

ZPE Solutions Guide

Simplifying the future
of networking together



www.mbtechnology.co.uk



When downtime isn't an option.

ZPE Remote Network
Management Solutions
keep critical systems
online from anywhere.

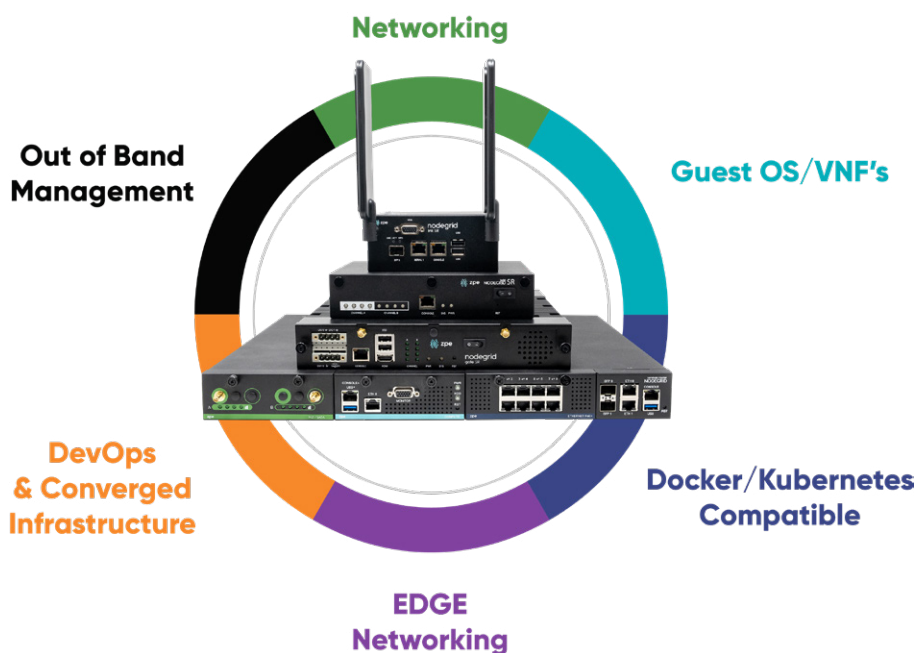
Resilient, secure, scalable
network for Datacentre
and Branch.

Ask your customer on your next call...

“How do you manage network infrastructure when you are not at the physical location?”

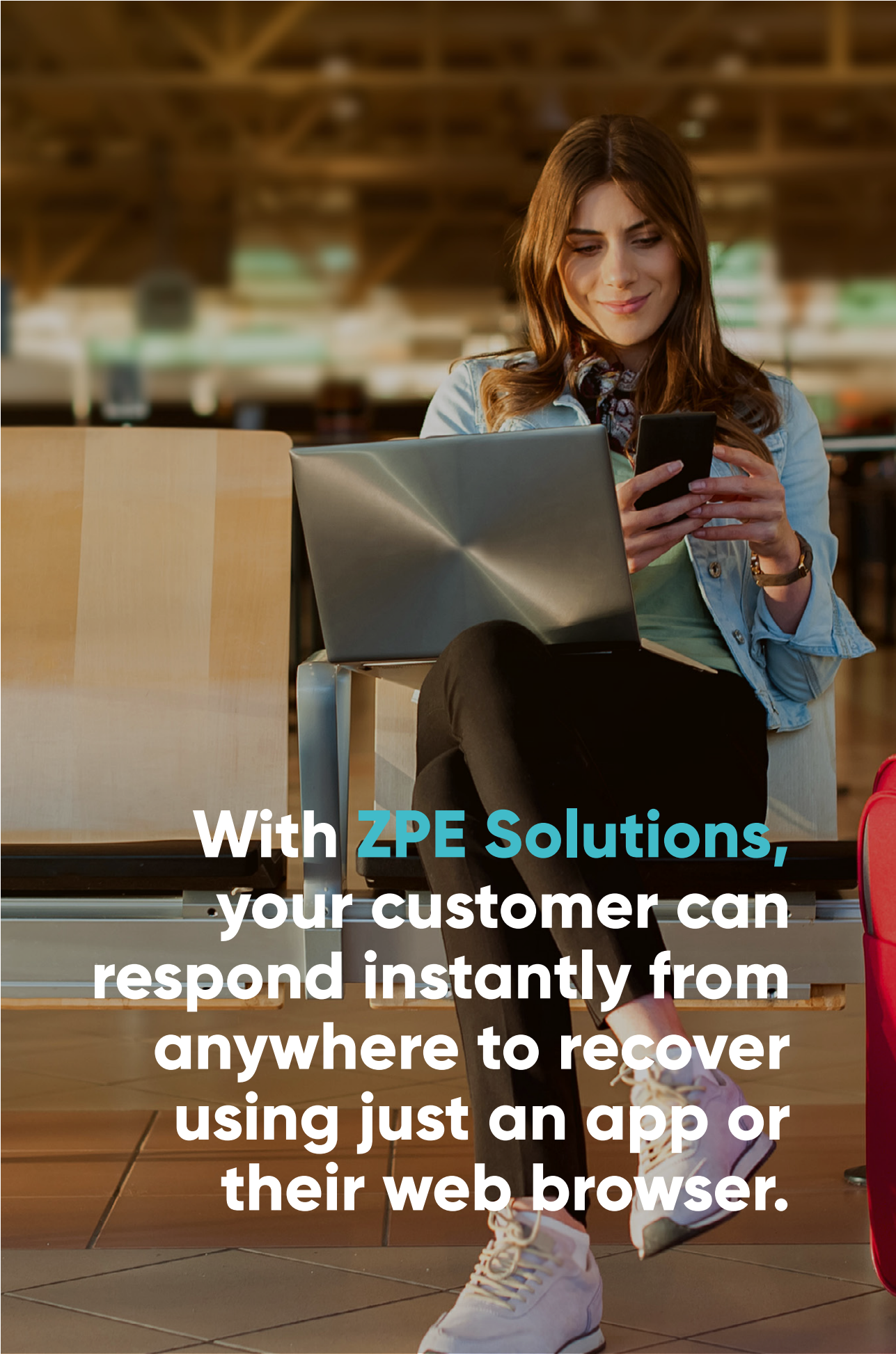
Elevator pitch

ZPE Systems enables ‘anywhere’ operations from the datacentre to the edge. Combining Next Gen Out-of-Band Management with network automation tools providing secure remote access, management, monitoring, control, and deployment of critical IT infrastructure from anywhere, anytime, any app -regardless of vendor and is the gold standard for 6 out of 10 most valuable global Top Tech Giants.



Customer challenges and how ZPE can solve them

Pains	ZPE Solutions
Difficult to recover from & prevent downtime	Automation for self-healing networks & failover for seamless continuity
Truck rolls & service times bring rising costs	Minimise costs with full virtual presence via out-of-band management
Lack of skilled on-prem staff prolongs troubleshooting	Respond instantly from anywhere to recover using just your web browser
Disjointed infrastructure inhibits modernisation	All-in-one nodegrid routers accommodate true multi-vendor freedom & flexibility
Mixed management consoles adds complexity	Centralise visibility & access using ZPE cloud
Lack of automation multiplies configuration time & effort	Automate to day 2 operations using open architecture & rich orchestration
Lack of visibility means support can only react	Be proactive using usb sensor data & visualisation via nodegrid data lake
Limited backups jeopardise continuous internet access	Stay reliable using redundant wan failover to fiber, copper, 5g/4g LTE cellular
Manual work stifles deployment repeatability	Eliminate manual tasks with orchestration and cloud-based zero touch provisioning
Non-contextual data logs impede compliance & auditing	Streamline compliance & audits with contextual logs & actionable data
Lacking root-of-trust features leaves security gaps	Gain full peace of mind with complete root-of-trust, SASE, & ZTNA

A woman with long brown hair, wearing a light blue denim jacket over a green top and black pants, is sitting on a modern, light-colored bench. She is looking down at a black smartphone in her hands, with a laptop open on her lap. The background is a blurred indoor setting, possibly a library or a modern office, with warm lighting. The text is overlaid on the lower half of the image.

**With ZPE Solutions,
your customer can
respond instantly from
anywhere to recover
using just an app or
their web browser.**

Ideal Customer

Industry

Large Enterprises:

- Banking
- Cloud Providers
- Co-locations
- Datacentre
- Education
- Finance
- Government
- Healthcare
- High Tech
- Hosting
- Hyperscalers
- Labs
- Manufacturing
- MSP/MSSPs
- Oil, Gas & Mining
- Retail
- SD-WAN
- Service Providers
- Supply Chain
- Telecom
- University Campus
- Utility
- Warehousing

Location

Anywhere in the world with numerous satellite offices

Distributed Sites

50+ locations (multiple implementations)

Ownership Framework

Publicly held organisations are most relevant

Ideal Buying Audience

- ✓ Medium to large enterprise network teams
- ✓ Companies with multiple data centres/campuses, branches, or edge networks
- ✓ Looking for an OOB solution
Want to modernise with automation, scripting, and hosting
- ✓ Looking to simplify management infrastructure
- ✓ Looking to replace Java and/or use Python, Ansible
- ✓ Enterprises with EOL products such as Cisco ISR 4000 replacement
- ✓ Looking to Host for SD-WAN

Ideal Buyer

Job Level

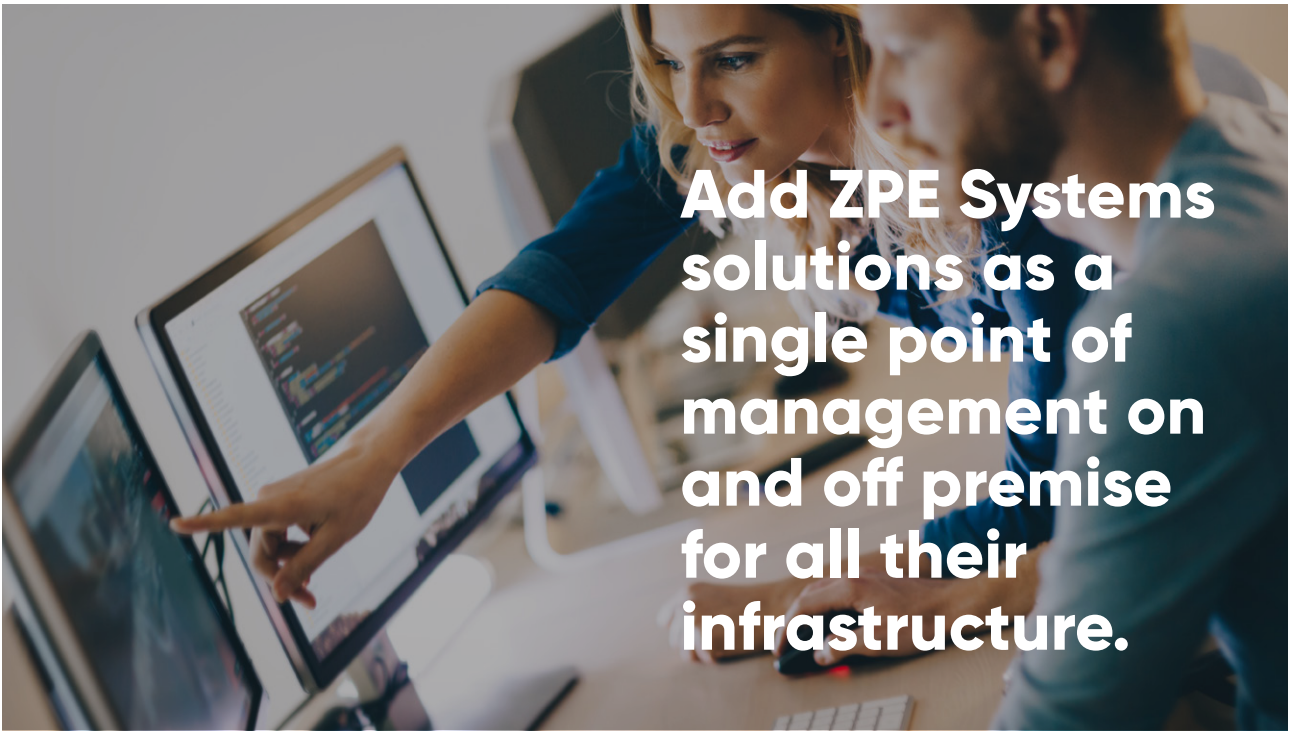
Sr. Manager. Director. VP. Engineer. Architect.

Title

- Datacentre Manager
- CIO/CISO
- Enterprise Architecture
- Information Security
- Infrastructure Architect
- Infrastructure Manager
- IT Manager
- NetOps
- Network Architect
- Network Infrastructure
- Network Manager
- Operations
- Security Ops

Role

Influencer/decision maker (both on financial and technical aspects or only technical aspect)



Discovery Questions

Do You?

- Have to address support tickets from remote offices?
- Have a business continuity plan and on-site resources available to ensure uptime at all your datacentres and remote sites?
- Have EOL Cisco, Avocent or other console servers that need replacing?
- Have cellular failover if your network goes down?
- Use anything to manage hubs/routers/firewalls & other network appliances?

How?

- Do you manage your IT Infrastructure remotely?
- Do you keep sites running without physical access to gear?

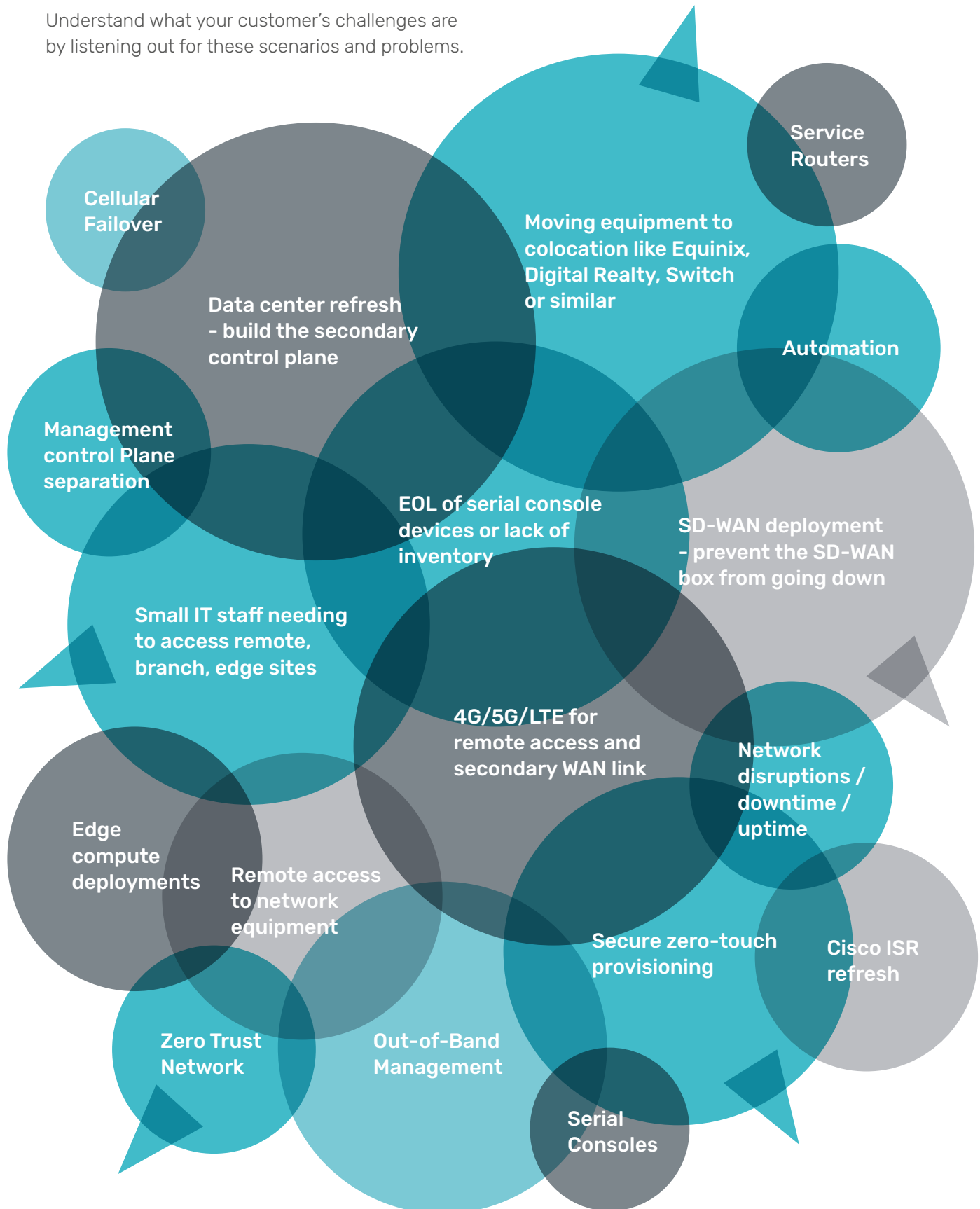
- Much does it cost to send engineers to sites if there is a network disruption?
- Do you meet SLAs with a smaller workforce? Are you smart hand enabled?
- Do you comply with security updates? Are you manually updating each device one by one? What is your fallback?
- Critical is network resilience to your business?
- Long is the recovery period when your network goes down? What does this cost your company?

Are you?

- Planning a move to 5G?
- Considering an SD-WAN deployment?
- Up-to-date on your latest security patches?

What to listen for

Understand what your customer's challenges are by listening out for these scenarios and problems.



Zero Effort, Zero Panic, 100% Access and Control from the Edge to the Core.

Delivering network control your
customers don't have to think about.



Example Conversation

“ Many organisations like yours feel their networks and services break easily and take too long to fix, especially after witnessing prolonged outages like with Microsoft Exchange, Slack, and other services you’ve seen go down for hours at a time. ”

ZPE Systems was founded by veterans of industry-leading networking and security companies to enable flexible yet secure remote access to network equipment, since it’s the backbone of business. Our Nodegrid platform features enterprise-grade security, but is also Linux-based to integrate seamlessly with your existing infrastructure. It’s a unified platform that keeps your business assets online, without having to juggle many different solutions.

1 What is the biggest challenge you have managing your IT infrastructure today?

- Downtime
- Security Issues
- Troubleshooting / Truck Rolls
- Slow Deployments / Provisioning
- Vendor Lock-In
- Access to Co-Locations & Edge Networks
- End-of-Life on Appliances
- Compliance Issues

2 Are you planning to evaluate your existing network solutions to improve uptime and remote access to your edge branch network in 2023?

Yes? No? Unsure?

3 Do you have a lot of remote or distributed locations?

If Yes, go to 4. If No, go to 5.

4 Do you have to dispatch technicians to perform on-site fixes?

Yes? No?

5 Are you considering any of the following technologies?

- Security:
 - Secure Access Service Edge (SASE)
- Out of Band Management
- Orchestration & Automation
- Cloud Automation (NetDevOps / Edge Ops)
- 5G

6 What is your role in the evaluation / selection process?

- Part of the decision-making team
- Part of the evaluation team
- Recommender to the above

7 Is there a timeframe in place for the completion of the evaluation and selection process?

Yes? No?

- If Yes
 - < 3 months
 - 4 to 6 months
 - 7 to 12 months
 - 1 year or more

ZPE Systems Solutions Overview

ZPE's standard capabilities help your customers eliminate human error with easy to set up secure remote access and automation through their centralised management portal.

ZPE enables ANYTIME, ANYWHERE, operation, allowing IT to do more with their personnel, reduce downtime, and lower remediation cost.



Failover to Cellular

Allowing organisations to maintain connectivity and decrease disruption, Failover to Cellular easily integrates with existing IT systems and network infrastructure.

Secure Zero Touch Provisioning

Simplifying the deployment process, Zero Touch Provisioning (ZTP) automates initial connection to ZPE cloud and ongoing repetitive tasks, reducing human touch points and decreasing errors.

Out-of-Band

Operating independently from the in-band network.

Centralised Management

Single pane of glass view of your entire network infrastructure without the need to install additional management software

Next Gen Out-of-band SD-WAN

Automatically sets up separate control plane infrastructure for access and automation

Edge Automation Platform

With tools and ability to run virtual machines and enable Network as code and AIOps

Collapse IP and Serial management

With built in Enterprise routing with BGP support using secure FRR

ZPE Product Overview

Enterprise Solutions



Nodegrid Serial Console Plus

- Provides fast, secure, and reliable access to server, network, storage, power, and other serial console devices
- Available in 16, 32, 48 or 96 port options
- Optional 5G/4G LTE cellular & Wi-Fi modules
- Ideal for Datacentres



Nodegrid Serial Console

- Just 1U of rack space
- Available in 16, 32, 48 or 96 port options
- Auto-sensing capabilities - detects & reconfigures serial device pinouts on-the-fly
- Ideal for a Datacentre with a mixed environment



Nodegrid Net Services Router

- Modular solution
- Designed for Software-Defined Networking (SDN)
- Ideal for remote/branch offices, retail locations

Network Edge Routers



Nodegrid Bold SR

- Lightweight solution
- Multi-functional, reducing the tech stack
- Ideal for remote/branch offices, retail locations



Nodegrid Gate SR

- Deploy anywhere on your network
- Boosts provisioning capabilities and set up virtualised environments
- Ideal for Branch, Edge, & Colocation Network Devices



Nodegrid Hive SR

- Acts as an all-seeing eye at your edge locations
- Gather device environmental data to protect your assets
- Ideal for Branch, Edge, & Colocation Network Devices



Nodegrid Link SR

- Brings versatility in a tiny networking package
- Links server rooms, closets, and branch locations to the internet
- Ideal for remote/branch offices, retail locations

To recap: ZPE Systems innovative solutions simplify infrastructure management at the datacentre, branch, and edge, delivering network control your customers don't have to think about.

ZPE offers modular, customisable, and future-proof devices.

With a team of more than a 100 years of combined networking experience and trusted by the world's biggest companies in automotive, retail, education, IT, finance, hosting, and many other industries, ZPE's mission is to make network management second nature.

- Trade costly on-site support for remote network management
- Conveniently control their network
- Manage their network on their terms
- Deliver network control that they don't have to think about
- Access and control critical IT systems with zero effort
- Streamline Deployments
- Minimise impact of disruptions
- Simplify branch infrastructure
- Increase productivity with automation
- Improve network security

Why become a Reseller Partner?

Adding ZPE to every networking deal increases your commission and can earn you extra money in sales incentives.

- Deal Registration
- Partner Portal
- Demo Units
- Emerging European Vendor

A close-up, slightly low-angle shot of a middle-aged man with short grey hair and black-rimmed glasses. He is smiling warmly as he looks down at a laptop screen. He is wearing a dark grey, textured blazer over a dark t-shirt. The background is softly blurred, showing what appears to be a modern office or home workspace with a window. The lighting is natural and soft, highlighting the man's features and the texture of his clothing.

Zero Effort, Zero Panic, 100% Access and Control.

As an authorised distributor for ZPE, we are on hand to find the correct solution for you and your customer.



Get in touch

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