NetworksA⁼OK ™

www.interloci.com

NetworksAOK Appliance

there's a **better** way . . .

NetworksAOK Support

NAME	TELEPHONE	POSITION

the company

Interloci is a network management software company dedicated to:

- Providing Network Management & Security Products that lower the cost, complexity and time to implement and operate networks.

- Improving the effectiveness and safety of a customers network through easy to understand web based output and analysis reports.

- Using Open Source architecture to lower costs and permit customers to use other products with our products.

- Interloci has developed NetworksAOK, a network monitoring and security appliance to address these goals.

Interloci background

Interloci has operated a network operating center for our customers. We have extensive network software operations experience and skills. We developed NetworksAOK to replace the high cost, multiple user interfaces and operator consoles from a suite of products that included OpenView, Tavve, NetForensics and Dirig. The monthly license fees for these packages were more expensive than the NetworksAOKs purchase price. NetworksAOK was also much easier to use and operate. So we packaged it up on an appliance (a rack mounted PC) for plug and play ease of install and made it available to all.

the company

Interloci has developed

a **break through** product!!!

A quintuple threat.

- **An Intrusion Detection system**
  With ease of use characteristics that make this
  function practical for people unskilled in security.

- **A Network and Application Monitoring system**
  With SNMP and syslog monitoring with ready to go
  measurements & reporting for all network devices
  & Linux and Windows email, database, web sites.

- **A Trouble Ticketing system**
  With integrated alerting.

- **Multiple network capability**
  Appeals to service companies and large accounts.

- **Completely integrated on an appliance**
  A rack mounted PC, with auto discovery which avoids
  the need for you to provide a server and load software...
  which is never as easy as published.

- All this at a price any one of these 5 functions usually
  sell for... **a terrific value!**

The **NetworksAOK** Appliance
with first year maintenance & support is only $

Network Management & Security

■ The move to connect customers, suppliers and employees using the Internet is fueling global network management and security needs.

■ Inconsistent performance and increased complexity is driving the need for small and medium sized companies to use tools to measure network performance and security attacks.

■ Tools range from freeware to products over $100K, most are hard to install, integrate, learn & use. Few do the complete job requiring multiple products, different dashboards and consoles and significant integration.

■ NetworksAOK is low cost but full function, easy to sell and install.

■ NetworksAOK has unparalleled ease of use due to a unique dashboard that includes Intrusion Detection and Trouble Ticketing in addition to the normal network monitoring features.

■ NetworksAOK is battle tested in the managed services arena

■ There is an OEM, reseller and end user opportunity for these type of products.

■ The market opportunity is estimated to be in the millions of licenses.

the market

The Case for NetworksAOK Appliance

The Gartner Group found that 70 % of all enterprise network and system management investments fail due to the:

- Complexity of software

- Cost

- Time to implement and operate

- Difficulty in finding and retaining network engineers

NetworksAOK addresses Gartner issues

Software	NetworksAOK	OpenView	Tivoli	Unicenter
Ease of use	1	9	9	9
Cost	1	9	9	9
Time to implement	1	9	9	9
Level of involvement of network engineers	1	9	9	9

NetworksAOK Appliance

- NetworksAOK is a **1U customer premise appliance** (17.50 in x 17 in x 1.75 in, 16.5 lbs).

- The **Initial Install Wizard** make the installation and device provisioning process straightforward. It walks the customer through the setup and creates the initial Network Groups and the Locations to be monitored.

- The **Auto Discovery feature** then searches the customer's network identifying all active devices and determining if SNMP is functioning. Auto Discovery can also be used to search for new devices in the future. The customer can also manually add devices.

- The **UP/Down and Performance sections** provide browser access to multiple users to view the current and historical network, intrusion and device status, create graphs and perform analysis. ODBC can also be used to create custom reports.

- The customer **Console – Device section** is used to activate monitoring measurements (CPU, Memory, Web Hits, etc.), interfaces, Traps and Syslog matches.

- **Console – Thresholding** is used to set up Alert levels.

- **Console – Email groups and Notification** (the escalation process) is used to identify and notify recipients of triggered events.

- **Console – Case Reporting** system (Trouble Ticketing) is used to follow each trouble ticket until resolution.

- **Console – Intrusion Detection** a complete Intrusion monitoring system, basic or expert.

the product

NetworksAOK Benefits

- Lower cost, complexity & time to implement & operate networks

- Proactive management reduces outages & improves efficiency
  - Identifies bottlenecks in your WAN
  - Alerts if your network has been compromised

- Faster problem resolution and better end user support

- Reduces need for/supplements network operations centers

- Provides real time hacker protection

- Collects, aggregates, & normalizes suspicious events with rapid assessment

- Enhanced productivity

- Provides time consolidated, comprehensive reports

- Improved customer satisfaction – internal and external

- Enables predictable costs

- Easy to understand

- All of above results in enterprise wide beneficiaries
  - Operations, Help Desk, Network Engineers, CIO, CFO, others

support

For Pre Sales, Sales and Support

■ This reference guide is the most comprehensive compilation of NetworksAOK information and is an excellent support document for pre sales, sales and support.

■ Our website **www.interloci.com** can also be an excellent vehicle in support of sales. It contains product description detail including device monitoring, application monitoring,and intrusion detection.

■ And an **Electronic Brochure** is also available on Interloci's Home Page at **www. interloci.com** There is a fast HTML version and a PDF version. These can be sent to prospects electronically. The PDF version should be used for printing.

■ There is also a **live website Demo of NetworksAOK.** Learn how to use it to highlight NetworksAOK 's features,function,and benefits.

■ The demo program provides clients with a feel of NetworksAOK functionality and is an excellent closing tool. If you need demo help call your company pre sales support rep or Interloci at 203 622 4645 and we'll help.

   Customer Support is on the next page….

support

For customers

- Each NetworksAOK appliance is shipped with a complete Installation Guide to assist in the installation process. It also serves as an Operations Guide after installation. It is extremely complete at over 50 pages.

- If additional help is required it can be obtained from 703 669 8604

- Updates to the manual are available from the support section of the Interloci website.

- **The Interloci website at www.interloci.com is the primary source of NetworksAOK product information and support.**

- Each NetworksAOK appliance is registered during the installation process to gain access to the NetworksAOK website Support Section. Customers are directed to click on "Support " on the Interloci website to register the purchased appliance.

- First year Maintenance and Support is included in the NetworksAOK price. Maintenance and Support agreements are automatically renewed for a fee by Interloci after the first year of installation to provide continuing access to the Support site.

- This Support section includes access to Installation guides, helpful links to Intrusion User Groups and education, help line numbers, software patches, upgrades,and new releases.

- Customers are encouraged to ask for improvements and additions and can email us their suggestions on the support site too. We pride our selves in quick response to suggestions that will improve our product. Once implemented, we will make them available to all.

prospecting

Contact person

- IT Director, MIS Manager, Network Manager, Network Administrator

Ideal Prospect

- Every organization has a significant investment in their **network** (bandwidth, routers, firewalls).

- Every organization uses their network to provide customers and employees improved access to **applications** data (database servers) and to improved business processes and communications (web servers & email servers).

- **Network management and security tools** protect that investment and keep the network secure by monitoring the devices and applications for immediate action to out of line conditions.

- **Low cost, high function, ease of install and use** is always a requirement, seldom found. But it's our trademark, our product even comes integrated on it's own server (appliance). Unmatched in the market.

- **Intrusion Detection** tools are usually sold as stand alone systems and are more expensive by far than our complete system.

- **Trouble Ticketing** is also usually sold as a separate product and again is more expensive than our complete product.

prospecting

Questions to ask

1. Are you monitoring your network, application? How many devices… servers, email, db, web servers, routers, firewalls, switches, etc. on your network? How much are you spending for software, hardware? or prepared to pay for this?

2. Are you monitoring Intrusion events? How much for software, hardware? How are you notified if someone has penetrated you network with malicious intent?

3. Do you have a trouble ticketing system? How much… etc.

4. Is your monitoring solution integrated? Did you integrate separate packages yourself, how easy was it and how much time did it take? Do you use Freeware? What? (Integration time, even for Freeware can be many man months … far in excess of the total cost of our product)

5. How cumbersome is your current solution? Do you have to maintain multiple software packages, with multiple consoles and user interfaces? Do you have to use/buy special agents? (ours are standard and free provided by the hardware or software provider)

6. How many people manage your network? (usually 1–2)

7. How much are you prepared to pay for a complete solution, network & application monitoring, intrusion detection, alerting and trouble ticketing? Would you spend $3000 to get a complete solution with the server included? (Servers often cost this much alone)

Q & A s

Q: **Why do I need Network Monitoring?**

A: Every company needs to monitor their network to receive immediate notification of down situations (email server connections, application servers, printers, routers, etc.) and attacks so that the problem may be resolved. Downtime and slowdowns greatly hinder a companies business, both internal and external.

Q: **How do I monitor my network?**

A: SNMP is a standard protocol defining a wide range of network, device and application data that is available to users through a MIB database (management information base). An OID address (the location of a single data point) can then be queried by an agent that is shipped by the manufacturer/developer with each hardware or software product.

NetworksAOK uses this data (CPU, Memory, Web Hits, Database Used, etc) to analyze network performance. It also sets thresholds, then sends alerts and tracks fixes using a built in Trouble Ticketing system when out of line conditions occur.

Other techniques, such as, Syslog and Intrusion pattern matching are also used to resolve problems.

Q: **Is NetworksAOK a difficult product to use?**

A: No. NetworksAOK can virtually self install, auto discover the network and provide you with easy to read data.

Q & As

Q: **Do I need to have a server to load software on?**

A: No. NetworksAOK comes pre-loaded on a 1U server (appliance) ready to install.

Q: **Do I need to buy SNMP agents?**

A: No. Network devices and software come with SNMP agents. However, SNMP must be enabled when you first install them.

Q: **What if I have multiple networks. Can I use NetworksAOK?**

A: Yes. A single NetworksAOK appliance can monitor multiple networks from a single console.

Q: **What else can I do with NetworksAOK?**

A: NetworksAOK is a full function system at a fraction of the cost of equivalent systems. It offers Networks, Application and Device Monitoring, Thresholding, Trouble Ticketing, Real-Time Historical and Analysis reporting and Intrusion Detection. The software comes preinstalled on it's own server (appliance).

NetworksAOK Appliance

NetworksAOK can monitor up to 2000 points and store 500 points for one year.

Appliance Specifications

- IU Rack Mount Server
- Intel PIII 1.2 GHz processor
- 512 MB Memory
- 40 GB Hard Drive
- Dual LAN ports
- 3COM 56K V.90 Internal Modem

Includes

- Appliance with pre-installed Software
- Install Guide
- Power Cord
- Modem Cable
- Mounting Ears, Rails
- 2-year return-to-Depot hardware warranty
- 1-year Annual Maintenance & Support

THE COMPANY

THE MARKET

THE PRODUCT

SUPPORT

PROSPECTING

Q & As

interloci
network management

CORPORATE AND SALES

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