



NORTEL

Business Optimized Networking Product Comparison Guides: Nortel vs. Cisco

Converge	and scale the network core around resilient IP/Ethernet with Nortel Ethernet Routing Switches.
Extend	and simplify access to the multisite enterprise with Nortel Secure Routers.
Mobilize	the enterprise via ubiquitous access to all users with Nortel WLAN.
Accelerate	applications and business with Nortel Application Accelerators and Nortel Application Switches.
Secure and manage	the infrastructure with Nortel Firewall, VPN Solutions, Threat Protection Systems and Management.

Compare Nortel's Data Solutions to the competition, and discover our differentiators and key features.

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Nortel vs. Cisco Model Comparison Guide — Ethernet Switching

Fixed Configuration – Fast Ethernet			
Cisco Product	Part Number	Nortel Product	Part Number*
Catalyst 2960 24T and 2 dual-purpose uplinks	WS-C2960-24TC-L	ERS 2526T - 24 port 10/100BaseT + 2 Combo 10/100/1000 or SFP ports, plus 2 1000BaseT rear ports, 46cm stack cbl with stacking enabled	AL2515?01-E6
Catalyst 2960 48T and 2 dual-purpose uplinks	WS-C2960-48TC-L	ERS 2550T - 48 port 10/100BaseT + 2 Combo 10/100/1000 or SFP ports, plus 2 1000BaseT rear ports, 46cm stack cbl with stacking enabled	AL2515?02-E6
Catalyst 3560-24 + 2 SFP GBIC ports	WS-C3560-24TS-S	ERS 4526T with 24 10/100BaseTX ports plus 2 combo 10/100/1000/SFP ports	AL4500?03-E6
Catalyst 3560-48 + 4 SFP GBIC ports	WS-C3560-48TS-S	ERS 4550T with 48 10/100BaseTX ports plus 2 combo 10/100/1000 SFP ports	AL4500?02-E6
Catalyst 3560-24-PWR + 2 SFP GBIC ports	WS-C3560-24PS-S	ERS 4526T-PWR with 24 10/100 802.3af PoE ports plus 2 combo 10/100/1000/SFP ports	AL4500?13-E6
Catalyst 3560-48-PWR + 4 SFP GBIC ports	WS-C3560-48PS-S	ERS 4550T-PWR with 48 10/100 802.3af PoE ports plus 2 combo 10/100/1000 SFP ports	AL4500?12-E6
Nortel Differentiator		Nortel Standard Offering	
<ul style="list-style-type: none"> Scalability to grow as your business grows while maintaining management simplicity Flexibility to add support for Power over Ethernet to a stack Always-on resilience through intelligent fail-safe stacking with up to 320 Gbps throughput 		<ul style="list-style-type: none"> Standards-based – can interoperate with other switches and IP Phones Built-in stacking Backed by Lifetime warranty 	
Fixed Configuration – Gigabit Ethernet			
Cisco Product	Part Number	Nortel Product	Part Number*
Catalyst 3560-24 10/100/1000T + 4 SFP GBIC ports	WS-C3560G-24TS-S	ERS 4524GT with 24 10/100/1000BaseTX ports and 4 shared SFP ports	AL4500?05-E6
Catalyst 3560-48 10/100/1000T + 4 SFP GBIC ports	WS-C3560G-48TS-S	ERS 4548GT with 48 10/100/1000BaseTX ports and 4 SFP ports	AL4500?04-E6
Catalyst 3560E-24TD 10/100/1000T + 2 X2 10Gigabit Ethernet uplinks	WS-C3560E-24TD-S	ERS 4526GT with 24 10/100/1000BaseTX ports + 4 SFP ports & 2 10GE XFP slots	AL4500?06-E6
Catalyst 3750E-24 10/100/1000T + 2 X2 10 Gigabit Ethernet uplinks	WS-C3750E-24TD-S	ERS 4526GT with 24 10/100/1000BaseTX ports + 4 SFP ports & 2 10GE XFP slots	AL4500?06-E6
Catalyst 3750G-24PS IEEE 802.3af PoE + 4 SFP GBIC ports	WS-C3750G-24PS-E	ERS 5520-24T-PWR IEEE 802.3af PoE + 4 SFP GBIC ports	AL1001?06-E5
Catalyst 3750G-48PS IEEE 802.3af PoE + 4 SFP GBIC ports	WS-C3750G-48PS-E	ERS 5520-48T-PWR IEEE 802.3af PoE + 4 SFP GBIC ports	AL1001?05-E5
Catalyst 3750G-16TD + 10GE XENPAK port	WS-3750G-16TD-S	ERS 5530-24TFD - 24 10/100/1000BaseT, 12 shared SFP GBIC ports, 2 built-in XFP 10 Gig ports	AL1001?07-E5
Nortel Differentiator		Nortel Standard Offering	
<ul style="list-style-type: none"> Scalability to grow as your business grows while maintaining management simplicity Non-blocking stacking architecture with up to 640 Gbps throughput Offers up to 72% lower cost per throughput than Cisco 		<ul style="list-style-type: none"> Advanced security including Network Access Control Built-in stacking across all Nortel switches Backed by a Lifetime warranty 	
Modular Switches – Catalyst 4500 vs ERS 8300			
Cisco Product	Part Number	Nortel Product	Part Number
Catalyst E Series 4510R Switch (10-slot chassis)	WS-C4510R-E	ERS 8310 10-slot PoE Chassis	DS1402007-E5
Catalyst 4500 Series Supervisor Engine 6-E, 2 x 10GbE (X2)	WS-X45-SUP6-E	ERS 8394SF Switch Fabric/CPU module with 2-port 10GBASE-X XFP slots	DS1404099-E5
Catalyst 4500 E-Series 6-Port 10GbE (X2)	WS-X4606-X2-E	ERS 8308XL 8-port 10GBASE-X XFP Ethernet Interface Module	DS1404100-E5
Catalyst 4500 E-Series 48-Port PoE 10/100/1000(RJ45)	WS-X4648-RJ45V-E	ERS 8348GT-PWR 48-port 10/100/1000BASE-TX Ethernet Interface Module with Power-over-Ethernet	DS1404094-E5
Nortel Differentiator		Other Key Features	
<ul style="list-style-type: none"> 6- and 10-slot chassis options to best meet scalability needs High density support of up to 400 1GbE and 68 10GbE ports 8394SF switch Fabric enables up to 464Gbps and 345Mpps per Switch; and these figures double when Clustered 		<ul style="list-style-type: none"> Enhanced network security with access control and host integrity checking via Nortel's Secure Network Access (SNA) Optional redundant N-1 Switch Fabric and N+1 Power Supplies Available with or without Standard-based Power over Ethernet Supports Nortel's "Switch Cluster" technology for delivering 99.999 % end-to-end resilient application availability 	
Modular Switches – Catalyst 6500 vs ERS 8600			
Cisco Product	Part Number	Nortel Product	Part Number
E-Series 9-slot chassis	WS-C6509-E	ERS 8010 10 slot chassis. Includes chassis, dual backplane, two fan trays, RS232 cable for management console, rack mount kit, and cable guide kit.	DS1402001-E5
Cisco Express Forwarding 720 10/100/1000 Interface Module	WS-X6748-GE-TX	ERS 8648GTR Routing Switch Module. 48 port 10/100/1000BaseT Ethernet Layer 3 switching interfaces	DS1404092-E5
Catalyst 6500 4-Port 10 Gigabit Ethernet Module, requires XENPAK	WS-X6704-10GE	ERS 8683XLR three-port 10GBaseX XFP Routing Switch Module baseboard	DS1404101-E5
Catalyst 6500 Supervisor 720 Fabric MSFC3 PFC3B	WS-SUP720-3B	ERS 8692SF Switch Fabric/CPU	DS1404065-E5
Nortel Differentiator		Other Key Features	
<ul style="list-style-type: none"> ERS 8600 delivers Terabit performance with industry-leading resiliency – all at a lower price ERS 8600 R-modules provide enterprises with an effective product migration path and investment protection. 		<ul style="list-style-type: none"> Integrated SDM 8660 with Check Point's Firewall-1 NG and SourceFire's Snort-based TPS <ul style="list-style-type: none"> High performance IPv6 High Scalability Multi-Cast Sub 100ms network convergence 	

Nortel vs. Cisco Model Comparison Guide — Secure (Branch) Routers

Single T1/E1 Connected Branches			
Cisco Product	Part Number	Nortel Product	Part Number
Cisco 1841: Cisco 1841 T1 bundle with IOS IP BASE, WIC-1DSU-T1-V2, 32 MB Flash/128 MB DRAM	CISCO1841-T1	Secure Router 1001: 1-port active T1/E1, (2) 10/100 Eth. Ports, 16MB FLASH, 128MB SDRAM, AC power supply, OSPF, RIP, VLAN , BGP, Firewall, Multicast, QoS, Compact Flash Slot Support	SR2101002E5
Nortel Differentiator <ul style="list-style-type: none"> • Price/performance ratio • Wirespeed with any packet size, traffic load or services enabled • Advanced QoS with 8 priority queues 		Nortel Standard Offering <ul style="list-style-type: none"> • Routing, WAN and firewall all included in base software 	
2 x T1/E1 Connected Branches			
Cisco Product	Part Number	Nortel Product	Part Number
Cisco ISR 2801: w/AC power, 2 x 100 ports, 4-slots (2HWIC), IOS IP BASE, 64 MB Flash/128 MB DRAM	CISCO2801	Secure Router 1002: 2-ports active T1, (2) 10/100 Eth. Ports, 16MB FLASH, 256MB SDRAM, AC power supply, OSPF, RIP, VLAN , BGP, Firewall, MultiLink, Multicast, QoS"	SR2101008E5
2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card – T1/E1	VWIC2-2MFT-T1/E1		
Nortel Differentiator <ul style="list-style-type: none"> • Price/performance ratio • Wirespeed with any packet size, traffic load or services enabled • Advanced QoS with 8 priority queues 		Nortel Standard Offering <ul style="list-style-type: none"> • Routing, WAN and firewall all included in base software • Comes with 2 active T1/E1 WAN ports 	
4 x T1/E1 Connected Branches			
Cisco Product	Part Number	Nortel Product	Part Number
Cisco ISR 2801: w/AC power, 2 x 100 ports, 4-slots (2HWIC), IOS IP BASE, 64 MB Flash/128 MB DRAM	CISCO2801	Secure Router 1004: 4-ports active T1, (2) 10/100 Eth. Ports, 32MB FLASH, 256MB SDRAM, AC power supply, OSPF, RIP, VLAN , BGP, Firewall, MultiLink, Multicast, QoS	SR2101018
2 x 2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card – T1/E1	VWIC2-2MFT-T1/E1		
Cisco ISR 2811: w/AC power, 2 x 100 ports, 4-slots (2HWIC), IOS IP BASE, 64 MB Flash/256 MB DRAM	CISCO2811		
2 x 2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card – T1/E1	VWIC2-2MFT-T1/E1		
Nortel Differentiator <ul style="list-style-type: none"> • Price/performance ratio • Wirespeed with any packet size, traffic load or services enabled • Advanced QoS with 8 priority queues 		Nortel Standard Offering <ul style="list-style-type: none"> • Routing, WAN and firewall all included in base software • Comes with 4 active T1/E1 WAN ports 	
1 x DS3 Connected Branches			
Cisco Product	Part Number	Nortel Product	Part Number
Cisco ISR 3825: w/AC power, 2 x Gig E ports, 2 x NME slots, 4 x HWIC slots, IOS IP Base, 64 MB Flash/ 256 MB DRAM	CISCO3825	Secure Router 3120 Standard 2 slot chassis with 2 Fast Ethernet ports, 1 Console port, 1 AUX port and 1 AC power supply	SR2102001E5
1-port clear channel T3/E3	NM-1T3/E3	1-port clear channel T3	SR2104018E5
Nortel Differentiator <ul style="list-style-type: none"> • Price/performance ratio • Wirespeed with any packet size, traffic load or services enabled • Advanced QoS with 8 priority queues • Availability of channelized T3 interface 		Nortel Standard Offering <ul style="list-style-type: none"> • Routing, WAN and firewall all included in base software 	
3 x DS3 Connected Branches			
Cisco Product	Part Number	Nortel Product	Part Number
Cisco ISR 3845: w/AC power, 2 x Gig E ports, 4 x NME slots, 4 x HWIC slots, IOS IP Base, 64 MB Flash/256 MB DRAM	CISCO3845	SR 4134 Chassis Base System, 4-ports Gig E, 128 MB Compact Flash, 1GB DRAM Software, fan tray and AC power supply	SR0005005E5
3 x 1-port clear channel T3/E3	NM-1T3/E3	3 x 1-port clear channel T3	SR2104018E5
Nortel Differentiator <ul style="list-style-type: none"> • Integrated Mediation Server Technology for Office Communication Server 2007 • Wirespeed with any packet size, traffic load or services enabled • Advanced QoS with 8 priority queues • Availability of channelized T3 interface 		Nortel Standard Offering <ul style="list-style-type: none"> • Routing, WAN and firewall all included in base software 	
4 x Gig E Connected Branches			
Cisco Product	Part Number	Nortel Product	Part Number
Cisco ISR 3845: w/AC power, 2 x Gig E ports, 4 x NME slots, 4 x HWIC slots, IOS IP Base, 64 MB Flash/256 MB DRAM	CISCO3845	SR4134 Base System, 4-ports Gig E, 128MB Compact Flash, 1GB DDR RAM. Software, fan tray, and dual AC non PoE power supplies NM-1GE	SR0000002E5
2 x 1 Port GE Network Module			
Nortel Differentiator <ul style="list-style-type: none"> • Integrated Mediation Server Technology for Office Communication Server 2007 • High density Gig E support • Wirespeed with any packet size, traffic load or services enabled • Advanced QoS with 8 priority queues • Availability of channelized T3 interface 		Nortel Standard Offering <ul style="list-style-type: none"> • Routing, WAN and firewall all included in base software • Comes with 4 on-board Gig E ports 	

Nortel vs. Cisco Model Comparison Guide — WLAN

WLAN Infrastructure			
Cisco Product	Part Number	Nortel Product	Part Number
Wireless LAN controller 4404 (up to 100 APs)	AIR-WLC4404	WLAN Security Switch 2382 (up to 128 AP's) x = varies depending on region	DR4001x80E5
1200 Series Access Point (802.11ag)	AIR-LAP1232AG	WLAN Access Point 2332 - 802.11a/b/g x = varies depending on region	DR400108xE6
Location Appliance	AIR-LOC2710	WLAN 2340 Location Appliance x = varies depending on region	DR4001x79E5
<p>Nortel Differentiator:</p> <ul style="list-style-type: none"> • Better user experience: Optimized to support voice and multimedia applications • Better administrative experience: Easy implementation from planning to production • Better security: Beyond latest industry standards • Better reliability: End-to-end wireless service resiliency • Lower cost 			
<p>Nortel Standard Offering:</p> <ul style="list-style-type: none"> • Complete mobility solution; seamless integration with any IP network • Flexible deployment options for branch offices to large enterprises • Global availability, services and support 			

WLAN Handsets			
Cisco Product	Part Number	Nortel Product	Part Number
WiFi phone: Cisco IP Phone 7921	CP-7921G	WLAN Handsets 6140	NTTQ4021E6
<p>Nortel Differentiator:</p> <ul style="list-style-type: none"> • Durability: Purpose-built and certified for heavy-duty use environments like healthcare, manufacturing and retail • Voice Quality: Proven SpectraLink Voice Prioritization (SVP) protocol – the defacto industry standard for delivering high-quality VoIP over Wi-Fi • Group communication: Integrated Push-to-talk for simultaneous broadcasting among group members 			
<p>Nortel Standard Offering:</p> <ul style="list-style-type: none"> • Emulates the functions of Nortel's IP Phone 1100/1200 • Supported on Nortel Communication Server 1000 • WMM support for standards-based QoS 			

Nortel vs. Cisco Model Comparison Guide — Application Switching and WAN Optimization

Application Switching			
Cisco Product	Part Number	Nortel Product	Part Number
Content Services Switch 11501	CSS11501	Application Switch 2208E	EB1412030E5
No equivalent model	N/A	Application Switch 2216E	EB1412029E5
Content Services Switch 11503	CSS11503-AC	Application Switch 2424E, 2424-SSL E	EB1412026E5, EB1412028E5
Content Services Switch 11503 DC	CSS11503-DC	Application Switch 2424E DC, 2424-SSL E DC	EB1412021E5, EB1412023E5
Content Services Switch 11506	CSS11506-2AC	Application Switch 3408E, 2424-SSL E	EB1412027E5, EB1412028E5,
Content Services Switch 11506 DC	CSS11506-2DC	Application Switch 3408E DC, 2424-SSL E DC	EB1412022E5, EB1412023E5
Note: Nortel equivalent product to CSS 11503/11506 is dependent on CSS hardware configuration			
Nortel Differentiator: <ul style="list-style-type: none"> • Gigabit throughput performance • Intelligent Traffic Management and Symantec Intelligent Network Protection options • Integrated SSL VPN option (2424-SSL E) 			
Nortel Standard Offering: <ul style="list-style-type: none"> • Built-in performance acceleration (No Session Acceleration Module required) • 1-4M concurrent session capacity • Massive SSL Acceleration/VPN scalability (2424-SSL E) 			

WAN Optimization			
Cisco Product	Part Number	Nortel Product	Part Number
Application Velocity System 3110	AVS-3110-K9	Nortel Application Accelerator 510	EB1639177E5
Application Velocity System 3120	AVS-3120-K9		
No equivalent model	N/A	Nortel Application Accelerator 610	EB1639178E5
Wide Area Application Services Model	WAAS-MBL-SRV-SW WAAS-MBL-LIC25/100/500	Nortel Mobile Client Accelerator	EB1621001-3.3.0, EB1621003-3.3.0 EB1621002-3.3.0
Nortel Differentiator: <ul style="list-style-type: none"> • Ease of use • Application profiles to support common applications 'out of the box' • Comprehensive reporting and performance statistics • Choice of client and clientless WAN optimization for the mobile worker 			
Nortel Standard Offering: <ul style="list-style-type: none"> • High SSL acceleration performance • Massive scalability with Single System Image • Enterprise model for continuous availability • Improves application performance 5 to 20 times 			

Nortel vs. Cisco Model Comparison Guide — Security

SSL VPN			
Cisco Product	Part Number	Nortel Product	Part Number
ASA 5520	ASA5520-SSL500-K9	VPN Gateway 3050	EB1639092E5
ASA 5540	ASA5540-SSL2500-K9		
ASA 5550	ASA5550-SSL5000-K9	VPN Gateway 3070	EB1639124E5, EB1639121E5
Nortel Differentiator <ul style="list-style-type: none"> Higher scale clustering and virtualization Secure Portable Office Disaster recovery licenses 		Nortel Standard Offering <ul style="list-style-type: none"> Integrated SSL/IPsec VPN support Native clustering SSL On Demand Protection or endpoint security 	
IPsec VPN			
Cisco Product	Part Number	Nortel Product	Part Number
ASA 5505	ASA5505-SSL10-K9	VPN Router 1100	DM1401096E5
ASA 5510	ASA5510-SSL50-K9	VPN Router 600	DM1401066E5
ASA 5520	ASA5520-SSL500-K9	VPN Router 1750	DM1401149E5
ASA 5540	ASA5540-SSL2500-K9	VPN Router 2700	DM1401104
ASA 5550	ASA5550-SSL5000-K9	VPN Router 5000	DM1401167E5
Nortel Differentiator <ul style="list-style-type: none"> Site to site VPN with integrated routing and WAN interfaces. 		Nortel Standard Offering <ul style="list-style-type: none"> Integrated site-to-site and end user IPsec VPN Routing and WAN connectivity VPN tunneling 	
Enterprise Firewall			
Cisco Product	Part Number	Nortel Product	Part Number
PIX 525	PIX-525-FO-GE-BUN	Switched Firewall 5111	EB1639127E5
PIX 535	PIX-535-FO-GE-BUN	Switched Firewall 5114	EB1639128E5
		Switched Firewall 5124	EB1639129E5
ASA 5520	ASA5520-BUN-K9	Switched Firewall 5111	EB1639127E5
ASA 5540	ASA5540-BUN-K9	Switched Firewall 5114	EB1639128E5
		Switched Firewall 5124	EB1639129E5
Firewall Services Module (FWSM) for Cisco Catalyst 6500 and 7600 Series	WS-6506-EXL-FWM-K9	Switched Firewall 6416	EB1639173E5
		Switched Firewall 6426	EB1639067E5 + EB1639131E5 **
		Switched Firewall 6616	EB1639174E5
		Switched Firewall 6626	EB1639113E5 + EB1639131E5 **
Nortel Differentiator: <ul style="list-style-type: none"> Higher number of concurrent connections Higher throughput Advanced clustering capabilities with single system image High performance through firewall acceleration* <small>* applies to Switched Firewall 6000 series only</small>		Nortel Standard Offering: <ul style="list-style-type: none"> High performance firewall with stateful inspection <small>** for the Switched Firewall 6426 and the 6626 you need to order both the accelerator and the director(per ordering codes above)</small>	
Network Access Control			
Cisco Product	Part Number	Nortel Product	Part Number
NAC 3310	NAC3310-100-K9	Secure Network Access Switch 4050	EB1639170E5
	NAC3310-250-K9		
	NAC3310-500-K9		
NAC 3350	NAC3350-1500-K9		
	NAC3350-2500-K9		
Nortel Differentiator: <ul style="list-style-type: none"> Built in clustering capability Framework-based appliance with Microsoft NAP integration 		Nortel Standard Offering: <ul style="list-style-type: none"> All-in-one NAC appliance 	
Intrusion Detection/Prevention			
Cisco Product	Part Number	Nortel Product	Part Number
IPS 4260	IPS-4260-K9	Threat Protection System 2170 Intrusion Sensor	EB1639156E5
IPS 4240	IPS-4240-K9	Threat Protection System 2150 Intrusion Sensor	EB1639155E5
IPS 4215	IDS-4215-K9		
MARS 50	CA-MARS-50-K9	Threat Protection System 2070 Defense Center	EB1639142E5
Nortel Differentiator: <ul style="list-style-type: none"> More than twice the number of rules leveraging the Snort open source community Defense center offers a unified management console Ability to detect applications, operating systems and services Fewer false positives through context awareness 		Nortel Standard Offering: <ul style="list-style-type: none"> Context-driven intrusion prevention leveraging endpoint and network intelligence 	

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