35 DCE	$0.00	
	49324	V.11 DTE	$0.00	
	49325	V.11 DCE	$0.00	
	49326	V.36 DTE	$0.00	
	49327	V.36 DCE	$0.00	
	49328	DSU DIM	$500.00	
DIM SPARES				
	Product		N. America Regional	
	Code	Description	List Price	
	68790	X.21 DIM	$100.00	
	68791	V.24 DIM	$100.00	
	68792	V.35 DIM	$100.00	
	68793	V.36 DIM	$100.00	
POWER CORDS				
	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	
	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	
	48467	Vanguard 320 Spare Power Supply Note: replaces 61785-01	$93.00	

CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	49623	3 FT Async Cable, DB25/F	$50.00	
	49625	CTP Cable for Vanguard 320.	$55.00	
	80109	15' DB25M-DB25M V.24 X-over Cable.	$105.00	
	80110	3' DB25M-DB25M X-over Cable. To V.24 DCE device from fixed V.24 DCE.	$72.00	
	80113	15' DB25M-DB25F Straight Cable. V.24 straight-through cable, 3' female/male.	$72.00	
	91917	7' DB25M-M34 Male	$95.00	
	92089	7' DB25M-DB15F Cable. To V.11 DTE device (V.11 DCE DIM).	$60.00	
	92104	7' DB25/M-V.35/F Custom Cable.	$105.00	
		Prices Effective Aug 09, 2003		
VANGUARD 340 FAMILY				
VANGUARD 340 WORLDWIDE BASE UNIT				
	Product		N. America Regional	
	Code	Description	List Price	
	49901	Vanguard 340 Base Unit, 16MB memory, Worldwide Version. Includes: One 10/100Base T autosensing port, 16MB of SDRAM, 4MB Flash, one software configurable (V.24, V.35, V.11, V.36) DCE port. Must order DCE to DTE adapter cable for universal serial port for DCE to DTE conversion. Must order: Vanguard 340 Applications Ware License and Vanguard Release product code. Must order power cord and CTP cable separately.	$1,400.00	
VANGUARD 340 APPLICATIONS WARE BASE LICENSES				
	Product		N. America Regional	
	Code	Description	List Price	
	51165	Vanguard 340 IP+ Applications Ware License. Includes: Default Image. Must Order: Vanguard Release Indicator Product Code.	$320.00	
	51166	Vanguard 340 SNA+ Applications Ware License. Includes: Default Image. Must Order: Vanguard Release Indicator Product Code.	$520.00	
	51167	Vanguard 340 Multiservice Applications Ware License. Includes: Default Image. Must Order: Vanguard Release Indicator Product Code.	$870.00	
VANGUARD 340 APPLICATIONS WARE FEATURE UPGRADES				
	Product		N. America Regional	
	Code	Description	List Price	
	1148-10003	Vanguard 340 Fax Applications Ware License Upgrade. Requires 6.3 or higher software release. Note: Fax over IP Applications Ware License Upgrade License must be used with 4 port FXS and 4 port FXO analog voice daughter cards or with digital voice cards.	$300.00	

Code	Description	N. America Regional List Price	
51173	Vanguard 340 Security Applications Ware Upgrade License. Includes: License to add DES and 3DES data encryption or VPN features to Applications Ware Feature set. (Note: these security features are NOT included in the Multiservice License. No default software image includes encryption or VPN). MUST use Software Builder on Vanguide CD to build image with encryption. Must order Vanguard Release product code. Must order Vanguard Encryption, VPN, and Data Compression SIMM.	$900.00	
51174	Vanguard 340 Voice Upgrade License. Includes: License to add Voice to Applications Ware Feature Set. (Note: Voice already included in Multiservice License). Must order Vanguard Release product code and Base License.	$120.00	

VANGUARD 340 APPLICATIONS WARE LICENSE ROTATIONS

Product Code	Description	N. America Regional List Price	
51170	Vanguard 340 IP+ -> SNA+ Applications Ware Upgrade License	$200.00	
51171	Vanguard 340 IP+ -> Multiservice Applications Ware Upgrade License	$550.00	
51172	Vanguard 340 SNA+ -> Multiservice Applications Ware Upgrade License	$350.00	

VANGUARD 340 APPLICATIONS WARE RELEASE INDICATOR

Product Code	Description	N. America Regional List Price	
1152-10001	6.1 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	

VANGUARD CUSTOMER WARE

Product Code	Description	N. America Regional List Price	
50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	

VANGUIDE CD-ROM'S

Product Code	Description	N. America Regional List Price	
1143-10001	Vanguide Release 6.1 CD-ROM. Includes: Release 6.1 ONLY and Software Builder.	$25.00	
1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	
1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	

DAUGHTER CARDS				
Product			N. America Regional	
Code	Description		List Price	
1152-10003	V.90 Modem Daughter Card. Requires Applications Ware 6.2 Software or Higher. Replaces the V.34 Modem Daughter Card.		$495.00	
1152-10005	ISDN BRI Data Daughtercard, S/T Interface. Requires 6.3 Applications Ware software. Enhanced to enable dual ISDN support in a Vanguard 340 or 342 (two ISDN BRI Voice daughtercards; or one data and one voice BRI daughtercard).		$550.00	
49646	V.24 DCE DIM Site Daughtercard		$300.00	
49647	V.35 DCE DIM Site Daughtercard		$300.00	
49648	V.36 DCE DIM Site Daughtercard		$300.00	
49649	V.11 DCE DIM Site Daughtercard		$300.00	
49658	V.24 DTE DIM Site Daughtercard		$300.00	
49659	V.35 DTE DIM Site Daughtercard		$300.00	
49660	V .36 DTE DIM Site Daughtercard		$300.00	
49661	V.11 DTE DIM Site Daughtercard		$300.00	
49666	FT1 3/1 Channel Vanguard Daughter Card		$995.00	
49669	FE1 3/1 Channel 120 Ohm Vanguard Daughter Card		$995.00	
49698	Vanguard 4 Port FXS Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.1 or higher.		$1,350.00	
49712	Vanguard 4 Port FXO Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.0 or higher.		$1,350.00	
49716	FE1 3/1 Channel 75 Ohm Vanguard Daughter Card		$995.00	
65729	2 Port E&M Vanguard Packet Voice Daughter Card.		$650.00	
68372	Vanguard Voice 2 Port FXS Daughter Card		$650.00	
68434	BRI Data Daughter Card, U Interface.		$300.00	
68435	BRI Data Daughter Card, S/T Interface		$700.00	
68472	56K DSU Daughter Card.		$300.00	
68525	BRI Voice Feature card, S/T Interface. No ISDN image included. Must use Vanguide CD ROM to create image in order to satisfy local ISDN switch requirements.		$895.00	
80019	1-Port FXS/FXO Voice Daughter Card. Two ports, 1 FXS and 1 FXO, one usable at a time.		$750.00	
VANGUARD OPTIONS				
Product			N. America Regional	
Code	Description		List Price	

	1152-10006	Vanguard 340, 342, 6435, 6455 Daughtercard Header. This is required when moving existing Vanguard Daughter Cards from a Vanguard 100 or 320 platform to a 340, 342, 6435 or 6455 platform.	$25.00	
	17399	DIM Extraction Tool	$120.00	
	49668	4 Meg Flash Upgrade	$250.00	
	51175	Vanguard 340 Power Supply.	$200.00	
	65728	Vanguard Data Compression SIMM Includes support for up to 15 channels of data compression in software. (NOTE: to support greater than 15 channels, need to order Vanguard Data Compression CSKs).	$375.00	
	65744	1DES Encryption & Data Compression SIMM (56-bit) 1DES Encryption & Data Compression SIMM (56-bit) Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported-re-exported to/from a country in addition to applicable U.S. export regulations. As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assistance in determining country-specific laws and/or regulations. *Must order: Vanguard Security Application Ware License Upgrade.	$530.00	
	68104	3DES Encryption, VPN & Data Compression SIMM (128- bit) 3DES Encryption, VPN & Data Compression SIMM (128-bit) Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported to/from a country in addition to applicable U.S. export regulations, As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assitance in determining country-specific laws and/or regulations. *Must Order: Vanguard Security Applications Ware License Upgrade.	$600.00	
	68178	Vanguard Data Compression CSK (100 Channels). Applicable to product codes 65728, 65744, and 68104.	$375.00	
	68179	Vanguard Data Compression CSK (500 Channels). Applicable to product codes 65728, 65744, and 68104.	$1,125.00	
	68357	32 MB SDRAM Upgrade * Requires removal of 16MB SDRAM and installation of 32 MB SDRAM. Currently available as a Spare, not factory installable.	$500.00	
POWER CORDS				
	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	

	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	
DIM SPARES				
	Product		N. America Regional	
	Code	Description	List Price	
	68605	DSU DIM. Use with Voice Daughter Card to replace DSU Daughter Card.	$500.00	
	68790	X.21 DIM	$100.00	
	68791	V.24 DIM	$100.00	
	68792	V.35 DIM	$100.00	
	68793	V.36 DIM	$100.00	
CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	49622	CTP Cable for the Vanguard 340 and 6400 Series.	$55.00	
	49623	3 FT Async Cable, DB25/F	$50.00	
	51176	X.21 DCE-DTE Adapter Cable Required for universal serial port when DCE-DTE conversion is required.	$25.00	
	51177	V.35/V.36 DCE-DTE Adapter Cable Required for universal serial port when DCE-DTE conversion is required.	$25.00	
	80109	15' DB25M-DB25M V.24 X-over Cable.	$105.00	
	80110	3' DB25M-DB25M X-over Cable. To V.24 DCE device from fixed V.24 DCE.	$72.00	
	80113	15' DB25M-DB25F Straight Cable. V.24 straight-through cable, 3' female/male.	$72.00	
	91917	7' DB25M-M34 Male	$95.00	
	92089	7' DB25M-DB15F Cable. To V.11 DTE device (V.11 DCE DIM).	$60.00	
	92104	7' DB25/M-V.35/F Custom Cable.	$105.00	
		Prices Effective Aug 09, 2003		
VANGUARD 342 FAMILY				
VANGUARD 342 WORLDWIDE BASE UNIT				
	Product		N. America Regional	
	Code	Description	List Price	
	1480-10002	Vanguard 342 Base Unit, Worldwide Version. Includes: Two 10/100Base T auto-sensing ports, 32MB of SDRAM, 8MB Flash, one software configurable (V.24, V.35, V.11, V.36) DCE port. Must order DCE to DTE adapter cable for universal serial port for DCE to DTE conversion. Must order Vanguard 340/342 Applications Ware License and Vanguard Release product code. Must order power cord and CTP cable separately. Note: Requires 6.2 software.	$1,800.00	
VANGUARD 342 APPLICATIONS WARE BASE LICENSES				

	Product		N. America Regional	
	Code	Description	List Price	
	1480-10005	Vanguard 342 IP+ Applications Ware License. Includes: Default Image. Must Order: Vanguard Release product code. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$320.00	
	1480-10006	Vanguard 342 SNA+ Applications Ware License. Includes: Default Image. Must Order: Vanguard Release product code. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$520.00	
	1480-10007	Vanguard 342 Multiservice Applications Ware License. Includes: Default Image. Must Order: Vanguard Release product code. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$870.00	

VANGUARD 342 APPLICATIONS WARE FEATURE UPGRADES

	Product		N. America Regional	
	Code	Description	List Price	
	1480-10004	Vanguard 342 Fax Applications Ware Upgrade License. Requires 6.3 or higher software release.	$300.00	
	1480-10008	Vanguard 342 Security Applications Ware Upgrade License. Includes: License to add 3DES and AES data encryption or VPN features to Applications Ware Feature set. (Note: these security features are NOT included in the Multiservice License. No default software image includes encryption or VPN). MUST use Software Builder on Vanguide CD to build image with encryption. Must order Vanguard Release product code. Must order Vanguard Encryption SIMM. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$600.00	
	1480-10009	Vanguard 342 Voice Upgrade License. Includes: License to add Voice to Applications Ware Feature Set. (Note: Voice already included in Multiservice License). Must order Vanguard Release product code and Base License. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$120.00	

VANGUARD 342 APPLICATIONS WARE LICENSE ROTATIONS

	Product		N. America Regional	
	Code	Description	List Price	

			N. America Regional	
	1480-10010	Vanguard 342 IP+ -> SNA+ Applications Ware Upgrade License. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$200.00	
	1480-10011	Vanguard 342 IP+ -> Multiservice Applications Ware Upgrade License. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$550.00	
	1480-10012	Vanguard 342 SNA+ -> Multiservice Applications Ware Upgrade License. Requires 6.3 or higher software release. Note: New Vanguard 342 Licenses are for Release 6.3. If ordering Release 6.2, must order Vanguard 340/342 Licences (See 340 software section).	$350.00	
VANGUARD 342 APPLICATIONS WARE RELEASE INDICATOR				
	Product		N. America Regional	
	Code	Description	List Price	
	1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
	1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
VANGUARD CUSTOMER WARE				
	Product		N. America Regional	
	Code	Description	List Price	
	50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	
VANGUIDE CD-ROM'S				
	Product		N. America Regional	
	Code	Description	List Price	
	1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	
	1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	
DAUGHTER CARDS				
	Product		N. America Regional	
	Code	Description	List Price	
	1152-10003	V.90 Modem Daughter Card. Requires Applications Ware 6.2 Software or Higher. Replaces the V.34 Modem Daughter Card.	$495.00	
	1152-10005	ISDN BRI Data Daughtercard, S/T Interface. Requires 6.3 Applications Ware software. Enhanced to enable dual ISDN support in a Vanguard 340 or 342 (two ISDN BRI Voice daughtercards; or one data and one voice BRI daughtercard).	$550.00	
	49646	V.24 DCE DIM Site Daughtercard	$300.00	
	49647	V.35 DCE DIM Site Daughtercard	$300.00	

	49648	V.36 DCE DIM Site Daughtercard	$300.00	
	49649	V.11 DCE DIM Site Daughtercard	$300.00	
	49658	V.24 DTE DIM Site Daughtercard	$300.00	
	49659	V.35 DTE DIM Site Daughtercard	$300.00	
	49660	V .36 DTE DIM Site Daughtercard	$300.00	
	49661	V.11 DTE DIM Site Daughtercard	$300.00	
	49666	FT1 3/1 Channel Vanguard Daughter Card	$995.00	
	49669	FE1 3/1 Channel 120 Ohm Vanguard Daughter Card	$995.00	
	49698	Vanguard 4 Port FXS Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.1 or higher.	$1,350.00	
	49712	Vanguard 4 Port FXO Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.0 or higher.	$1,350.00	
	49716	FE1 3/1 Channel 75 Ohm Vanguard Daughter Card	$995.00	
	65729	2 Port E&M Vanguard Packet Voice Daughter Card.	$650.00	
	68372	Vanguard Voice 2 Port FXS Daughter Card	$650.00	
	68434	BRI Data Daughter Card, U Interface.	$300.00	
	68435	BRI Data Daughter Card, S/T Interface	$700.00	
	68472	56K DSU Daughter Card.	$300.00	
	68525	BRI Voice Feature card, S/T Interface. No ISDN image included. Must use Vanguide CD ROM to create image in order to satisfy local ISDN switch requirements.	$895.00	
	80019	1-Port FXS/FXO Voice Daughter Card. Two ports, 1 FXS and 1 FXO, one usable at a time.	$750.00	
VANGUARD OPTIONS				
	Product		N. America Regional	
	Code	Description	List Price	
	1148-10001	Vanguard 342 8MB Flash Upgrade Option.	$250.00	
	1152-10006	Vanguard 340, 342, 6435, 6455 Daughtercard Header. This is required when moving existing Vanguard Daughter Cards from a Vanguard 100 or 320 platform to a 340, 342, 6435 or 6455 platform.	$25.00	

	Code	Description	List Price	
	1480-10003	Vanguard 342 3DES/AES (192-bit and 256-bit) Encryption SIMM. Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported-re-exported to/from a country in addition to applicable U.S. export regulations. As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assistance in determining country-specific laws and/or regulations. *Must order: Vanguard Security Application Ware License Upgrade. Requires 6.3 or higher software release.	$900.00	
	17399	DIM Extraction Tool	$120.00	
	65728	Vanguard Data Compression SIMM Includes support for up to 15 channels of data compression in software. (NOTE: to support greater than 15 channels, need to order Vanguard Data Compression CSKs).	$375.00	
	68178	Vanguard Data Compression CSK (100 Channels). Applicable to product codes 65728, 65744, and 68104.	$375.00	
	68179	Vanguard Data Compression CSK (500 Channels). Applicable to product codes 65728, 65744, and 68104.	$1,125.00	
POWER CORDS				
	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	
	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	
DIM SPARES				
	Product		N. America Regional	
	Code	Description	List Price	
	68605	DSU DIM. Use with Voice Daughter Card to replace DSU Daughter Card.	$500.00	
	68790	X.21 DIM	$100.00	
	68791	V.24 DIM	$100.00	
	68792	V.35 DIM	$100.00	
	68793	V.36 DIM	$100.00	
CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	49622	CTP Cable for the Vanguard 340 and 6400 Series.	$55.00	

	49623	3 FT Async Cable, DB25/F	$50.00	
	51176	X.21 DCE-DTE Adapter Cable Required for universal serial port when DCE-DTE conversion is required.	$25.00	
	51177	V.35/V.36 DCE-DTE Adapter Cable Required for universal serial port when DCE-DTE conversion is required.	$25.00	
	80109	15' DB25M-DB25M V.24 X-over Cable.	$105.00	
	80110	3' DB25M-DB25M X-over Cable. To V.24 DCE device from fixed V.24 DCE.	$72.00	
	80113	15' DB25M-DB25F Straight Cable. V.24 straight-through cable, 3' female/male.	$72.00	
	91917	7' DB25M-M34 Male	$95.00	
	92089	7' DB25M-DB15F Cable. To V.11 DTE device (V.11 DCE DIM).	$60.00	
	92104	7' DB25/M-V.35/F Custom Cable.	$105.00	
		Prices Effective Aug 09, 2003		

VANGUARD 6435 FAMILY

BASE UNITS

	Product		N. America Regional	
	Code	Description	List Price	
	49330	Vanguard 6435 Base Unit, North America Version - 32MB. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and 10BaseT Ethernet port. Includes: 32 Meg SDRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), default software and North American power cord. Must order DIMs for port 1 and port 2. Must order Software Release and Application Ware License. Must order CTP cable separately. Supports up to 3 Daughter Cards, 2 of which can be Enhanced Daughter Cards. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$1,805.00	
	49331	Vanguard 6435 Base Unit, Worldwide Version - 32MB. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and 10BaseT Ethernet port. Includes: 32 Meg SDRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM) and default software. Must order DIMs for port 1 and port 2. Must order Software Release and Application Ware License. Must order country specific power cord and CTP cable separately. Supports up to 3 Daughter Cards, 2 of which can be Enhanced Daughter Cards. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$1,805.00	

49332	Vanguard 6435 Base Unit, Japan Version - 32MB. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and 10BaseT Ethernet port. Includes: 32 Meg SDRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), and default software. Must order DIMs for port 1 and port 2. Must order Software Release and Application Ware License. Must order power cord and CTP cable separately. Supports up to 3 Daughter Cards, 2 of which can be Enhanced Daughter Cards. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$1,805.00	
49930	Vanguard 6435 Base Unit, North America Version - 16MB. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and one 10BaseT Ethernet port. Includes: 16 Meg DRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), default software and North American power cord. Must order DIMs for port 1 and port 2. Must order Software Release and Application Ware License. Must order CTP cable separately. Supports up to 3 Daughter Cards, 2 of which can be Enhanced Daughter Cards. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$1,505.00	
49931	Vanguard 6435 Base Unit, Worldwide Version - 16MB. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and one 10BaseT Ethernet port. Includes: 16 Meg DRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), and default software. Must order DIMs for port 1 and port 2. Must order Software Release and Application Ware License. Must order country specific power cord and CTP cable separately. Supports up to 3 Daughter Cards, 2 of which can be Enhanced Daughter Cards. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$1,505.00	
49934	Vanguard 6435 Base Unit, Japan Version - 16MB. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and one 10BaseT Ethernet port. Includes: 16 Meg DRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), and default software. Must order DIMs for port 1 and port 2. Must order Software Release and Application Ware License. Must order power cord and CTP cable separately. Supports up to 3 Daughter Cards, 2 of which can be Enhanced Daughter Cards. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$1,505.00	

			N. America Regional	
67437	Vanguard 6435 Base Unit, DC Version, 32 MB SDRAM, 12MB Flash Memory. Note: These are custom product codes that carry a 12 week lead time unless forecasted. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.		$2,305.00	

VANGUARD 6435 APPLICATIONS WARE BASE LICENSES

Product			N. America Regional	
Code	Description		List Price	
50892	Vanguard 6435 Multiservice Applications Ware License. Includes: Default image. Must Order: Vanguard Release Indicator Product Code.		$1,745.00	
50907	Vanguard 6435 SNA+ Applications Ware License. Includes: Default image. Must Order: Vanguard Release Indicator Product Code.		$1,485.00	
50986	Vanguard 6435 IP+ Applications Ware License. Includes: Default Image. Must Order: Vanguard Release Indicator Product Code.		$1,315.00	

VANGUARD 6435 APPLICATIONS WARE FEATURE UPGRADES

Product			N. America Regional	
Code	Description		List Price	
1147-10001	Vanguard 6435 Fax Applications Ware License Upgrade. Requires 6.3 or higher software release. Note: Fax over IP Applications Ware License Upgrade License must be used with 4 port FXS and 4 port FXO analog voice daughter cards or with digital voice cards.		$300.00	
50863	Vanguard 6435 Security Applications Ware License Upgrade. Includes license to add DES and 3DES data encryption or VPN features to Application Ware feature set. (Note: These Security Features are NOT included in Multiservice License. No default software image includes encryption or VPN). Must use Software Builder on Vanguide CD to build image with encryption. Must Order: Vanguard Release product code. Must order Vanguard encryption, VPN, and data compression SIMM.		$900.00	
50893	Vanguard 6435 Voice Applications Ware License Upgrade. Includes: License to add Voice to Applications Ware Feature Set (NOTE: Voice already included in Multiservice License). Must Order: Vanguard Release product code and Base License.		$120.00	
50894	Vanguard 6435 AS/400 Applications Ware License Upgrade. Includes License to add AS/400 5494 Communication Server functionality to Applications Ware Feature Set.(NOTE: AS/400 NOT included in Multiservice License. No default software image includes AS/400). MUST use Software Builder on Vanguide CD to build image with AS/400. Must order Vanguard Release product code. Requires Base License of SNA+ Application Ware or Multiservice Application Ware for appropriate conversion software.		$2,500.00	

			N. America Regional	

VANGUARD 6435 APPLICATIONS WARE LICENSE ROTATIONS

	Product		N. America Regional	
	Code	Description	List Price	
	51360	Vanguard 6435 IP+ -> Multiservice+ Applications Ware License Upgrade	$430.00	
	51361	Vanguard 6435 SNA+ -> Multiservice+ Applications Ware License Upgrade	$260.00	
	51362	Vanguard 6435 IP+ -> SNA+ Applications Ware License Upgrade	$170.00	

VANGUARD 6435 APPLICATIONS WARE RELEASE INDICATOR

	Product		N. America Regional	
	Code	Description	List Price	
	1152-10001	6.1 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
	1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
	1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	

VANGUARD CUSTOMER WARE

	Product		N. America Regional	
	Code	Description	List Price	
	50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	

ENHANCED DAUGHTER CARDS

	Product		N. America Regional	
	Code	Description	List Price	
	49340	DS1 ATM Enhanced Daughter Card. Provides single port ATM interface. Supported on Vanguard 6435 and 6455. Includes: RJ48 to RJ48 cable. Requires Multiservice Applications Ware License.	$1,295.00	
	49341	E1 ATM 120 Ohm Enhanced Daughter Card. Provides single port ATM interface. Supported on Vanguard 6435 and 6455. Includes: RJ48 to RJ48 cable.Requires Multiservice Applications Ware License.	$1,295.00	
	49342	E1 ATM 75 Ohm Enhanced Daughter Card. Provides single port ATM interface. Supported on Vanguard 6435 and 6455. Includes: RJ48 to RJ48 cable.Requires Multiservice Applications Ware License.	$1,295.00	
	49943	10/100BaseT Auto-sensing Enhanced Daughter Card	$995.00	

DAUGHTER CARDS

	Product		N. America Regional	
	Code	Description	List Price	
	1152-10003	V.90 Modem Daughter Card. Requires Applications Ware 6.2 Software or Higher. Replaces the V.34 Modem Daughter Card.	$495.00	

	Code	Description	List Price	
	1152-10005	ISDN BRI Data Daughtercard, S/T Interface. Requires 6.3 Applications Ware software. Enhanced to enable dual ISDN support in a Vanguard 340 or 342 (two ISDN BRI Voice daughtercards; or one data and one voice BRI daughtercard).	$550.00	
	49646	V.24 DCE DIM Site Daughtercard	$300.00	
	49647	V.35 DCE DIM Site Daughtercard	$300.00	
	49648	V.36 DCE DIM Site Daughtercard	$300.00	
	49649	V.11 DCE DIM Site Daughtercard	$300.00	
	49658	V.24 DTE DIM Site Daughtercard	$300.00	
	49659	V.35 DTE DIM Site Daughtercard	$300.00	
	49660	V .36 DTE DIM Site Daughtercard	$300.00	
	49661	V.11 DTE DIM Site Daughtercard	$300.00	
	49666	FT1 3/1 Channel Vanguard Daughter Card	$995.00	
	49669	FE1 3/1 Channel 120 Ohm Vanguard Daughter Card	$995.00	
	49698	Vanguard 4 Port FXS Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.1 or higher.	$1,350.00	
	49712	Vanguard 4 Port FXO Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.0 or higher.	$1,350.00	
	49716	FE1 3/1 Channel 75 Ohm Vanguard Daughter Card	$995.00	
	65729	2 Port E&M Vanguard Packet Voice Daughter Card.	$650.00	
	68372	Vanguard Voice 2 Port FXS Daughter Card	$650.00	
	68434	BRI Data Daughter Card, U Interface.	$300.00	
	68435	BRI Data Daughter Card, S/T Interface	$700.00	
	68472	56K DSU Daughter Card.	$300.00	
	68525	BRI Voice Feature card, S/T Interface. No ISDN image included. Must use Vanguide CD ROM to create image in order to satisfy local ISDN switch requirements.	$895.00	
	80019	1-Port FXS/FXO Voice Daughter Card. Two ports, 1 FXS and 1 FXO, one usable at a time.	$750.00	
VANGUIDE CD-ROM'S				
	Product		N. America Regional	
	Code	Description	List Price	
	1143-10001	Vanguide Release 6.1 CD-ROM. Includes: Release 6.1 ONLY and Software Builder.	$25.00	
	1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	
	1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	

VANGUARD OPTIONS

Product		N. America Regional	
Code	Description	List Price	
1151-10001	Vanguard 6435/6455 8MB Flash Upgrade Option.	$250.00	
1152-10006	Vanguard 340, 342, 6435, 6455 Daughtercard Header. This is required when moving existing Vanguard Daughter Cards from a Vanguard 100 or 320 platform to a 340, 342, 6435 or 6455 platform.	$25.00	
17399	DIM Extraction Tool	$120.00	
65728	Vanguard Data Compression SIMM Includes support for up to 15 channels of data compression in software. (NOTE: to support greater than 15 channels, need to order Vanguard Data Compression CSKs).	$375.00	
65744	1DES Encryption & Data Compression SIMM (56-bit) 1DES Encryption & Data Compression SIMM (56-bit) Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported-re-exported to/from a country in addition to applicable U.S. export regulations. As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assistance in determining country-specific laws and/or regulations. *Must order: Vanguard Security Application Ware License Upgrade.	$530.00	
68104	3DES Encryption, VPN & Data Compression SIMM (128- bit) 3DES Encryption, VPN & Data Compression SIMM (128-bit) Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported to/from a country in addition to applicable U.S. export regulations, As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assitance in determining country-specific laws and/or regulations. *Must Order: Vanguard Security Applications Ware License Upgrade.	$600.00	
68178	Vanguard Data Compression CSK (100 Channels). Applicable to product codes 65728, 65744, and 68104.	$375.00	
68179	Vanguard Data Compression CSK (500 Channels). Applicable to product codes 65728, 65744, and 68104.	$1,125.00	
68357	32 MB SDRAM Upgrade * Requires removal of 16MB SDRAM and installation of 32 MB SDRAM. Currently available as a Spare, not factory installable.	$500.00	

CONFIGURABLE PORTS - MUST ORDER DIM(S)

Product		N. America Regional	
Code	Description	List Price	
49240	V.24 DTE DIM - Port 1	$0.00	
49241	V.24 DCE DIM - Port 1	$0.00	
49242	V.35 DTE DIM - Port 1	$0.00	
49243	V.35 DCE DIM - Port 1	$0.00	

	49244	V.11 DTE DIM - Port 1	$0.00	
	49245	V.11 DCE DIM - Port 1	$0.00	
	49246	V.36 DTE DIM - Port 1	$0.00	
	49247	V.36 DCE DIM - Port 1	$0.00	
	49260	V.24 DTE DIM - Port 2	$0.00	
	49261	V.24 DCE DIM - Port 2	$0.00	
	49262	V.35 DTE DIM - Port 2	$0.00	
	49263	V.35 DCE DIM - Port 2	$0.00	
	49264	V.11 DTE DIM - Port 2	$0.00	
	49265	V.11 DCE DIM - Port 2	$0.00	
	49266	V.36 DTE DIM - Port 2	$0.00	
	49267	V.36 DCE DIM - Port 2	$0.00	
SPARE DIMS				
	Product		N. America Regional	
	Code	Description	List Price	
	68790	X.21 DIM	$100.00	
	68791	V.24 DIM	$100.00	
	68792	V.35 DIM	$100.00	
	68793	V.36 DIM	$100.00	
SPARES				
	Product		N. America Regional	
	Code	Description	List Price	
	49626	Vanguard 6400 Series Battery	$25.00	
	67439	Vanguard 6400 Series Spare DC Power Supply	$500.00	
POWER CORDS				
	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	
	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	
	49653	Vanguard 6425/30/50 Power Supply	$200.00	
CABLES				
	Product		N. America Regional	
	Code	Description	List Price	

	49622	CTP Cable for the Vanguard 340 and 6400 Series.	$55.00	
	49623	3 FT Async Cable, DB25/F	$50.00	
	80109	15' DB25M-DB25M V.24 X-over Cable.	$105.00	
	80110	3' DB25M-DB25M X-over Cable. To V.24 DCE device from fixed V.24 DCE.	$72.00	
	91917	7' DB25M-M34 Male	$95.00	
	92089	7' DB25M-DB15F Cable. To V.11 DTE device (V.11 DCE DIM).	$60.00	
	92104	7' DB25/M-V.35/F Custom Cable.	$105.00	
		Prices Effective Aug 09, 2003		
VANGUARD 6455 FAMILY				
VANGUARD 6455 BASE UNITS				
	Product		N. America Regional	
	Code	Description	List Price	
	49333	Vanguard 6455 Base Unit, North America Version. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port and one 10BaseT Ethernet port. Includes: 32 Meg SDRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), default software, and North American power cord. Must order DIMs for port 1 and port 2, CTP cable, and async port cables. Must order Software Release and Applications Ware license. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$2,834.00	
	49334	Vanguard 6455 Base Unit, Worldwide Version. Includes: Two user configurable DIM ports (V.24, V.35, V.11, v.36), one async port, one CTP port, and one 10BaseT Ethernet port. Includes: 32 Meg SDRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), and default software. Must order DIMs for port 1 and port 2, CTP cable, and async port cables. Must order Software Release and Applications Ware License. Must order country specific power cord separately. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$2,834.00	
	49335	Vanguard 6455 Base Unit, Japan Version. Includes: Two user configurable DIM ports (V.24, V.35, V.11, V.36), one async port, one CTP port, and one 10BaseT Ethernet port. Includes: 32 Meg SDRAM, 12 Meg Flash (4 Meg onboard + 8MB SIMM), and default software. Must order DIMs for port 1 and port 2, CTP cable, and async port cables. Must order Software Release and Applications Ware License. Must order power cord separately. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$2,834.00	

67438	Vanguard 6455 Base Unit, DC Version, 32MB SDRAM, 12MB Flash Memory. Note: These are custom product codes that carry a 12 week lead time unless forecasted. Note: It is strongly recommended that Vanguard 6435 and 6455 customers upgrading their networks to 6.3 order the 8MB Flash Upgrade Option to ensure optimal network performance.	$3,334.00	

VANGUARD 6455 APPLICATIONS WARE BASE LICENSES

Product		N. America Regional	
Code	Description	List Price	
50911	Vanguard 6455 IP+ Applications Ware License. Includes: Default image. Must Order: Vanguard Release Indicator Product Code.	$1,315.00	
50912	Vanguard 6455 SNA+ Applications Ware License. Includes: Default image. Must Order: Vanguard Release Indicator Product Code.	$1,485.00	
50913	Vanguard 6455 Multiservice Applications Ware License. Includes: Default image. Must Order: Vanguard Release Indicator Product Code.	$1,745.00	

VANGUARD 6455 APPLICATIONS WARE FEATURE UPGRADES

Product		N. America Regional	
Code	Description	List Price	
1146-10001	Vanguard 6455 Fax Applications Ware License Upgrade. Requires 6.3 or higher software release. Note: Fax over IP Applications Ware License Upgrade License must be used with 4 port FXS and 4 port FXO analog voice daughter cards or with digital voice cards.	$300.00	
51080	Vanguard 6455 Security Applications Ware License Upgrade. Includes license to add DES and 3DES data encryption or VPN features to Application Ware feature set. (Note: These Security Features are NOT included in Multiservice License. No default software image includes encryption or VPN). Must use Software Builder on Vanguide CD to build image with encryption. Must Order: Vanguard Release product code. Must order Vanguard encryption, VPN, and data compression SIMM.	$900.00	
51356	Vanguard 6455 Voice Applications Ware License Upgrade. Includes: License to add Voice to Applications Ware feature set (NOTE: Voice is already included in Multiservice License). Must order: Vanguard Release product code and Base License.	$120.00	

| 51363 | Vanguard 6455 AS400/BSC Applications Ware License Upgrade. Includes: License to add AS/400 5494 Communication Server functionality to Applications Ware Feature Set and BSC3270 to LLC 2 Conversion or BSC2780/3780 to LLC2 Conversion (Note: License enables either BSC3270 or BSC2780/3780 to LLC2 Conversion, not both). (Note: AS/400 and BSC are NOT included in Multiservice License. No default software image includes AS/400 and BSC). MUST use Software Builder on Vanguide CD to build image with AS/400 and BSC3270 to LLC 2 or BSC2780/3780. Must order Vanguard Release product code. Requires base license of SNA+ Application Ware or Multiservice Application Ware for appropriate conversion software. | $5,000.00 | |

VANGUARD 6455 APPLICATIONS WARE LICENSE ROTATIONS

Product		N. America Regional	
Code	Description	List Price	
51066	Vanguard 6455 IP+ -> SNA+ Applications Ware License Upgrade	$170.00	
51067	Vanguard 6455 IP+ -> Multiservice Applications Ware License Upgrade	$430.00	
51068	Vanguard 6455 SNA+ -> Multiservice Applications Ware License Upgrade	$260.00	

VANGUARD 6455 APPLICATIONS WARE RELEASE INDICATOR

Product		N. America Regional	
Code	Description	List Price	
1152-10001	6.1 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	

VANGUARD CUSTOMER WARE

Product		N. America Regional	
Code	Description	List Price	
50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	

ENHANCED DAUGHTERCARDS

Product		N. America Regional	
Code	Description	List Price	
49340	DS1 ATM Enhanced Daughter Card. Provides single port ATM interface. Supported on Vanguard 6435 and 6455. Includes: RJ48 to RJ48 cable. Requires Multiservice Applications Ware License.	$1,295.00	

	49341	E1 ATM 120 Ohm Enhanced Daughter Card. Provides single port ATM interface. Supported on Vanguard 6435 and 6455. Includes: RJ48 to RJ48 cable.Requires Multiservice Applications Ware License.	$1,295.00	
	49342	E1 ATM 75 Ohm Enhanced Daughter Card. Provides single port ATM interface. Supported on Vanguard 6435 and 6455. Includes: RJ48 to RJ48 cable.Requires Multiservice Applications Ware License.	$1,295.00	
	49943	10/100BaseT Auto-sensing Enhanced Daughter Card	$995.00	
DAUGHTERCARDS				
	Product		N. America Regional	
	Code	Description	List Price	
	1152-10003	V.90 Modem Daughter Card. Requires Applications Ware 6.2 Software or Higher. Replaces the V.34 Modem Daughter Card.	$495.00	
	1152-10005	ISDN BRI Data Daughtercard, S/T Interface. Requires 6.3 Applications Ware software. Enhanced to enable dual ISDN support in a Vanguard 340 or 342 (two ISDN BRI Voice daughtercards; or one data and one voice BRI daughtercard).	$550.00	
	49646	V.24 DCE DIM Site Daughtercard	$300.00	
	49647	V.35 DCE DIM Site Daughtercard	$300.00	
	49648	V.36 DCE DIM Site Daughtercard	$300.00	
	49649	V.11 DCE DIM Site Daughtercard	$300.00	
	49658	V.24 DTE DIM Site Daughtercard	$300.00	
	49659	V.35 DTE DIM Site Daughtercard	$300.00	
	49660	V .36 DTE DIM Site Daughtercard	$300.00	
	49661	V.11 DTE DIM Site Daughtercard	$300.00	
	49666	FT1 3/1 Channel Vanguard Daughter Card	$995.00	
	49669	FE1 3/1 Channel 120 Ohm Vanguard Daughter Card	$995.00	
	49698	Vanguard 4 Port FXS Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.1 or higher.	$1,350.00	
	49712	Vanguard 4 Port FXO Voice Daughter Card. Up to 2 cards supported on the Vanguard 340 and up to three cards supported on the Vanguard 6435 and 6455. Must order Applications Ware Release 6.0 or higher.	$1,350.00	
	49716	FE1 3/1 Channel 75 Ohm Vanguard Daughter Card	$995.00	
	65729	2 Port E&M Vanguard Packet Voice Daughter Card.	$650.00	
	68372	Vanguard Voice 2 Port FXS Daughter Card	$650.00	
	68434	BRI Data Daughter Card, U Interface.	$300.00	
	68435	BRI Data Daughter Card, S/T Interface	$700.00	
	68472	56K DSU Daughter Card.	$300.00	

	Code	Description	List Price	
	68525	BRI Voice Feature card, S/T Interface. No ISDN image included. Must use Vanguide CD ROM to create image in order to satisfy local ISDN switch requirements.	$895.00	
	80019	1-Port FXS/FXO Voice Daughter Card. Two ports, 1 FXS and 1 FXO, one usable at a time.	$750.00	
OPTION CARDS: MODEL 645X ONLY				
	Product		N. America Regional	
	Code	Description	List Price	
	49275	T1 VOIP Convergence Module (Includes T1 Option Card and Voice Server modules, 1 x 16 ch DSP and 1 x 8 ch DSP). Supports two T1 ports for connection to digital PBX (24 channels maximum). Includes integral DSU/CSU, 2 RJ 48 ports, and 2 RJ48 to RJ48 cables. Includes T1 option card and voice server modules. Maximum two cards per node for a total of 48 digital voice channels. Requires Vanguard Software Release 5.5 or later.	$5,730.00	
	49276	E1 VOIP Convergence Module 75 Ohm (includes E1 option card and voice server modules - 2 x 16 ch DSP). Supports 30 digital voice channels (virtual ports, no physical interface). Includes E1 option card, voice server modules, and 2 RJ45 to RJ45 cables. Must order Vanguard Software Release 5.5 or later. Must order Voice Upgrade or Multiservice Applications Ware license.	$7,330.00	
	49406	E1 VOIP Convergence Module 120 Ohm (includes E1 option card and voice server modules - 2 x 16 ch DSP). Supports 30 digital voice channels (virtual ports, no physical interface). Includes E1 option card, voice server modules, and 2 RJ45 to RJ45 cables. Requires Vanguard Software Release 5.5 or later. Must order Voice Upgrade or Multiservice Applications Ware license.	$7,330.00	
	49407	E1 VOIP Convergence Card 120 Ohm (Includes E1 option card - no DSP's). Supports two E1 ports for connection to digital PBX (30 channels maximum). Includes 120 Ohm balanced RJ48port and 75 Ohm Unbalanced BNC port, 2 RJ48 to RJ48 cables. Must order Voice Server Card for digital voicecapability on E1 connection. Maximum two cards per node for a total of 60 digital voice channels. Must order Vanguard Software Release 5.5 or later. Must order Voice Upgrade or Multiservice Applications Ware license.	$2,495.00	
	49642	4 Port DB-25 Serial Option Card, V.11 DIMs Note: DIMs factory installed on SDB cards and ship with two "Y" cables. Adapter cables must be ordered separately.	$1,195.00	
	49643	4 Port DB-25 Serial Option Card, V.36 DIMs Note: DIMs factory installed on SDB cards and ship with two "Y" cables. Adapter cables must be ordered separately.	$1,195.00	
	49644	4 Port DB-25 Serial Option Card, 2 x V.24 & 2 x V.35 DIMs Note: DIMs factory installed on SDB cards and ship with two "Y" cables. Adapter cables must be ordered separately.	$1,195.00	

	Code	Description	Price	
	49645	4 Port DB-25 Serial Option Card, 2 x V.24 & 2 x V.36 DIMs Note: DIMs factory installed on SDB cards and ship with two "Y" cables. Adapter cables must be ordered separately.	$1,195.00	
	49662	4 Port DB-25 Serial Option Card, V.24 DIMs Note: DIMs factory installed on SDB cards and ship with two "Y" cables. Adapter cables must be ordered separately.	$1,195.00	
	49663	4 Port DB-25 Serial Option Card, V.35 DIMs Note: DIMs factory installed on SDB cards and ship with two "Y" cables. Adapter cables must be ordered separately.	$1,195.00	
	49664	1 Port Token Ring Option Card	$995.00	
	49946	T1 VOIP Convergence Card. (Includes T1 Card - no DSP's)	$2,495.00	
	49947	E1 VOIP Convergence Card 75 Ohm (Includes E1 option card - no DSP's). Supports two E1 ports for connection to digital PBX (30 channels maximum). Includes: 120 Ohm balanced RJ48 port and 75 Ohm Unbalanced BNC port, 2 RJ48 to RJ48 cables. Must order Voice Server Modules for digital voice capability on E1 connection. Maximum two cards per node for a total of 60 digital voice channels. Must order Vanguard Software Release 5.5 or later. Must order Voice Upgrade or Multiservice Applications Ware license.	$2,495.00	

VANGUIDE CD-ROM'S

	Product		N. America Regional	
	Code	Description	List Price	
	1143-10001	Vanguide Release 6.1 CD-ROM. Includes: Release 6.1 ONLY and Software Builder.	$25.00	
	1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	
	1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	

CONFIGURABLE PORTS - MUST ORDER DIM(S)

	Product		N. America Regional	
	Code	Description	List Price	
	49240	V.24 DTE DIM - Port 1	$0.00	
	49241	V.24 DCE DIM - Port 1	$0.00	
	49242	V.35 DTE DIM - Port 1	$0.00	
	49243	V.35 DCE DIM - Port 1	$0.00	
	49244	V.11 DTE DIM - Port 1	$0.00	
	49245	V.11 DCE DIM - Port 1	$0.00	
	49246	V.36 DTE DIM - Port 1	$0.00	
	49247	V.36 DCE DIM - Port 1	$0.00	
	49260	V.24 DTE DIM - Port 2	$0.00	
	49261	V.24 DCE DIM - Port 2	$0.00	
	49262	V.35 DTE DIM - Port 2	$0.00	

	Code	Description	List Price	
	49263	V.35 DCE DIM - Port 2	$0.00	
	49264	V.11 DTE DIM - Port 2	$0.00	
	49265	V.11 DCE DIM - Port 2	$0.00	
	49266	V.36 DTE DIM - Port 2	$0.00	
	49267	V.36 DCE DIM - Port 2	$0.00	
SPARE DIMS				
	Product		N. America Regional	
	Code	Description	List Price	
	68790	X.21 DIM	$100.00	
	68791	V.24 DIM	$100.00	
	68792	V.35 DIM	$100.00	
	68793	V.36 DIM	$100.00	
POWER CORDS				
	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	
	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	
	49653	Vanguard 6425/30/50 Power Supply	$200.00	
VANGUARD OPTIONS				
	Product		N. America Regional	
	Code	Description	List Price	
	1151-10001	Vanguard 6435/6455 8MB Flash Upgrade Option.	$250.00	
	1152-10006	Vanguard 340, 342, 6435, 6455 Daughtercard Header. This is required when moving existing Vanguard Daughter Cards from a Vanguard 100 or 320 platform to a 340, 342, 6435 or 6455 platform.	$25.00	
	17399	DIM Extraction Tool	$120.00	
	49639	Vanguard 6455 Rack Mount Kit.	$100.00	
	65728	Vanguard Data Compression SIMM Includes support for up to 15 channels of data compression in software. (NOTE: to support greater than 15 channels, need to order Vanguard Data Compression CSKs).	$375.00	

	Product Code	Description	N. America Regional List Price	
	65744	1DES Encryption & Data Compression SIMM (56-bit) 1DES Encryption & Data Compression SIMM (56-bit) Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported-re-exported to/from a country in addition to applicable U.S. export regulations. As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assistance in determining country-specific laws and/or regulations. *Must order: Vanguard Security Application Ware License Upgrade.	$530.00	
	68104	3DES Encryption, VPN & Data Compression SIMM (128- bit) 3DES Encryption, VPN & Data Compression SIMM (128-bit) Encryption technology carries strict export control regulations and may require specific import/export licensing to be imported/exported to/from a country in addition to applicable U.S. export regulations, As purchaser you are responsible for complying with all country-specific import/export laws. Contact your local customs office for assitance in determining country-specific laws and/or regulations. *Must Order: Vanguard Security Applications Ware License Upgrade.	$600.00	
	68178	Vanguard Data Compression CSK (100 Channels). Applicable to product codes 65728, 65744, and 68104.	$375.00	
	68179	Vanguard Data Compression CSK (500 Channels). Applicable to product codes 65728, 65744, and 68104.	$1,125.00	
	68357	32 MB SDRAM Upgrade * Requires removal of 16MB SDRAM and installation of 32 MB SDRAM. Currently available as a Spare, not factory installable.	$500.00	
SPARES				
	Product		N. America Regional	
	Code	Description	List Price	
	49259	4 Port DB-25 Serial Data Card, Spare (No DIMs included).	$795.00	
	49626	Vanguard 6400 Series Battery	$25.00	
	49948	8 Channel Voice Server Module	$1,600.00	
	49949	16 Channel Voice Server Module	$3,200.00	
	67439	Vanguard 6400 Series Spare DC Power Supply	$500.00	
CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	49622	CTP Cable for the Vanguard 340 and 6400 Series.	$55.00	
	49623	3 FT Async Cable, DB25/F	$50.00	
	65742	SDB4 Adapter Cable	$136.00	
	65743	SDB4 Adapter Cable Metric. This cable is Japan specific. SDB4 adapter cable metric. This cable is Japan specific.	$136.00	
		Prices Effective Aug 09, 2003		

VANGUARD 7310 FAMILY			
BASE UNITS			
Product		N. America Regional	
Code	Description	List Price	
53100	Vanguard 7310 - 5 Slot Chassis. Includes: 1 Processor Slot & 4 Expansion Slots, Dual Redundant 115/230 VAC Power Supplies. Must Order: Processor Card, Vanguard Applications Ware License, and Software Release. Must order two power cords separately. Power cords are chargeable items.	$6,995.00	
53101	Vanguard 7310 - 5 Slot Chassis * Includes: 1 Processor Slot & 4 Expansion Slots, Dual Redundant -48 VDC Power Supplies. Must Order: Processor Card, Vanguard Applications Ware License, and Software Release.	$7,495.00	
VANGUARD 7310 APPLICATIONS WARE BASE LICENSES			
Product		N. America Regional	
Code	Description	List Price	
51051	Vanguard 7310 IP+ Applications Ware License Includes: IP, IPX, Voice. * Must Order: Vanguard Release Indicator Product Code.	$3,400.00	
51052	Vanguard 7310 SNA+ Applications Ware License Includes: SNA, IP, IPX, Voice. * Must Order: Vanguard Release Indicator Product Code.	$4,500.00	
51053	Vanguard 7310 Multiservice Applications Ware License Includes: All but Upgrade Licenses. * Must Order: Vanguard Release Indicator Product Code.	$6,000.00	
VANGUARD 7310 APPLICATIONS WARE RELEASE INDICATOR			
Product		N. America Regional	
Code	Description	List Price	
1152-10001	6.1 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
VANGUARD 7310 APPLICATIONS WARE FEATURE UPGRADES			
Product		N. America Regional	
Code	Description	List Price	
1112-10008	Vanguard 7310 Fax Applications Ware License Upgrade. Requires 6.3 or higher software release. Note: Fax over IP Applications Ware License Upgrade License must be used with 4 port FXS and 4 port FXO analog voice daughter cards or with digital voice cards.	$995.00	

Code	Description	List Price	
50906	Vanguard 7310 AS/400 Applications Ware License Upgrade Includes: License to add AS/400 5494 Communications Server functionality to Applications Ware feature set(Note: AS/400 NOT included in Multiservice license). Requires base license of SNA+ or Multiservice Applications Ware for appropriate conversion software.	$5,000.00	

VANGUARD 7310 APPLICATIONS WARE LICENSE ROTATIONS

Product		N. America Regional	
Code	Description	List Price	
51059	Vanguard 7310 IP+ -> SNA+ Application Ware License Upgrade	$1,100.00	
51060	Vanguard 7310 IP+ -> Multiservice Applications Ware License Upgrade	$2,600.00	
51061	Vanguard 7310 SNA+ -> Multiservice Applications Ware License Upgrade	$1,500.00	

VANGUARD CUSTOMER WARE

Product		N. America Regional	
Code	Description	List Price	
50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	

VANGUARD 7310 OPTIONS CARDS-FULL SLOT CARDS

Product		N. America Regional	
Code	Description	List Price	
53120	Vanguard 7300 Series Processor Card Includes : 1 Auto-sensing 10/100Base T Ethernet Port, 128 MB RAM, 32 MB Flash Memory, Default Software Image. * Must Order: Vanguard Applications Ware License, Software Release, CTP Cable.	$13,500.00	
53130	Vanguard 7300 Series 8 Port Serial Expansion Card (EIA232, V.35/V.36, X.21, EIA530) Includes: 8 software configurable electrical ports, DTE/DCE selectable by cable, Up to 4 cards per Vanguard 7310 , Up to 7 cards per Vanguard for 7330 * Must Order: Cables	$8,400.00	
53132	Vanguard 7300 Series 8 Port T1/E1/PRI Expansion Card Includes: 8 configurable T1 or E1 or PRI ports, Up to 4 cards per Vanguard 7310; up to 7 cards per Vanguard 7330 * Must Order: Cables	$16,900.00	
53133	Vanguard 7300 Series 12 Port T1/E1/PRI Expansion Card Includes: 12 configurable T1 or E1 or PRI ports, Up to 4 cards per Vanguard 7310; Up to 7 cards per Vanguard 7330 * Must Order: Cables	$18,900.00	
53134	Vanguard 7300 Series Single Port DS-3 ATM Card. Includes: One DS-3 port and Carrier Card. Up to two cards per Vanguard 7310 and 7330. Must order cable and Multiservice Applications Ware License.	$12,900.00	
53136	Vanguard 7300 Series Single Port E3 ATM Card. Includes: One E3 port and Carrier Card. Up to two cards per Vanguard 7310 and 7330. Must order cable and Multiservice Applications Ware License.	$12,900.00	

	Code	Description		
	53138	Vanguard 7300 Series Carrier Card Supports up to 2 standard Ethernet Mezzanine Cards ordered separately.	$2,000.00	
	53139	Vanguard 7300 Series 2 Port Token Ring Card. Includes: 2 (4 or 16Mbps) token ring interfaces. Each interface supports UTP or STP. Maximum one card per system. Must order cables.	$6,000.00	

VANGUARD 7310 OPTION CARDS-MEZZANINE DAUGHTERCARD

	Product		N. America Regional	
	Code	Description	List Price	
	53150	Vanguard 7300 Series 2 Port 10/100Base T PMC Mezzanine Card Includes: Two 10/100Base T Auto-sensing ports. * Must Order: Cables and Full Size Slot Host Card (first PMC may go on processor card).	$2,500.00	
	53154	Vanguard 7300 Series 60 Channel Voice Mezzanine Card Must Order: Cables and T1/E1/PRI Host Card	$5,700.00	

VANGUIDE CD-ROM'S

	Product		N. America Regional	
	Code	Description	List Price	
	1143-10001	Vanguide Release 6.1 CD-ROM. Includes: Release 6.1 ONLY and Software Builder.	$25.00	
	1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	
	1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	

VANGUARD 7310 SPARE OPTIONS

	Product		N. America Regional	
	Code	Description	List Price	
	1112-10003	Vanguard 7300 Spare AC Power Supply 115/230 VAC for New Enclosure.	$2,395.00	
	1112-10004	Vanguard 7300 Spare DC Power Supply -48 VDC for New Enclosure.	$2,395.00	
	1112-10005	Vanguard 7300 Series Spare Front Fan for New Enclosure.	$795.00	
	1112-10006	Vanguard 7300 Series Spare Rear Fan for New Enclosure.	$315.00	

POWER CORDS

	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	
	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	

| | 53160 | Vanguard Power Cord for the version one 7310 DC chassis (old enclosure). | $125.00 | |

CABLES

	Product		N. America Regional	
	Code	Description	List Price	
	1112-10007	7300 Token Ring 8' STP Cable. For 7300 only, provides proper bend ratio for trim kit on front of enclosure.	$225.00	
	17442	12' ENET/Token Ring UTP Cable.	$33.00	
	17443	25' ENET/Token Ring UTP Cable.	$57.00	
	53166	EIA232 DTE, Male, M J-Screw, Cable 7FT-SAE	$150.00	
	53167	EIA232 DCE, Female F Screwlock, Cable 7FT-SAE	$150.00	
	53168	EIA232 DCE, Female, M J-Screw, Cable 7FT-SAE	$150.00	
	53169	V.35/V.36 DTE, Male, M/F J-Screw, Cable 7FT-SAE	$150.00	
	53170	V.35/V.36 DCE, Female, M/F J-Screw, Cable 7FT-SAE	$150.00	
	53171	x.21 DCE, Female, F Screwlock, Cable 7FT-SAE	$150.00	
	53172	X.21 DTE, Male, M J-Screw, Cable 7FT-SAE	$150.00	
	53174	EIA 530 DTE, Male, M J-Screw, Cable 7FT-SAE	$150.00	
	53175	EIA 530 DCE, Female, F Screwlock, Cable 7FT-SAE	$150.00	
	53176	EIA232 DTE, Male, M J-Screw, Cable 7FT-METRIC	$150.00	
	53177	EIA232 DCE, Female, F Screwlock, Cable 7FT-METRIC	$150.00	
	53178	EIA232 DCE, Female, M J-Screw, Cable 7FT-METRIC	$150.00	
	53179	EIA 530 DTE, Male, M J-Screw, Cable 7FT-METRIC	$150.00	
	53180	EIA 530 DCE, Female, F Screwlock, Cable 7FT-METRIC	$150.00	
	53181	RJ45/BNC 75 Ohm Adapter	$150.00	
	53182	T1/E1 Cable 15FT	$25.00	
	53183	RJ45 Ethernet Cable 7FT	$25.00	
	53184	Control Cable CTP 7FT	$50.00	
	53185	T3/E3 ATM Cable 10 Feet. Must order: 2 cables - 1 for transmit and 1 for receive.	$85.00	
		Prices Effective Aug 09, 2003		

VANGUARD 7330 FAMILY

BASE UNITS

	Product		N. America Regional	
	Code	Description	List Price	
	53102	Vanguard 7330-8 Slot Chassis *Includes: 1 Processor Slot & 7 Expansion Slots, Dual Redundant 115/230 VAC Power Supplies. Must Order: Processor Card, Vanguard Applications Ware License, and Software Release. Must order two power cords separately. Power cords are chargeable items.	$9,995.00	

	Code	Description	List Price	
	53103	Vanguard 7330 - 8 Slot Chassis *Includes: 1 Processor Slot & 7 Expansion Slots, Dual Redundant -48 VDC Power Supplies. Must Order: Processor Card, Vanguard Applications Ware License, and Software Release.	$10,495.00	

VANGUARD 7330 APPLICATIONS WARE BASE LICENSES

	Product		N. America Regional	
	Code	Description	List Price	
	51055	Vanguard 7330 IP+ Applications Ware License *Includes: IP, IPX, Voice *Must Order: Vanguard Release Indicator Product Code.	$3,400.00	
	51056	Vanguard 7330 SNA+ Applications Ware License. *Includes: SNA, IP, IPX, Voice *Must Order: Vanguard Release Indicator Product Code.	$4,500.00	
	51057	Vanguard 7330 Multiservice Applications Ware License. *Includes: All but Upgrade Licenses *Must Order: Vanguard Release Indicator Product Code.	$6,000.00	

VANGUARD 7330 APPLICATIONS WARE RELEASE INDICATOR

	Product		N. America Regional	
	Code	Description	List Price	
	1152-10001	6.1 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
	1152-10004	6.2 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	
	1152-10007	6.3 Applications Ware Software Release Indicator. Must order Vanguide CD separately as required.	$0.00	

VANGUARD 7330 APPLICATIONS WARE LICENSE ROTATIONS

	Product		N. America Regional	
	Code	Description	List Price	
	51062	Vanguard 7330 IP+ > SNA+ Applications Ware License Upgrade	$1,100.00	
	51063	Vanguard 7330 IP+ >Multiservice Applications Ware License Upgrade	$2,600.00	
	51064	Vanguard 7330 SNA+ >Multiservice Applications Ware License Upgrade	$1,500.00	

VANGUARD 7330 APPLICATIONS WARE FEATURE UPGRADES

	Product		N. America Regional	
	Code	Description	List Price	
	1112-10009	Vanguard 7330 Fax Applications Ware License Upgrade. Requires 6.3 or higher software release. Note: Fax over IP Applications Ware License Upgrade License must be used with 4 port FXS and 4 port FXO analog voice daughter cards or with digital voice cards.	$995.00	
	51058	Vanguard 7330 AS/400 Applications Ware License Upgrade *Includes: License to add AS/400 5494 Communications Server functionality to Applications Ware Feature Set (NOTE: AS/400 NOT included in Multiservice License). Requires Base License of SNA+ or Multiservice Applications Ware for appropriate conversion software.	$5,000.00	

VANGUARD CUSTOMER WARE			
	Product	N. America Regional	
	Code	Description	List Price	
	50909	Vanguard Customer Ware Image Load Loads custom image onto a Vanguard product. Must order this product code for each Vanguard node requiring customer specific software image.	$0.00	
VANGUARD 7330 APPLICATIONS WARE FEATURE UPGRADES			
	Product	N. America Regional	
	Code	Description	List Price	
	1112-10009	Vanguard 7330 Fax Applications Ware License Upgrade. Requires 6.3 or higher software release. Note: Fax over IP Applications Ware License Upgrade License must be used with 4 port FXS and 4 port FXO analog voice daughter cards or with digital voice cards.	$995.00	
	51058	Vanguard 7330 AS/400 Applications Ware License Upgrade *Includes: License to add AS/400 5494 Communications Server functionality to Applications Ware Feature Set (NOTE: AS/400 NOT included in Multiservice License). Requires Base License of SNA+ or Multiservice Applications Ware for appropriate conversion software.	$5,000.00	
VANGUARD 7330 OPTION CARDS-FULL SLOT CARDS			
	Product	N. America Regional	
	Code	Description	List Price	
	53120	Vanguard 7300 Series Processor Card Includes : 1 Auto-sensing 10/100Base T Ethernet Port, 128 MB RAM, 32 MB Flash Memory, Default Software Image. * Must Order: Vanguard Applications Ware License, Software Release, CTP Cable.	$13,500.00	
	53130	Vanguard 7300 Series 8 Port Serial Expansion Card (EIA232, V.35/V.36, X.21, EIA530) Includes: 8 software configurable electrical ports, DTE/DCE selectable by cable, Up to 4 cards per Vanguard 7310 , Up to 7 cards per Vanguard for 7330 * Must Order: Cables	$8,400.00	
	53132	Vanguard 7300 Series 8 Port T1/E1/PRI Expansion Card Includes: 8 configurable T1 or E1 or PRI ports, Up to 4 cards per Vanguard 7310; up to 7 cards per Vanguard 7330 * Must Order: Cables	$16,900.00	
	53133	Vanguard 7300 Series 12 Port T1/E1/PRI Expansion Card Includes: 12 configurable T1 or E1 or PRI ports, Up to 4 cards per Vanguard 7310; Up to 7 cards per Vanguard 7330 * Must Order: Cables	$18,900.00	
	53134	Vanguard 7300 Series Single Port DS-3 ATM Card. Includes: One DS-3 port and Carrier Card. Up to two cards per Vanguard 7310 and 7330. Must order cable and Multiservice Applications Ware License.	$12,900.00	
	53136	Vanguard 7300 Series Single Port E3 ATM Card. Includes: One E3 port and Carrier Card. Up to two cards per Vanguard 7310 and 7330. Must order cable and Multiservice Applications Ware License.	$12,900.00	
	53138	Vanguard 7300 Series Carrier Card Supports up to 2 standard Ethernet Mezzanine Cards ordered separately.	$2,000.00	

			N. America Regional	
53139	Vanguard 7300 Series 2 Port Token Ring Card. Includes: 2 (4 or 16Mbps) token ring interfaces. Each interface supports UTP or STP. Maximum one card per system. Must order cables.		$6,000.00	

VANGUARD 7330 OPTION CARDS-MEZZANINE DAUGHTERCARD

	Product		N. America Regional	
	Code	Description	List Price	
	53150	Vanguard 7300 Series 2 Port 10/100Base T PMC Mezzanine Card Includes: Two 10/100Base T Auto-sensing ports. * Must Order: Cables and Full Size Slot Host Card (first PMC may go on processor card).	$2,500.00	
	53154	Vanguard 7300 Series 60 Channel Voice Mezzanine Card Must Order: Cables and T1/E1/PRI Host Card	$5,700.00	

VANGUIDE CD-ROM'S

	Product		N. America Regional	
	Code	Description	List Price	
	1143-10001	Vanguide Release 6.1 CD-ROM. Includes: Release 6.1 ONLY and Software Builder.	$25.00	
	1143-10003	Vanguide Release 6.2 CD-ROM. Includes 6.2 ONLY and Software Builder.	$25.00	
	1143-10004	Vanguide Release 6.3 CD-ROM. Includes 6.3 ONLY and Software Builder.	$25.00	

VANGUARD 7330 SPARE OPTIONS

	Product		N. America Regional	
	Code	Description	List Price	
	1112-10003	Vanguard 7300 Spare AC Power Supply 115/230 VAC for New Enclosure.	$2,395.00	
	1112-10004	Vanguard 7300 Spare DC Power Supply -48 VDC for New Enclosure.	$2,395.00	
	1112-10005	Vanguard 7300 Series Spare Front Fan for New Enclosure.	$795.00	
	1112-10006	Vanguard 7300 Series Spare Rear Fan for New Enclosure.	$315.00	
	53108	Vanguard 7330 Spare Power Supply, 115/230 VAC for Old Enclosure.	$2,500.00	
	53109	Vanguard 7330 Spare Power Supply, -48VDC for Old Enclosure.	$3,000.00	
	53113	Vanguard 7330 Spare Front Fan Sled Assembly for Old Enclosure.	$1,000.00	
	53114	Vanguard 7330 Spare Rear Panel Fan Assembly for Old Enclosure.	$400.00	

POWER CORDS

	Product		N. America Regional	
	Code	Description	List Price	
	17209	Power Cord, Italy	$27.00	
	17211	Power Cord, Israel	$27.00	
	17214	Power Cord, Switzerland	$27.00	
	17215	Power Cord, Denmark	$27.00	

	Code	Description	List Price	
	17225	Power Cord-NEMA 5-15 For Brazil, Canada, Chile, Columbia, Costa Rica, Equador, Korea, Mexico, Panama, Peru, Philippines,Taiwan,	$27.00	
	17226	Power Cord, Schuko CEE 7, Europe.	$27.00	
	17227	Power Cord, BS1363 UK	$27.00	
CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	1112-10007	7300 Token Ring 8' STP Cable. For 7300 only, provides proper bend ratio for trim kit on front of enclosure.	$225.00	
	17442	12' ENET/Token Ring UTP Cable.	$33.00	
	17443	25' ENET/Token Ring UTP Cable.	$57.00	
	53166	EIA232 DTE, Male, M J-Screw, Cable 7FT-SAE	$150.00	
	53167	EIA232 DCE, Female F Screwlock, Cable 7FT-SAE	$150.00	
	53168	EIA232 DCE, Female, M J-Screw, Cable 7FT-SAE	$150.00	
	53169	V.35/V.36 DTE, Male, M/F J-Screw, Cable 7FT-SAE	$150.00	
	53170	V.35/V.36 DCE, Female, M/F J-Screw, Cable 7FT-SAE	$150.00	
	53171	x.21 DCE, Female, F Screwlock, Cable 7FT-SAE	$150.00	
	53172	X.21 DTE, Male, M J-Screw, Cable 7FT-SAE	$150.00	
	53174	EIA 530 DTE, Male, M J-Screw, Cable 7FT-SAE	$150.00	
	53175	EIA 530 DCE, Female, F Screwlock, Cable 7FT-SAE	$150.00	
	53176	EIA232 DTE, Male, M J-Screw, Cable 7FT-METRIC	$150.00	
	53177	EIA232 DCE, Female, F Screwlock, Cable 7FT-METRIC	$150.00	
	53178	EIA232 DCE, Female, M J-Screw, Cable 7FT-METRIC	$150.00	
	53179	EIA 530 DTE, Male, M J-Screw, Cable 7FT-METRIC	$150.00	
	53180	EIA 530 DCE, Female, F Screwlock, Cable 7FT-METRIC	$150.00	
	53181	RJ45/BNC 75 Ohm Adapter	$150.00	
	53182	T1/E1 Cable 15FT	$25.00	
	53183	RJ45 Ethernet Cable 7FT	$25.00	
	53184	Control Cable CTP 7FT	$50.00	
	53185	T3/E3 ATM Cable 10 Feet. Must order: 2 cables - 1 for transmit and 1 for receive.	$85.00	
		Prices Effective Aug 09, 2003		
CABLE PRODUCTS				
CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	17269	T1/E1/MOD8 - DB15 Cable	$131.00	
	26975	5' DB26M-DB25F Adapter Cable. Straight through cable. Supports 6560 Serial Data Board.	$63.00	
	40380	6' 8DIN/M - 8DIN/M Straight Cable. DIN to DIN Straight Cable.	$24.00	

Code	Description	List Price	
40385	15' 8DIN/M - DB25M Custom Cable.	$65.00	
66186	15' DB25M-DB25M Straight Cable.	$98.00	
80114	15' DB25M-V.35M Custom Cable.	$131.00	
91876	7' DB25-DB25 Cable.	$55.00	
91917	7' DB25M-M34 Male	$95.00	
91918	7' DB25M-DB15 Male Cable.	$75.00	
91929	15' DB25M-DB25M Cable.	$55.00	
92017	7' DB26M - V.35M Adapter Cable. Supports 6560 Serial Data Board.	$85.00	
92050	15' DB26M-DB25M X-over Cable.	$98.00	
92089	7' DB25M-DB15F Cable. To V.11 DTE device (V.11 DCE DIM).	$60.00	
92112	7' DB25M-V.35F Custom ST	$107.00	
92113	7' DB25M-V.35M Custom ST	$107.00	
92115	7' DB26M-V.35M Custom ST	$116.00	

TO V.24 DTE DEVICE (V.24 DCE DIM)

Product		N. America Regional	
Code	Description	List Price	
80104	3' DB25M-DB25M Straight Cable V.24 straight-through cable, 3' male/male	$89.00	
80107	3' DB25M-DB25F Straight Cable. V.24 straight-through cable, 3' male/female.	$89.00	
80113	15' DB25M-DB25F Straight Cable. V.24 straight-through cable, 3' female/male.	$72.00	

TO V.24 DCE DEVICE (V.24 DTE DIM)

Product		N. America Regional	
Code	Description	List Price	
92035	15' DB26M-DB25M Straight Cable. Supports - 6560 Serial Data Board.	$74.00	

TO V.24 DCE DEVICE (FROM FIXED V.24 DCE)

Product		N. America Regional	
Code	Description	List Price	
80110	3' DB25M-DB25M X-over Cable. To V.24 DCE device from fixed V.24 DCE.	$72.00	

TO V.35 DTE DEVICE (V.35 DCE DIM)

Product		N. America Regional	
Code	Description	List Price	
92095	15' DB25M-V.35F Cable.	$131.00	
92104	7' DB25/M-V.35/F Custom Cable.	$105.00	
92143	7' DB26M-V.35F	$131.00	

TO V.35 DCE DEVICE (V.35 DTE DIM)

Product		N. America Regional	
Code	Description	List Price	

	80114	15' DB25M-V.35M Custom Cable.	$131.00	
TO V.11 DTE DEVICE (V.11 DCE DIM)				
	Product		N. America Regional	
	Code	Description	List Price	
	92144	7' DB26M-DB15F Cable. Supports - 6560 Serial Data Board.	$60.00	
LAN INTERFACE CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	17440	8' Token Ring STP Cable.	$65.00	
	17442	12' ENET/Token Ring UTP Cable.	$33.00	
	17443	25' ENET/Token Ring UTP Cable.	$57.00	
ADAPTER CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	40384	5' 8DIN/M - DB25F NM Adapter Cable.	$50.00	
EXTENSIONS CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	80109	15' DB25M-DB25M V.24 X-over Cable.	$105.00	
	80111	1' DB25M-DB25M V.24 X-over Cable.	$89.00	
OTHER CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	49634	Cable Assy DB9F/DB25M 6'	$155.00	
	92091	9' DB26M-DB26M Custom Cable	$83.00	
V.35 DATA CABLES				
	Product		N. America Regional	
	Code	Description	List Price	
	66685	15' V.35M-V.35M Straight Cable	$148.00	
		Prices Effective Aug 09, 2003		
VanguardMS Services				
	*VanguardMS Managed Services, Implementation Services, and some Professional Services are priced according to Device Class.			
	*Below is a listing of the network devices included in each Device Class. Any device not listed in this price book requires a custom quote at this time.			
	*See your sales representative for discounting structures.			
Product Classifications				
	Class A Products:	Class B Products:	Class C Products:	Class D Products:
	Vanguard 100	Vanguard 200	Vanguard 645X	Vanguard 6560 4-node

3Com Superstack	Vanguard 3XX		Vanguard 65XX	Vanguard 73XX
ADC CSU 658	Vanguard 642X/643X		ADC Access Bank	Vanguard 9000 OMS
Adtran 120e	Vanguard Guardian		Adtran Atlas	ADC 202T
Adtran 750	Adtran Channel Bank		Adtran Total Acces	ADC AAC-2
Adtran ISU 128	Cisco 17XX		Cisco 19XX 5-pack	ADC Cellsmart
Adtran ISU IQ+ISDN	Cisco 19XX		Cisco 36XX	Alcatel OMNI-5WX
Lantronics 8- or 16-p	Cisco 25XX		Cisco 3030	Alcatel OMNI-9WX
TDS Xplex LAN hubs	Cisco 26XX			Alcatel OMNI-PS5-250
Kentrox modems & D	Dell Server Power Edge 2550			Alcatel OMNI-PS9-DC500
Telenetics modems	Cisco 2524			Alcatel OMNI-PS9-DC725
Cisco 3002	Cisco Catalyst 29XX			Lucent Max 3000
Guardian - Managem	Cisco 3005			Cisco 3060
	Cisco 3015			Cisco 3080
	Guardian - Implementation			Cisco 71xx
				Cisco 72xx

MANAGED NETWORK SERVICES

*Managed Network Services charges exclude start-up fees. Minimum start-up fee is $3,000.			
*Managed Network Services contract minimum is $18,000 on an annual basis.			
*25-site minimum applies to Select Availability and Continuous Availability Services.			
*For VPN services, add VPN option fee to the price of managing the device under each class. VPN option fee is applicable when service is used for public internet VPN.			
*See VPN SOW for details.			

7X24 MANAGEMENT

Service Code	Description	Annual Prepay	Quarterly Prepay
6610-10013	7X24 Management - Class A (data only)	$600.00	$156.00
6610-10014	7X24 Management - Class B (data only)	$900.00	$234.00
6610-10015	7X24 Management - Class C (data only)	$1,800.00	$468.00
6610-10016	7X24 Management - Class D (data only)	$3,600.00	$936.00
6610-10017	7X24 Management - Other devices	CUSTOM	CUSTOM
6610-10018	7X24 Management - Voice option (all products)	$600.00	$156.00
6610-10035	Careguard 7x24 Mgt upgrade from Online Mgt (price per node)	$267.00	$70.00
6610-10039	VPN Remote Access Support & Management - charge per user.	$161.00	$42.00
6610-10040	VPN Option - Refer to VPN SOW for details on when fee applies.	$1,071.00	$279.00

SELECT AVAILABILITY

Service Code	Description	Annual Prepay	Quarterly Prepay
6610-10019	Select Availability - Class A (data only)	$750.00	$195.00
6610-10020	Select Availability - Class B (data only)	$1,200.00	$312.00
6610-10021	Select Availability - Class C (data only)	$2,100.00	$546.00
6610-10022	Select Availability - Class D (data only)	$3,900.00	$1,014.00

Service Code	Description	Annual Prepay	Quarterly Prepay
6610-10023	Select Availability - Other devices	CUSTOM	CUSTOM
6610-10024	Select Availability - Voice option (all products)	$600.00	$156.00
6610-10036	Select Availability upgrade from Online Mgt (price per node)	$588.00	$153.00

CONTINUOUS AVAILABILITY

Service Code	Description	Annual Prepay	Quarterly Prepay
6610-10025	Continuous Availability - Class A (data only)	$900.00	$234.00
6610-10026	Continuous Availability - Class B (data only)	$1,500.00	$390.00
6610-10027	Continuous Availability - Class C (data only)	$2,400.00	$624.00
6610-10028	Continuous Availability - Class D (data only)	$4,200.00	$1,092.00
6610-10029	Continuous Availability - Other devices	CUSTOM	CUSTOM
6610-10030	Continuous Availability - Voice option (all products)	$600.00	$156.00
6610-10037	Continuous Availability upgrade from Online Mgt (price per node)	$910.00	$238.00

OFFSHIFT MANAGEMENT

Service Code	Description	Annual Prepay	Quarterly Prepay
6610-10007	Basic Management - Class B (data only)	$461.00	$120.00
6610-10008	Offshift Management - Class B (data only)	$686.00	$178.00
6610-10009	Offshift Management - Class C (data only)	$1,361.00	$354.00
6610-10010	Offshift Management - Class D (data only)	$2,700.00	$702.00
6610-10011	Offshift Management - Other devices	CUSTOM	CUSTOM
6610-10012	Offshift Management - Voice option (all products)	$461.00	$120.00
6610-10039	VPN Remote Access Support & Management - charge per user.	$161.00	$42.00
6610-10041	VPN Option - Refer to VPN SOW for details on when fee applies.	$804.00	$209.00

BASIC MANAGEMENT

Service Code	Description	Annual Prepay	Quarterly Prepay
6610-10001	Basic Management - Class A (data only)	$418.00	$109.00
6610-10002	Basic Management - Class B (data only)	$568.00	$148.00
6610-10003	Basic Management - Class C (data only)	$1,125.00	$293.00
6610-10004	Basic Management - Class D (data only)	$2,250.00	$585.00
6610-10005	Basic Management - Other Devices	CUSTOM	CUSTOM
6610-10006	Basic Management - Voice option (all products)	$418.00	$109.00
6610-10039	VPN Remote Access Support & Management - charge per user.	$161.00	$42.00
6610-10042	VPN Option - Refer to VPN SOW for details on when fee applies.	$750.00	$196.00
	Prices Effective Aug 09, 2003		

MAINTENANCE SERVICES

*Maintenance contract minimum is $1,500 on an annual basis.

5X10 SYSTEM SUPPORT

Service Code	Description	Annual Prepay	Quarterly Prepay
6640-10001	5X10 System Support - Tran	$129.00	$34.00
6640-10005	5X10 System Support - VG100/200/650D	$193.00	$50.00

	6640-10009	5X10 System Support - VG3XX	$257.00	$67.00
	6640-10013	5X10 System Support - VG642X/643X	$504.00	$131.00
	6640-10017	5X10 System Support - VG645X	$686.00	$178.00
	6640-10021	5X10 System Support - VG65XX	$1,200.00	$312.00
	6640-10025	5X10 System Support - VG73XX	$4,136.00	$1,075.00
	6640-10029	5X10 System Support - Guardian (up to 8 cameras)	$310.00	$86.00
7X24 SYSTEM SUPPORT				
	Service Code	Description	Annual Prepay	Quarterly Prepay
	6640-10003	7X24 System Support - Tran	$204.00	$53.00
	6640-10007	7X24 System Support - VG100/200/650D	$289.00	$75.00
	6640-10011	7X24 System Support - VG3XX	$386.00	$100.00
	6640-10015	7X24 System Support - VG642X/643X	$761.00	$198.00
	6640-10019	7X24 System Support - VG645X	$1,029.00	$268.00
	6640-10023	7X24 System Support - VG65XX	$1,800.00	$468.00
	6640-10027	7X24 System Support - VG73XX	$6,214.00	$1,616.00
	6640-10031	7X24 System Support - Guardian (up to 8 cameras)	$464.00	$130.00
5X10 REMOTE SYSTEM SUPPORT				
	Service Code	Description	Annual Prepay	Quarterly Prepay
	6640-10002	5X10 Remote System Support - Tran	$107.00	$28.00
	6640-10006	5X10 Remote System Support - VG100/200/650D	$161.00	$42.00
	6640-10010	5X10 Remote System Support - VG3XX	$204.00	$53.00
	6640-10014	5X10 Remote System Support - VG642X/643X	$407.00	$106.00
	6640-10018	5X10 Remote System Support - VG645X	$557.00	$145.00
	6640-10022	5X10 Remote System Support - VG65XX	$964.00	$251.00
	6640-10026	5X10 Remote System Support - VG73XX	$3,311.00	$861.00
7X24 REMOTE SYSTEM SUPPORT				
	Service Code	Description	Annual Prepay	Quarterly Prepay
	6640-10004	7X24 Remote System Support - Tran	$171.00	$44.00
	6640-10008	7X24 Remote System Support - VG100/200/650D	$236.00	$61.00
	6640-10012	7X24 Remote System Support - VG3XX	$311.00	$81.00
	6640-10016	7X24 Remote System Support - VG642X/643X	$611.00	$159.00
	6640-10020	7X24 Remote System Support - VG645X	$825.00	$215.00
	6640-10024	7X24 Remote System Support - VG65XX	$1,436.00	$373.00
	6640-10028	7X24 Remote System Support - VG73XX	$4,971.00	$1,292.00
		Prices Effective Aug 09, 2003		
IMPLEMENTATION SERVICES - ONE TIME CHARGES				
	*Voice option implementation price assumes service is performed with base node. An additional site visit charge will be incurred for implementation of cards into field units.			
	*Additional site visits are charged per site for multi-day implementation and for options not implemented at the time of device implementation.			
IMPLEMENTATION				

	Product		N. America Regional	
	Code	Description	List Price	
	6620-10001	Implementation - Class A (data only)	$495.00	
	6620-10002	Implementation - Class B (data only)	$695.00	
	6620-10003	Implementation - Class C (data only)	$1,395.00	
	6620-10004	Implementation - Class D (data only)	$3,995.00	
	6620-10005	Implementation - Other devices	CUSTOM	
	6620-10006	Implementation - Voice option, all products. Up to 8 ports per card.	$230.00	
	6620-10007	Implementation - Voice option, all products. Up to 16 ports per card.	$350.00	
	6620-10008	Implementation - Voice option, all products. Up to 30 ports per card.	$530.00	
	6620-10009	Implementation - Voice option, all products. Up to 60 ports per card.	$1,050.00	
	6620-10010	Implementation - Voice option, all products. Greater than 60 ports.	CUSTOM	
	6620-10011	Additional Site Visit	$430.00	
	6620-10012	Product Upgrade	$430.00	
	6620-10013	Implementation weekday Non-PPM VGMS Engineer Required On Site. 50% uplift.	CUSTOM	
	6620-10014	Weekend Implementation, VGMS Engineer Required On Site. 150% uplift.	CUSTOM	
	6620-10016	VPN Remote Access Client Installation per user.	$10.00	
		Prices Effective Aug 09, 2003		
PROFESSIONAL SERVICES - One Time Charges				
PROFESSIONAL SERVICES				
	Service Code	Description	Price	
	6630-10001	Software updates - remote load of new release. Charge per node.	$175.00	
	6630-10002	Node Configuration Changes. Charge per node.	$100.00	
	6630-10003	Staging. Charge per hour.	$200.00	
	6630-10004	Tech Training On Site. Charge per day plus travel and expenses.	$3,000.00	
	6630-10005	Network Design. Charge per day.	$2,500.00	
	6630-10006	Network Audit. Charge per day.	$2,500.00	
	6630-10007	Managed Services Set-Up Fee. Applies to Basic, Offshift, and 7x24 Service. Charge per node.	$100.00	
	6630-10008	Managed Services Set-Up Fee. Applies to products not on approved product list.	CUSTOM	
	6630-10009	Select and Continuous Availability Start-Up Fee. For Device Classes A and B. Charge per site.	$500.00	
	6630-10010	Select and Continuous Availability Start-Up Fee. For Device Class C. Charge per site.	$750.00	
	6630-10011	Select and Continuous Availability Start-Up Fee. For Device Class D. Charge per site.	$1,000.00	
	6630-10012	Select and Continuous Availability Start-Up Fee. For Other Devices and Central Site Location.	CUSTOM	

6630-10013	Availability Assessment. Applies to Select Availability and Continuous Availability Managed Services, 25 Site Minimum.	$7,500.00	
6630-10014	Site Visit.	$430.00	
6630-10015	Central/Hub Onsite Presence. Charge per day.	$1,200.00	
6630-10016	Hardware Install Class A. Charge per unit.	$417.00	
6630-10017	Project Management. Charge per node.	$125.00	
6630-10018	Adds/Moves/Changes. Complete review of customer requirements mandatory. This service is available to support changes to a node or site after the initial implementation has been completed by VanguardMS. Charges are per hour plus travel and expenses.	$200.00	
6630-10019	Implementation 2nd unit or additional option, same site visit. Minimum charge $160.	CUSTOM	
6630-10020	Product Upgrade Non-VanguardMS transmission product, contracted customer. Charge per hour plus travel and expenses. Tran product contracted customer. Charge per hour plus travel and expenses.	$200.00	
6630-10021	Hub Node Configuration. Charge per node.	$30.00	
6630-10022	System Integrator On-Site Consultation. Provides network implementation consulting service to assist customers during the design and planning stages of an implementation. Charge per day plus travel and expenses.	$2,500.00	
6630-10023	On-site Site Survey.	$430.00	
6630-10024	Remote Software Download, managed account. Includes custom image build and load. Charge per node.	$100.00	
6630-10025	Custom Image Build, unmanaged account. Charge per image.	$250.00	
6630-10026	Out of Scope Labor (contracted customers only). Charge per hour plus travel. PPM one hour minimum, Non-PPM two hour minimum.	$200.00	
6630-10027	Out of Scope Labor (Non-contracted customer or Non-PPM). Charge per hour plus travel. Two hour minimum.	$300.00	
6630-10028	Travel, Fixed Fee.	$240.00	
6630-10029	Network Evaluation/Optimization. In-depth consulting services to help customers evaluate, analyze, and optimize their existing information network. 8 hour minimum. Charge per hour plus travel and expenses.	$300.00	
6630-10030	Weekend Dial-in Optimization or Reconfiguration Changes. SI or PSE required but not on site. 100% uplift. Charge per hour.	$600.00	
6630-10031	Weekday Non-PPM Dial-in Optimization or Reconfiguration Changes. SI or PSE required but not on site. 30% uplift. Charge per hour.	$390.00	
6630-10033	Expedite Fee. Implementation with less than 5 days notice. 50% uplift of implementation price.	CUSTOM	
6630-10034	Reschedule/Cancel Fee. Reschedule or cancellation of implementation with less than 24 hour notice.	$430.00	
6630-10035	Reschedule/Cancel Fee. Reschedule or cancellation of implementation with less than 48 hours notice.	$75.00	
6630-10036	Site Dedicated.	CUSTOM	

6630-10038	System Integrator Consulting Service. Remote phone support. Complete review of customer requiremenrts mandatory. Customer requests VanguardMS assistance in isolating a non-VanguardMS issue/problem. Charge per hour.	$200.00	
6630-10039	Consulting Services. Charge per hour.	$200.00	
6630-10040	Hardware Install Class B. Charge per unit.	$417.00	
6630-10041	Hardware Install Class C. Charge per unit.	$837.00	
6630-10042	Hardware Install Class D. Charge per unit.	$2,397.00	
6630-10043	Hardware Install Custom. Charge per unit.	CUSTOM	
6630-10044	Custom Image Remote Load, unmanaged account. Charge per node. If on-site load is required, additional site visit charge applies.	$150.00	
6630-10074	Dial-in optimization or reconfiguration changes PPM. SI or PSE required but not on site. Charge per hour.	$300.00	
6630-10079	T&M Silver Package. Non-Contracted Maintenance Customer. 5 Dispatch Activities Inclusive of Parts.	$11,250.00	
6630-10080	T&M Gold Package. Non-Contracted Maintenance Customer. 10 Dispatch Activities Inclusive of Parts.	$20,000.00	
6630-10081	T&M Platinum Package. Non-Contracted Maintenance Customer. 15 Dispatch Activities Inclusive of Parts.	$27,000.00	
6630-10082	T&M Silver Package. Contracted Maintenance Customer. 5 Dispatch Activities Inclusive of Parts.	$3,750.00	
6630-10083	T&M Gold Package. Contracted Maintenance Customer. 10 Dispatch Activities Inclusive of Parts.	$7,000.00	
6630-10084	T&M Platinum Package. Contracted Maintenance Customer. 15 Dispatch Activities Inclusive of Parts.	$9,750.00	
6630-10085	Inside Wiring.	CUSTOM	
	Prices Effective Aug 09, 2003		