





# WAN Routers Sales Guide

The 3Com® Router 3000 and Router 5000 families deliver flexible, cost-effective routing for the medium enterprise to remote small office. Available in a fixed form factor, or modular desktop or rack mount, configuration, these routers let your network adapt to meet changing business needs:

- Full-featured IP and IPX WAN router with support for multicast, VPN, and security at an affordable price
- The perfect choice for corporate or the remote branch office environment
- Routers deliver end-to-end data and voice in conjunction with 3Com enterprise switch and voice solutions

This sales guide provides essential information for pursuing and winning business with 3Com WAN Router solutions.

3Com Product Name	Customer Requirements	Key Selling Features	3Com Part Number
<p><b>3Com Router 3000 Family</b></p> 	<ul style="list-style-type: none"> <li>• Fixed-configuration router that's easy to install</li> <li>• Proven interoperability with existing routers</li> <li>• Full-featured WAN router</li> <li>• Availability of popular WAN Interfaces</li> <li>• Security at each location</li> <li>• Management and control of remote routers</li> <li>• No future memory or software upgrades required to run any of the features</li> </ul>	<ul style="list-style-type: none"> <li>• Desktop form factor with 64MB memory, 1 10/100 LAN and 1 or 2 WAN interfaces. Support for dual WAN including high-speed serial, ISDN, and T1/PRI, depending on model</li> <li>• Full support of IP and IPX routing using OSPF, RIP v1 and v2, BGP-4 and Static Routing</li> <li>• Extensively tested with Cisco and other vendors to verify interoperability for standards-based networking protocols and features</li> <li>• Supported with GUI-based 3Com Network Supervisor and 3Com Router Manager<sup>1</sup></li> <li>• Remote diagnostics and troubleshooting including SNMP v 1, 2 and 3, Telnet, CLI, SSH, RMON, and Info Center diagnostic tool</li> <li>• Includes security features such as firewall, VPN, L2TP, GRE, IPSec, ACLs, NAT, RADIUS, PAP/CHAP</li> <li>• Support for IGMP multicasting, VLAN, traffic rate limiting, and QoS, to prioritize critical content and voice</li> <li>• 3Com Router 3012: 1 x 10/100, 2 high-speed serial WAN</li> <li>• 3Com Router 3013: 1 x 10/100, 1 ISDN BRI S/T, 1 high-speed serial WAN</li> <li>• 3Com Router 3015: 1 x 10/100, 1 ISDN BRI U, 1 high-speed serial WAN</li> <li>• 3Com Router 3016: 1 x 10/100, 1 T1/Channelized T1/ISDN PRI WAN</li> </ul>	<p><b>3C13612</b> 3Com Router 3012  <b>3C13613</b> 3Com Router 3013  <b>3C13615</b> 3Com Router 3015  <b>3C13616</b> 3Com Router 3016</p>
<p><b>3Com Router 5000 Family</b></p> 	<ul style="list-style-type: none"> <li>• Modular router platform that can grow along with your network</li> <li>• Proven interoperability with existing routers</li> <li>• WAN interfaces to support low-speed and high-speed links</li> <li>• Network security and access control from unauthorized access or users</li> <li>• Remote management and diagnostics to solve problems quickly</li> <li>• Support for converged data, voice, and content delivery</li> <li>• No future memory or software upgrades required to run any of the features</li> </ul>	<ul style="list-style-type: none"> <li>• Desktop or rack-mount form factor with maximum memory and modular slots to accommodate LAN and WAN interface modules</li> <li>• Support for LAN and WAN modules including: 10/100BaseT, high-speed serial, ISDN, Channelized T1, E1, T3 or E3</li> <li>• Full support of IP and IPX routing using OSPF, RIP v1 and v2, BGP-4 and Static Routing</li> <li>• Extensively tested with Cisco and other vendors to verify interoperability for standards-based networking protocols and features</li> <li>• Supported with GUI-based 3Com Network Supervisor and 3Com Router Manager<sup>1</sup></li> <li>• Remote diagnostics and troubleshooting including SNMP v 1, 2 and 3, Telnet, CLI, SSH, RMON and Info Center diagnostic tool</li> <li>• Includes security features such as firewall, VPN, L2TP, GRE, IPSec, ACLs, NAT, RADIUS, and PAP/CHAP</li> <li>• Support for IGMP multicasting, VLAN, traffic rate limiting, and QoS, to prioritize critical content and voice applications.</li> <li>• 3Com Router 5009: 1 x 10/100, 1 x serial port, 2 SIC slots, 1 MIM slot</li> <li>• 3Com Router 5231: 2 x 10/100, 3 MIM slots</li> <li>• 3Com Router 5640: 4 MIM slots</li> <li>• 3Com Router 5680: 8 MIM slots</li> </ul>	<p><b>3C13700</b> 3Com Router 5009  <b>3C13750</b> 3Com Router 5231  <b>3C13754</b> 3Com Router 5640  <b>3C13758</b> 3Com Router 5680</p>

<sup>1</sup> Available, at additional cost, with 3Com Network Administrator

## Comparison Table: 3Com WAN Routers

Product	SKU	Modular or Fixed Platform	SIC / MIM Upgrade Slots	Embedded 10/100 LAN	Embedded WAN	IP, IPX, BGP-4, OSPF, VPN, Firewall, QoS, VPN, VLAN	Memory
<b>3Com Router 3000 Family</b>							
3Com Router 3012	3C13612	Fixed	0 / 0	1	2 Serial	Yes	64 MB
3Com Router 3013	3C13613	Fixed	0 / 0	1	1 ISDN BRI S/T 1 Serial	Yes	64 MB
3Com Router 3015	3C13615	Fixed	0 / 0	1	1 ISDN BRI U 1 Serial	Yes	64 MB
3Com Router 3016	3C13616	Fixed	0 / 0	1	1 T1/CT1 /PRI	Yes	64 MB
<b>3Com Router 5000 Family</b>							
3Com Router 5009	3C13700	Modular	2 / 1	1	1 Serial	Yes	128 MB
3Com Router 5231	3C13750	Modular	0 / 3	2	0	Yes	256 MB
3Com Router 5640	3C13754	Modular	0 / 4	0	0	Yes	256 MB
3Com Router 5680	3C13758	Modular	0 / 8	0	0	Yes	256 MB

## Modules for 3Com WAN Routers: Smart Interface Cards (SICs) and Multifunction Interface Modules (MIMs)

Product	SKU
<b>Router 5009 SICs</b>	
3Com Router 5009 1-Port 10/100BASE-T SIC	3C13712
3Com Router 5009 1-Port Serial SIC	3C13714
3Com Router 5009 2-Port ISDN S/T SIC	3C13716
3Com Router 5009 2-Port ISDN U SIC	3C13718
3Com Router 5009 1-Port Fractional T1 SIC	3C13720
3Com Router 5009 1-Port Fractional E1 SIC	3C13722

Product	SKU
<b>Router 5009, 5231, 5640 &amp; 5680 MIMs</b>	
3Com Router 5000 Series Encryption Accelerator MIM	3CR13771-75

Product	SKU
<b>Router 5231, Router 5640 &amp; Router 5680 MIMs</b>	
3Com Router 5000 Series 2-Port 10/100BASE-T MIM	3C13761
3Com Router 5000 Series 4-Port Serial MIM	3C13763
3Com Router 5000 Series 4-Port Serial MIM with X.21	3C13764
3Com Router 5000 Series 2-Port E1/CE1/PRI MIM	3C13765
3Com Router 5000 Series 4-Port E1/CE1/PRI MIM	3C13766
3Com Router 5000 Series 4-Port ISDN S/T MIM	3C13767
3Com Router 5000 Series 2-Port T1/CT1/PRI MIM	3C13769
3Com Router 5000 Series 1-Port Channelized T3 MIM	3C13775
3Com Router 5000 Series 1-Port Channelized E3 MIM	3C13777

## Sales Value Proposition

### All routers ship with:

- Maximum memory. No confusing upgrades to purchase later
- One software build which provides all the available features
- Support for industry standard protocols
- Same software functionality in all routers
- No expensive or hidden costs to add features later
- Single point of contact for entire end-to-end network, including service, support and training



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To learn more about 3Com solutions, visit [www.3com.com](http://www.3com.com). 3Com is publicly traded on NASDAQ under the symbol COMS.

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