

Introduction

In today's competitive IT markets, ISVs with finite resources need a responsive approach towards platform development to maximize their market impact. nAppliance Networks provides the breadth of experience and the responsiveness that ISVs require to create compelling appliance solutions.

Business Challenges for Solution Providers

ISVs and developers of appliance solutions face numerous challenges in today's competitive markets. Responding rapidly to changes in your market with new platforms, reducing time-to-market and delivering competitive products at the right price points are critical to your success. Focusing on your core competency—creating great software—while offloading important supply chain responsibilities can be a winning strategy for ISVs and developers. These can include platform design, manufacturing, order and shipment logistics, product support, warranty, and many others.

Appliances can provide numerous advantages for your business. For software developers accustomed to deploying their software on a myriad of different systems, moving to a standard appliance platform can simplify and speed installations, enable faster time-to-revenue, reduce support headaches, reduce customer barriers to purchase and deployment, improve the user's experience, and extend the ISVs brand. Appliances offer security advantages to your customers as well, with non-essential ports and services disabled to minimize possible attacks and vulnerabilities.

For many ISVs however, offering an appliance-based solution is a mixed blessing. For all the advantages of an appliance approach, many ISVs worry about entering the hardware business, with key concerns being product margins, inventory management, and hardware support. Choosing the right OEM appliance partner is important to the success of your appliance products, and can alleviate concerns about embracing the hardware appliance model. Look for an OEM partner capable of addressing your design, manufacturing, fulfillment, and product support needs now and in the future.



OEM Solutions from nAppliance Networks

nAppliance Networks provides a complete OEM appliance solution. With a full complement of design, manufacturing, logistics, and support services, nAppliance Networks can tailor a solution to fit your exact requirements. We are also highly responsive—we can deliver reference systems in as little as ten days, enabling your appliance program to get off to a fast start.

nAppliance Networks has numerous standard proven hardware designs that can jump-start your appliance program. In addition, appliance platforms engineered to your exact specification can be easily accommodated. Appliance platform enclosure options can include small footprint desktop appliances, 1u, 2u, or 3u rack mount appliances, and blade servers. Other platform options include single, redundant, and hot-swappable power supplies, single, dual, or quad core microprocessors from both Intel and AMD, single, dual, RAID, and hot-swappable hard disks, variable amounts of system RAM, and numerous network interface options. All platforms can include custom bezels and complete branding flexibility, both for the appliance itself and for the product packaging.

nAppliance Networks can provide custom software configurations and builds, including loading your operating system and configuration of choice, pre-loading any required system utilities, and loading your application software and default configuration.

Let nAppliance Networks be your virtual hardware department, handling all aspects of hardware design, manufacturing, inventory management, shipment, and support.

OEM Appliance Solutions for Many Applications

Appliance solutions from nAppliance Networks can address the needs of OEMs in many areas, including:

- Networking
- Storage
- Security
- Telecom
- Kiosks
- Industrial equipment
- Healthcare systems

nAppliance Networks Solution Benefits

ISVs gain numerous benefits from partnering with nAppliance Networks on appliance solutions, including:

- ✓ Accelerates time-to-market for your appliance initiative
- ✓ Allows you to focus on what you're great at—building unique software that solves your customers problems
- ✓ Provides proven, high-quality appliance hardware platforms. Increased flexibility and responsiveness in platform design.
- ✓ Ability to outsource the full product lifecycle of design, manufacturing, inventory, order management, fulfillment, and product support, or just those portions that you require
- ✓ Reduced inventory costs

Why nAppliance Networks: A Proven OEM Partner

nAppliance Networks delivers high-quality OEM appliance solutions that meet your exact requirements. nAppliance Networks is ISO 9001: 2000 certified, and our OEM solutions deliver the quality, performance, and functionality that you expect, at a highly competitive price. nAppliance Networks has many years of experience in developing appliance platforms for ISVs. nAppliance Networks is the appliance provider of choice to many of the security and networking industries' largest vendors. We incorporate the latest industry-standard technologies to meet your specific product requirements. Utilizing our proven appliance platforms and custom design capabilities will help reduce your time-to-market, while ensuring competitive designs and the operational stability that you need. nAppliance Networks can provide the flexibility you require as well, offering customized hardware and services tailored to your exact requirements. Finally, nAppliance Networks gives you a focused OEM account team dedicated to the success of your business.

About nAppliance Networks

nAppliance Networks is an innovative, customer-focused provider of customized network infrastructure products such as network servers and nAppliance is a fully-owned subsidiary of Iron Systems, an innovative, customer-focused provider of customized network infrastructure products such as network servers and appliances services.

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