

RouterTester POC in a BOX

Finally, a test solution tailored to *your* needs.



- Shorten Lab Trials
- Shorten Sales Cycles
- Differentiate Your Product

Challenge

Differentiating your product

Your organization is involved in a Lab Trial with 20 other vendors all trying to demonstrate to the same prospective customer. How can you differentiate your product from the competition and demonstrate all of the capabilities that your device has to offer? It is critical to prove to the customer that your device is unique and technically advanced, and that it is the best choice for their network, but how?

Solution

Use your own test equipment

No more sharing test equipment with 20 other vendors. Now you can show up to each Lab Trial with a fully configured test system ready to run the tests that will make your device stand out against the competition.

Agilent has an exciting new solution called RouterTester POC (Proof of Concept) in a BOX that can be used in Lab Trials to demonstrate that your device can handle the most technical and complex technologies.

It's not only for Lab Trials - RouterTester POC in a BOX system has many other applications, including customer visits, seminars, interoperability events, trade shows, new product introductions, training, and anywhere else you need to thoroughly demonstrate the complex features and performance of your device.

Challenge

Limited budget

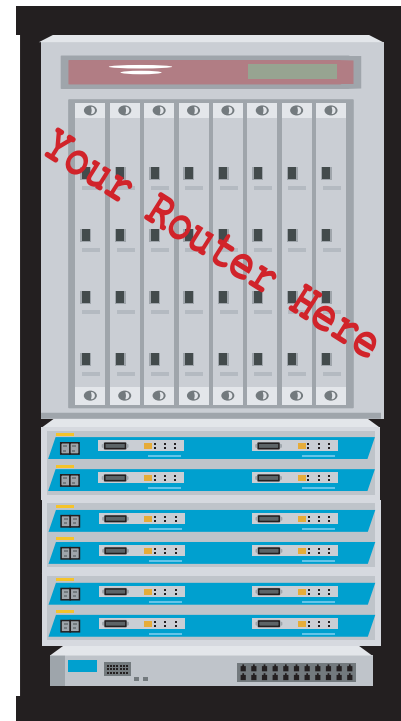
Due to tough economic times within the communications industry, your budget is limited.

Solution

An affordable test system

RouterTester POC in a BOX does not require a huge budget. A minimal investment will provide you with the testing capabilities needed to showcase your device to customers. In the end, your investment will pay for itself due to increased sales as a result of thoroughly demonstrating your device.

Sample Configuration



Agilent Technologies

RouterTester POC in a BOX

Challenge

Finding an easy-to-use test system

Cumbersome test equipment does not produce results. You need a system that requires little effort to set up, and has automated tests which will save time and money.

Solution

Let POC in a BOX do the work for you

With RouterTester POC in a BOX - testing is simple. We've designed a set of key test scenarios and compiled them all into one test plan, called **The Journal of Internet Test Methodologies**. Never worry about which tests to perform at your next event to verify the functionality and performance of your device -- the Journal walks you through each test, step by step.

To supplement this, we've created automated test scripts, **Agilent QuickTests**, based on the test plans described in The Journal, including:

- • MPLS functionality and scalability
- • Flapping
- • Forwarding performance
- • Routing Scalability

Our easy-to-use GUI enables you to set up tests and see results with the click of a button.



In addition to these tools, Agilent's **INSIGHT** publication is designed to inform you about the latest testing tips, test features, and case studies. Contributors to this service include some of the industries' leading network test professionals. Features include:

- • Simple yet comprehensive test plans that show you how □
□ □ to test the key aspects of network performance
- • Case studies that explain how other organizations are □
□ □ testing their devices, networks, and Internet services
- • Feature articles that discuss new technologies and the □
□ □ inherent test challenges you'll face when verifying your □
□ □ implementation of those technologies



RouterTester POC in a BOX verifies the performance of your network devices. To explore how you can improve sales with our solution, contact Mark Ragno at (603) 559-5704 or mark_ragno@agilent.com.

For more information about RouterTester, please visit:

www.agilent.com/comms/RouterTester

