

Why Alcatel Lucent?

As a company, BCD works to redefine what the capabilities are within the security industry and set new standards globally. In conjunction with internal development done by our Advanced Systems Architecture, Innovation Center and Product Line Management teams, we also work in lockstep with our global partners. The purpose of this excerpt is to review why BCD chose Alcatel as our global networking partner, which can be defined by three simple pillars:

- 1. New Revenue + Higher Profitability**
- 2. Life Cycle Management**
- 3. Standards Based**

New Revenue + Higher Profitability

- **All ALE products are priced competitively:** Win more deals with lower CapEx and TCO costs.
- **Dedicated Sales Support:** ALE territory account executives and sales engineers will assist with any opportunities.
- **Unique Solutions:** Hardened switches, mobility-based communication and collaboration tools deliver unprecedented flexibility in demand for healthcare and government entities.

Life Cycle Management

- **Limited Lifetime Warranty:** ALE replaces failed switches for the lifespan of the product.
- **10-Year Support Warranty:** ALE offers optional, 10-year technical support and software update options.
- **Battle Ready:** Hardened products are on U.S. Navy ships, Texas Electric Co-Ops, and Nevada desert roadways.

Standards Based

- **No Lock-in:** Open standards allows interop with 3Com, Cisco, Dell, HP, MicroTik and others.
- **3rd Party Auto-discovery:** Intelligent Fabric can auto-provision with LinkAgg and routing from other vendors.
- **Proven Interoperability:** ALE can gradually replace other vendors over time as budgets and schedules allow. Start at the industrial edge and work your way through the datacenter.