



VPN - Virtual Private Networks

Set your sights on an effective VPN strategy and watch your business soar.

Virtual Private Networks – or **VPNs** – have risen recently from relative obscurity to international celebrity status. Why all the excitement over **VPNs**? Are they just the fad of the month, or do **VPNs** truly represent a significant and lasting change in the way that businesses communicate? Many organizations are asking these questions as they map their strategies for supporting their business communications needs today and in the coming years. And while there are numerous topics of discussion and debate under the **VPN** umbrella, one thing is increasingly clear: **VPNs** have arrived and are here to stay.

As more employees telecommute/travel, and businesses expand with new branches/strategic venture partners, traditional remote access services have become too expensive and cumbersome to serve the needs of an increasingly dispersed and mobile workforce. These trends have put strains on traditional network infrastructures. And we all know that effective communications have become a necessity in today's networked economy, where timely access to interstate or global business information is essential for companies to compete and serve customers.

A PenTeleData **VPN** solution provides “double benefits”. Unlike many new technologies, PenTeleData **VPNs** enable organizations to immediately improve their effectiveness and competitiveness. They reduce operation costs and at the same time, PenTeleData **VPNs** can help companies save money by avoiding the high recurring line charges and labor costs associated with leased lines. PenTeleData **VPNs**, in most cases, are even much more flexible than other services. Simply, PenTeleData **VPNs** allow remote access at the cost of a local call. Users access either our private “*Network Genesis*” or a public network, such as the Internet, and the PenTeleData **VPN** technology will create a secure tunnel to the desired destination with seamless magic. According to numerous studies and reports from end users, companies can quickly save 20-80 percent on traveling and telecommuting employees connecting to the home office via a **VPN**.

PenTeleData **VPNs** enable rich, flexible communications with customers, suppliers, and business partners over extranets. These **VPNs** allow users to establish secure interactive links with every business partner – not just a few. Because of this, expensive, dedicated WAN facilities are no longer a necessity. A PenTeleData **VPN** creates a secure communications cloud that “members” may join with ease. PenTeleData **VPN** extranets provide a cost-effective, manageable, and secure means for building closer business relationships. They enable improved service and support while increasing revenues and enhancing customer loyalty, by including customers as an extension of the corporate network. PenTeleData **VPNs** have major strategic implementations because of their unique ability to reach across traditional and arbitrary barriers and change the ground rules of business communications. Put another way, “with **VPNs**, the WAN is the LAN.”

“One of VPN’s biggest selling points is its potential telecommunications cost savings. A VPN return on investment (ROI) can be measured in months and, in some cases, just weeks.”

Jeff Reinhard
General Manager
- PenTeleData

VPN Virtual Private Networks

PenTeleData VPNs connect branch offices and remote users by utilizing a shared or public network, such as the Internet, while providing the same security and availability as a private network. Because PenTeleData VPNs use an existing shared WAN infrastructure, costs are less expensive and deployment is faster than traditional private networks. In today's world telecommuters, mobile users, and branch offices all require dependable access to company intranets. As a result of this, businesses of all sizes are beginning to see the advantages of deploying PenTeleData VPNs.

In short, PenTeleData VPNs offer a cost-effective, scalable, and manageable way to create a private network over a public infrastructure such as the Internet or over a service provider's Frame Relay, ATM, or IP network. The effects a VPN can have on an organization are dramatic: sales can be increased, product development can be accelerated, and strategic partnerships can be strengthened in a way never before possible.

Product Offerings

Currently PenTeleData offers four VPN products:

- Point to Point Managed VPN
- Remote Access (dial-up) Managed VPN
- Point to Point Unmanaged VPN
- Remote Access (dial-up) Unmanaged VPN

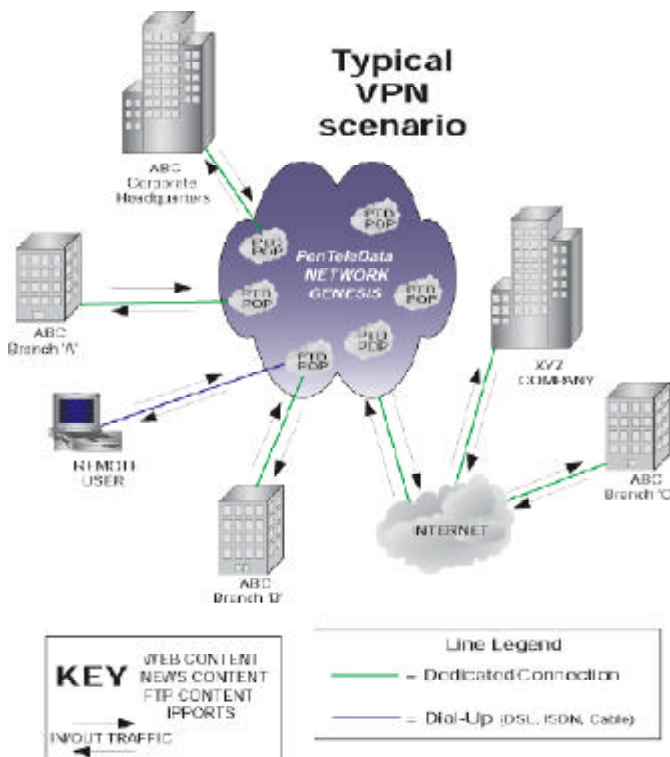
Features of a PenTeleData VPN

PenTeleData has gone to painstaking lengths investing in the latest state of the art, ATM equipped, fiber-optic network - Network Genesis. Because of this extensive, redundant, high-speed switched, rather than routed network, you can be assured that your PenTeleData VPN solution will perform reliably and fast from the first day you deploy it. Because your PenTeleData VPN solution travels over our own extensive network, you'll have peace of mind knowing that your data won't get bogged down because of bandwidth issues. Our high bandwidth network will outperform virtually any other network in the market. Even security is less of an issue. The majority of the time, your data never even touches any other public / private network and is encrypted with 56-bit public/private key encryption. On the management side, PenTeleData includes with every VPN sale, access to SMART. SMART is a system monitoring and reporting tool with which you can view automatic line utilization reports, have access to our ticket system and receive the latest event notifications. As a PenTeleData customer, your VPN solution is backed by access to our Network Control Center (NCC) 24 hours a day seven days a week.

All PenTeleData Managed VPN products are monitored via our NCC to ensure that the solution is always up and running. Each Managed PenTeleData VPN solution must be accompanied by one of

PenTeleData's warranty/support contracts (see Warranty catalog sheet for details) unless the hardware was leased. Warranty/support is automatically included with all leased hardware.

PenTeleData Unmanaged Point to Point VPN solutions and Unmanaged Remote Access (dial-up) VPN solutions are initially configured by PenTeleData and are then the responsibility of the customer. Technical inconsistencies after the point of initial installation/configuration/testing are charged at time and materials (T/M).



PenTeleData VPNs allow:

- Network managers to cost efficiently increase the span of the corporate network.
- Remote users to securely and easily access their corporate network.
- Corporations to securely communicate with business partners.
- Enterprises to outsource the hosting of servers and applications.
- Service providers to grow their businesses by providing substantial incremental bandwidth and value added services.

VPN uses can be categorized into three types:

- **Remote-access VPNs** - between a corporate network and remote or mobile employees.
- **Intranet VPNs** - between internal corporate departments and branch offices.
- **Extranet VPNs** - between a corporation and its strategic partners, customers, and suppliers.

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