

Business Products Overview

30

Over 30 years of networking expertise

1500+

1500+ passionate associates worldwide

700,000

700,000 businesses work smarter with Zyxel solutions

150

150 global markets served

100

100 million devices creating global connections

Helping customers seamlessly connect and unlock their potential



TELCO & SERVICE PROVIDER

- DSL CPE (ROUTERS)
- WiFi SYSTEM
- MSAN / DSLAM
- FIBER ACCESS (GPON)
- CARRIER SWITCHES
- LTE/3G CPE

BUSINESS CONNECTIVITY

- NETWORK SECURITY (UTM)
- SWITCHING
- BUSINESS WIRELESS
- CLOUD NETWORKING
- LTE/3G CPE
- BUSINESS CPE

CONNECTED HOME

- ROUTERS
- WiFi SYSTEM (MESH)
- WiFi EXTENDERS
- SWITCHING
- POWERLINE
- CLOUD CAMERA
- NAS



Outstanding R&D Capabilities

Zyxel encompasses prolific R&D resources in almost all networking technologies, delivering a broad range of solutions from switching, WLAN, to Security Gateway, and to carrier-grade IADs.

Engineering & localtouch support

Global SW & HW engineers: 500+ Global technical support: 150+



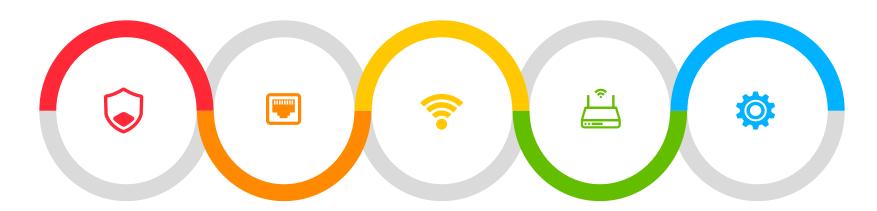


Global R&D Centres

Taiwan (headquarters), Germany, US (bay area)



Comprehensive commercial portfolios



Security Appliances

Device that provide; UTM features as well as traditional firewall features.

LAN Switches

Unmanaged, Web managed and Fully managed switches.

Wireless LAN

Standalone Access
Points to fully
manageable wireless
solutions.

Gateways

Small Business Gateways and Captive Portal solutions.

Network Management

Software / Cloud and protocol based solutions to help you manage your network.



Security Cloud, USG & VPN Gateways



Zywall Portfolio

VPN Series



NSG Series



USG Series



ATP Series



Next Gen. VPN & Firewall Solution

Next Generation VPN Firewall Solution with Increased Performance. Support for SD-WAN on selected models

Cloud Managed UTM Solution

UTM Solution that can be easily configured and centrally managed via Nebula.

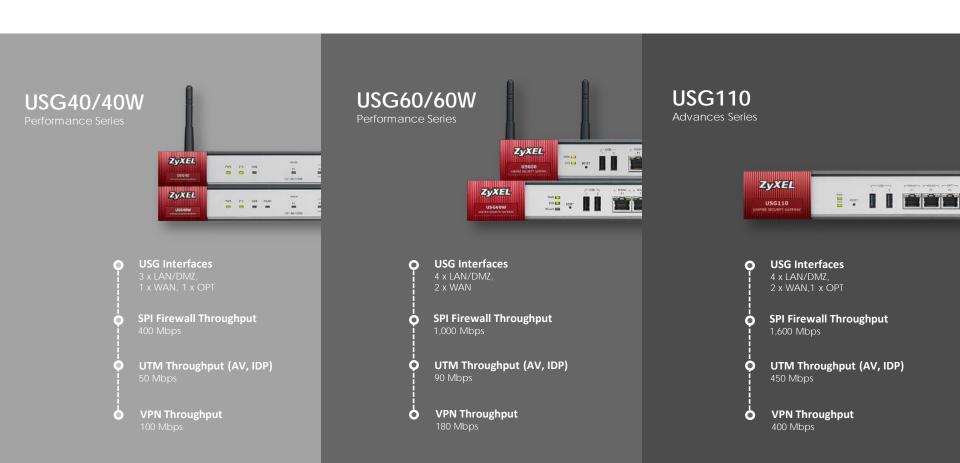
On Premise **UTM Solution**

Fully loaded with 1 year of all the UTM features needed to protect against threats.

Advanced Threat Protection (ATP)

Powered by AI, ATP is able to identify, quarantine and analyse unknown threats, constantly updating its ability to prevent zero-day attacks.

USG Portfolio



USG Portfolio

USG210 Advances Series

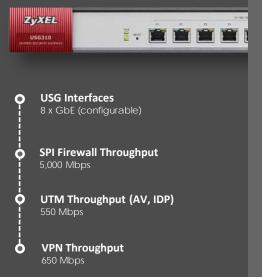
USG Interfaces
4 x LAN/DMZ, 2 x WAN,
1 x OPT

SPI Firewall Throughput
1,900 Mbps

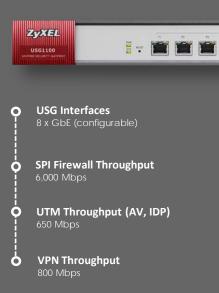
UTM Throughput (AV, IDP)
500 Mbps

VPN Throughput
500 Mbps

USG310 Advances Series



USG1100 Extreme Series



USG Portfolio



Zyxel Wins - Best TCO Price / Performance



Up to 49% more cost effective

(Best TCO in class)

Zyxel also offer
FREE firmware updates,
LIFETIME HARDWARE WARRANTY, and
FREE support with NO support contracts
for even MORE savings!

Independent Expertise

Partnering with the best Unified Threat Management specialists

	Anti-Virus	Anti-Spam	Content Filtering	IDP	App. Intelligence
ZYXEL	Bitdefender	CYREN	CYREN	TREND. MICRO	TREND. MICRO
SonicWALL	In-house	In-house	In-house	In-house	In-house
FORTINET	In-house	In-house	In-house	In-house	In-house
SOPHOS	In-house	In-house	In-house	In-house	In-house

VPN Portfolio



VPN Portfolio





ATP

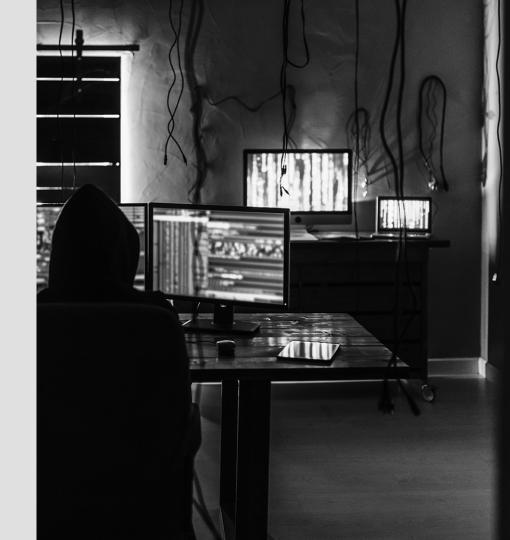
Advanced Threat Protection



Going beyond the conventional.

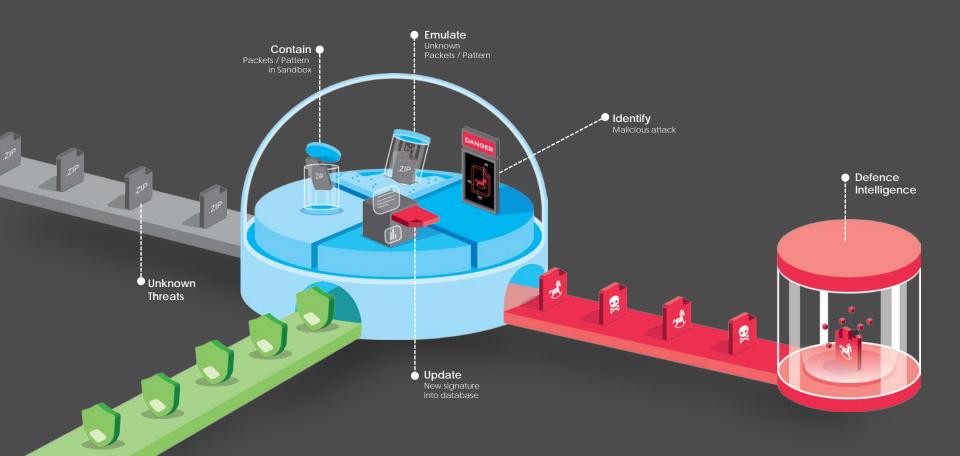
Conventional techniques used in Unified Threat Management (UTM) provide an essential barrier of protection, but rely on identifying known indicators of attack through signatures, heuristics or reputation methods.

Advanced Threat Prevention (ATP) goes beyond these methods by building on top of conventional techniques to provide protection against more sophisticated zero-day threats.



Conquer unknown security threats

through smart cloud intelligence.



Global security ecosystem.

With real-time cloud-and-device intelligence synchronization, each threat detected on an individual ATP gateways extracted and shared via our cloud network.

This ensures that all Zyxel ATP firewalls globally are constantly updated, proactively assuring the ongoing security of all customers' network environments.

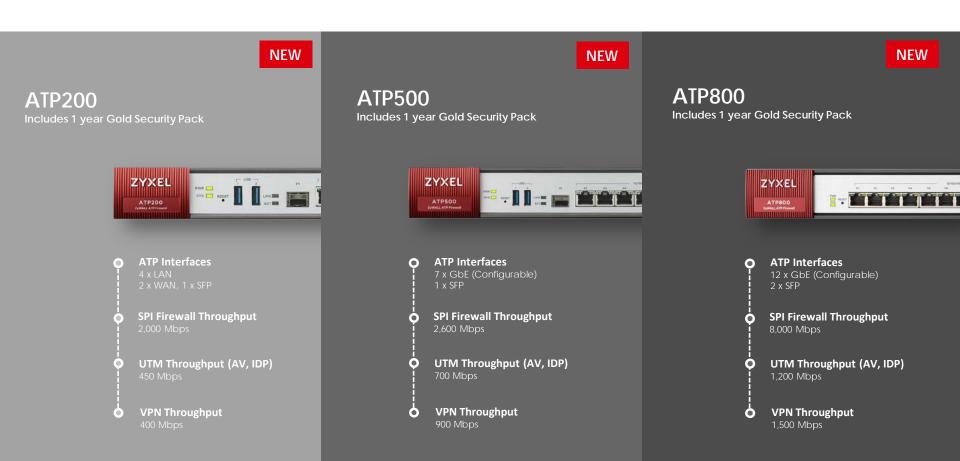


Industry Leading.

The ATP Product Line leverages from LastLine a market leader in "Security Effectiveness" against Breach Detection Rates and Reliability for Sandbox Solutions for Enterprises.



ATP Portfolio



ATP Service License	Gold Security Pack
Sandboxing	•
Web Security (Content/Botnet Filter)	•
Application Security (App Patrol & Email Security)	•
Malware Blocker Anti-Malware	•
Malware Blocker Cloud Query	•
Malware Blocker Cloud Threat Database	•
Intrusion Prevention (IDP)	•
Geo Enforcer (GeoIP)	•
Managed AP Service (Wireless Controller)	18 (ATP200),34 (ATP500), 130 (ATP800)
SecuReporter	•

ATP Devices are bundled with 1-year of Gold Security Pack license by default (non-transferable)
 Starting on the 2nd year, users can choose to renew Gold Security Pack for either 1YR or 2YR (transferable)



ATP vs USG

Comparison



Key Feature Comparison		USG	АТР
	App Patrol	•	•
	IDP/ADP	•	•
	IPSec VPN	•	•
	Anti-Malware (signatures)	•	•
	Anti-Malware (cloud machine learning)		•
	Content Filtering	•	•
	Geo Enforcer	•	•
	Anti-Spam	•	•
	Botnet Filter		•
	Sandboxing		•
	Zero day IP/URL Reputation		•*

		USG	АТР
	IDP Throughput	USG210: 660 Mbps	ATP500: 1,700 Mbps, more than 2.5x
	UTM Throughput	USG1900: 700 Mbps	ATP500 over 800 Mbps
VPN	IPSec VPN	•	•
	SSL VPN	Scalable	Fixed
Connectivity	AP Controller	•	•
	HA Pro	•	•
Hospitality	Hotspot Management	•	
	Facebook WiFi	•	
	Concurrent Device Upgrade	•	

^{*} Excludes ATP200 – This model does not support HA

Nebula Orchestrator SD-WAN Supported Hardware

VPN50

Includes 1 Year
Nebula Orchestrator SD-WAN & Security Services



SD-WAN Interfaces 4 x LAN/DMZ (1 Configu

SPI Firewall Throughput

VPN Throughput150 Mbps

VPN100

Includes 1 Year
Nebula Orchestrator SD-WAN & Security Services



SD-WAN Interfaces

4 x LAN/DMZ (1 Configurable) 2 x WAN. 1 x SFP

SPI Firewall Throughput

2,000 Mbps

VPN Throughput 500 Mbps

VPN300

Includes 1 Year
Nebula Orchestrator SD-WAN & Security Services



SD-WAN Interfaces

7 x GbE (Configurable) 1 x SFP

SPI Firewall Throughput

2,600 Mbps

VPN Throughput

1,000 Mbps

Nebula Orchestrator - SD-WAN



Zero Touch Provisioning (ZTP)

Deploy new branch gateway in minutes, reduces operational time and expense.



Dynamic Path Selection

Real-time monitor path quality and automatically route mission critical applications to best-quality transmission path.



WAN Optimization

Optimize WAN traffic to improve WAN performance between branch offices and corporate headquarters.



Content **Filtering**

Cloud-based database of over 140 billion URLs that are continuously analysed and tracked for both HTTP and HTTPs



Application Intelligence

Identify more than 3000 protocols and applications. Prioritize application by behaviour and user expectation.



Dynamic Mesh VPN

Allows gateways to establish dynamic direct VPN tunnels when traffic flow requests are mode to reduce bottlenecks in network



Switching

The backbone of any network







Starting with:

= All ports support up-to 100Mbps

GS = All ports support up-to 1Gbps

= All ports support up-to 10Gbps (this includes Multi-Gig switches)

XGS = All Traditional Ports are 1Gbps with dedicated 10G Uplinks

MGS = Metro Switch (Carrier Switch)

Ending with:

P or HP = PoE+ Switch (Historically P = PoE and HP = PoE+)

= Fibre (version) Switch





Combo port is an Ethernet port and an SFP port that share the same port number.

This provides the flexibility to have a single switch that can be used to serve both requirements regardless of medium (Ethernet or SFP).











For Fiber ports you will often see SFP or SFP+:

- SFP means the port is able to go up-to 1Gbps (1G)
- SFP+ means the port is able to go up-to 10Gbps (10G)



Each Fiber ports requires an SFP or SFP+ module. The module used is determined by the requirement. Most often this distance.





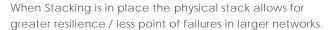






Switch stacking allows a set of switches to act as a single switch. For Zyxel switches this is done only on selected models and is achieved by using the 10G Fibre ports. A Direct Attached Cable (DAC) is also available to simplify the install.





If the main reason to physically stack switches is to gain central control, then you should also consider looking at switches that support Nebula / NebulaFlex as an alternative.









PoE is based on a IEEE 802.3 standard and allows a switch to power a devices use the same standard for example: IP Camera's, Wireless Access Points and Desktop VoIP phones.

Devices are usually given a Classification to determine how much power they will need from a single PoE port.





= CLASS 3 **15.4w** 802.3af PoE+ = CLASS 4 30w 802.3at

PoE++ = 60w802.3bt (Also known as Ultra PoE)







Switching

Portfolio





Web & Smart Managed Switches

PRO-USER / SB

GS1200 SOHO WEB MANAGED



Models:

5 / 5HP/ 8 / 8HP

Largest PoE+ Budget: 60w

Key Features:

- Fanless, noiseless design
- Simplified VLAN & Basic port confid
- Small and Compact

GS1900 Series

SMART MANAGED



XS1920

SMART MANAGED



Models:

8 / 8HP / 10HP / 16 / 24 / 24HP /48 /48HP

Largest PoE+ Budget:

170w

Key Features:

- Supports STP/RSTP/MSTP/LACP
- Fanless models
- SFP uplinks on select models

Models:

XS1920-12

Largest PoE+ Budget:

N/A

Key Features:

- 10x 10G (copper)
- 2 x Combo (10GbE / SFP+)
- Supports STP/RSTP/MSTP/LACP
- L2 Multicast IGMP



Nebula and NebulaFlex Switches

NEW

GS1920v2 Series

NEBULAFLEX / SMART MANAGED



Largest PoE+ Budget:

Key Features:

Largest PoE+ Budget:

Models:

- Dual mode Smart Managed or Nebula

- L2 Multicast IGMP*

NEW

XGS1930 Series

NEBULAFLEX / SMART MANAGED



Models:

28 / 28HP/ 52 / 52HP

Key Features:

- 4 x 10G Uplink Ports
- Dual mode Smart Managed or Nebula
- Zero touch deployment
- Centrally management platform (Nebula)
- Supports STP/RSTP/MSTP/LACP
- L2 Multicast IGMP*

NSW Series

CLOUD MANAGED (1YR PRO PACK)



Models:

10 / 10HP / 24 / 24HP / 24HP (10G)

Largest PoE+ Budget:

375w

Key Features:

- Zero touch deployment
- Centrally management platform (Nebula)
- Includes 1 year of Nebula Pro Pack
- Virtual Stacking via Nebula
- Supports STP/RSTP & LACP
- L2 Multicast IGMP



Fully Managed Switches

GS2210 Series

LAYER 2 (L2)



XGS2210 Series

LAYER 2 (L2)



28 / 28HP/ 52 / 52HP

Largest PoE+ Budget:

375w

Key Features:

Models:

8 / 8HP / 24/ 24HP/ 48 /48HP

L2 Multicast IGMP

Largest PoE+ Budget:

Models:

Key Features:

- 4 x 10G Uplink Ports
- Physical Stacking (2x)
- Static Routing
- Web / CLI / Console Managed Access
- Supports STP/RSTP/MSTP/LACP

Partner / Project / System integrators (small core or large edge network)

XGS3700 Series

LIGHT LAYER 3 (LL3) or L2+



O Models:

24 / 24HP / 48 / 48HP

Largest PoE+ Budget:

1000w

Key Features:

- 4 x 10G Uplink Ports
- Physical Stacking (8x)
- Static Routing & Policy-based routing
- VLAN Stacking (Q-in-Q) 802.1ad
- Supports STP/RSTP/MSTP/VRRP/LACP & ECMP



Fully Managed Switches

Partner / MSP / Project / System integrators (Larger capacity network edge or core or smaller Distribution / Aggregation)

Partner / MSP / Project / System integrators (core / Distribution)

XS3700 Series

LIGHT LAYER 3 (LL3) or L2+



XS3800 Series

LIGHT LAYER 3 (LL3) or L2+



NEW

XGS4600 Series

LAYER 3



Models:

XS3700-24F

Key Features:

- 8 x 10GbE
- 4 x Combo (10GbE/SFP+)
- 12 x SFP+
- Static Routing & Policy-based routing
- VLAN Stacking (Q-in-Q) 802.1ad
- Supports STP/RSTP/MSTP/VRRP/LACP & ECMP

Models:

XS3800-28F (Multi-Gigabit 100M/1G/2.5G/5G/10G)

Key Features:

- 8 x Combo (10GbE/SFP+)
- 16 x SFP+
- 4 x RJ45 (Multi-Gigabit)
- Physical Stacking (4x)*
- Static Routing & Policy-based routing
- Supports STP/RSTP/MSTP/LACP/VRRP & ECMP

Models:

32 / 32F /52

Key Features:

- 4 x 10G Uplink Ports
- Physical Stacking (4x)
- VLAN Stacking (Q-in-Q) 802.1ac
- Advanced security with multilayer (L2/L3/L4
- Supports STP/RSTP/MSTP/LACP/VRRP & ECMP
- Supports OSPF (Dynamic Routing)
- Supports RIP v1 and v2



PoE

Power over Ethernet





Unmanaged and Web Managed Switch Portfolio by PoE Budget





Smart Managed and Fully Managed Switch Portfolio by PoE Budget – More Power Power More

70w	77w	170w	180w	375w	375w	460w	1000w
GS1900 8HP	GS1900 10HP	GS1900 24HP GS1900 48HP	GS2210 24LP GS2210 8HP	GS1920 24HP GS1920 48HP XGS1930 28HP XGS1930 52HP	GS2210 24HP GS2210 48HP XGS2210 28HP XGS2210 52HP	GS3700 24HP GS3700 48HP XGS3700 24HP XGS3700 48HP	GS3700 24HP GS3700 48HP XGS3700 24HP XGS3700 48HP (DUAL PSU)
ZyXEL (03100-040) GIZ TERRET T	ZyXEL 05:000 5000 (200 pt.)	Z/XEL 031900-18	2	0 10 3 11 July 20 10 10 10 10 10 10 10 10 10 10 10 10 10		ZyXEL Responses	ZyXEL xcs300-sspr

PoE Classification vs Zyxel's Smart Power mode





Detects power required from device and allocate power from entire budget. Power up MORE devices than the competition.



Reserves the actual required power for powered devices per port and allows you to prioritise power like you would in classification mode.



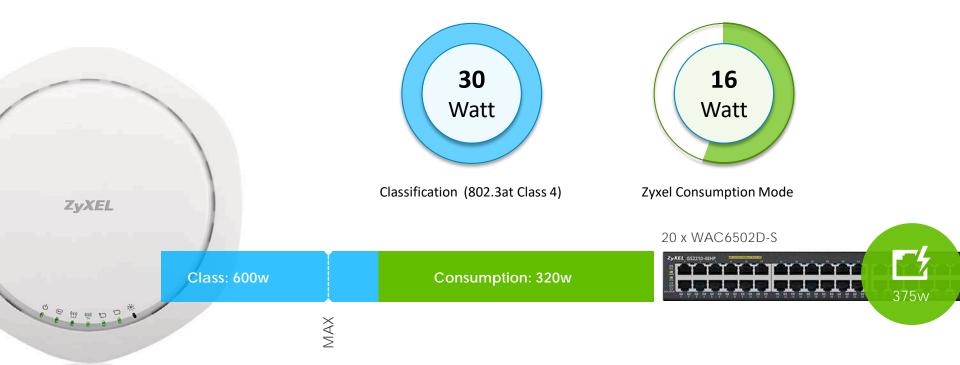
Eco Power & Scheduling

Minimizes the waste of unused power. Allows the use of scheduling PoE to power on and off individual ports from within the Switch GUI itself.



Allocated PoE

WAC6502D-S











10G Switching

SMART MANAGED

XS1920-12





LAYER 2 (L2)

XGS2210-28/52/28HP/52HP







10G Switching

LIGHT LAYER 3 (LL3)

XGS3700-24/48/24HP/48HP



4 x 10Gb SFP+



Optional Hot-Swop dual power inputs

LAYER 3 (L3) NEW! XGS4600-32/32F 4 x 10Gb SFP+ Dedicated dual power inputs

The Brand New GS1920v2 Series

Inherit all features of current GS1920, and introduce new concepts



- New lookCarbon-like front panel
- New size8-port fanless PoE model
- Hybrid design
 Both Standalone & Nebula Cloud Switch in one
- Compact PoE model
 Easier installation with 270mm depth

Hybrid Switch At-A-Glance



Supports NebulaFlex[™] Technology to shift between standalone and License Free Nebula cloud management flexibly



Nebula Cloud: Nebula allows simple deployment with agile network management



Standalone: Easy management and setup with web-based GUI



GS1920v2 SERIES

SMART MANAGED





Fiber uplinks

- Up to 6 fiber uplinks for 48-port models
- Up to 4 fiber uplinks for 24-port models
- Up to 2 fiber uplinks for 8HP model



Smart fan and fanless designs offer whisper-silent operation



Easy to power more devices

- Support 802.3at PoE+ offering 30w per port
- Default consumption mode
- PoE power usage indicators (8HP)

Go Cloud Or Standalone?

Change your mind anytime by using Hybrid switch!

Nebula Cloud

Go to Nebula Control Center (NCC) or use Nebula App to register GS1920v2. You can manage, configure and monitor it anytime, anywhere.





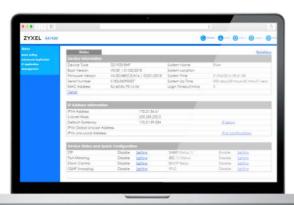
NebulaFlex

Easily convert between standalone and our License Free Nebula cloud management platform, anytime, with a few simple clicks!



Standalone

Unregister GS1920v2 from NCC, it will reset to default setting automatically and reboot in standalone mode





Wireless

Create smarter, more efficient ways to connect and collaborate.





Nebula Professional Pack Nebula

Standalone

Controller

Centralized Management with added functionality

All the benefits of Nebula with additional features and functions to help with larger deployments or larger management teams.

Centralized Management

Easy to use central management that suites typical configuration / deployments without the need to install software or a controller.

Single / Per Device Management

Easy to use configuration that can be applied locally to each Wireless Access Point via a web browser.

On Premises Centralized Management

Hardware controller either dedicated or utilizing the USG's controller. This method allow really refined configuration for more complex installations.

APFlex NWA5000 / WAC6100 / WAC6300 / WAC6500

OPTIONAL WITH LICENSE

NebulaFlex NWA1123AC v2 / NWA1123AC PRO / NWA1123AC HD

NAP

LICENCE FREE



Wireless designed for the ultimate user experience

Refined, tuned and robust hardware is key in creating the ultimate user experience.

All Nebula Access Points are backed by a Life Time Warranty*.



*End of Life + 5 years © 2018. ZYXEL | 54

NebulaFlex

Easily switch between standalone and our License Free Nebula cloud management platform, anytime, with a few simple clicks!





NWA1123-AC v2 AC Wave1 SU-MIMO NWA1123-AC PRO AC Wave1 SU-MIMO NWA1123-AC HD AC Wave2 MU-MIMO

C Wave1 SMART Antenna







64*



802.11ac







256*



802.11ac



2x2 3x3 1.6 Gbps



256*



802.11ac wave2



*1: maximum concurrent supported devices (station



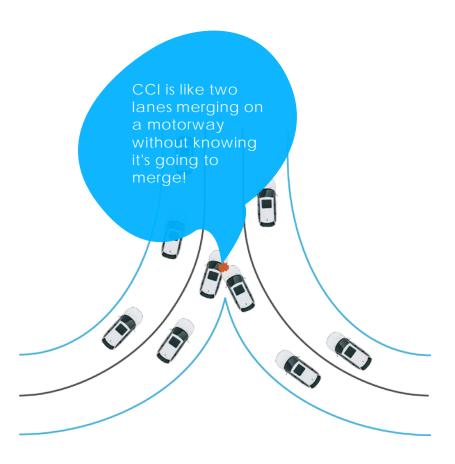




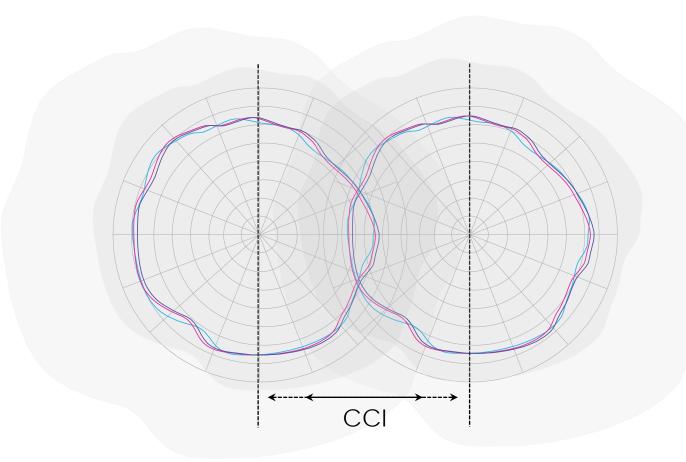


What is Co-Channel Interference (CCI)?

Co-channel interference occurs between two access points (APs) that are on the same frequency channel. The reason why this should be considered when deploying Wi-Fi is that co-channel interference can severely affect the performance of your wireless LAN (WLAN) so much so that the effects can make the service unusable.



Traditional methods of dealing with Co-Channel Interference (CCI)



Turn Down the Power?

Traditional methods of dealing with Co-Channel Interference (CCI) issues, is to turn down the power.

Unfortunately, this causes dead spots due to less coverage area and no overlap, along with giving lower throughputs.

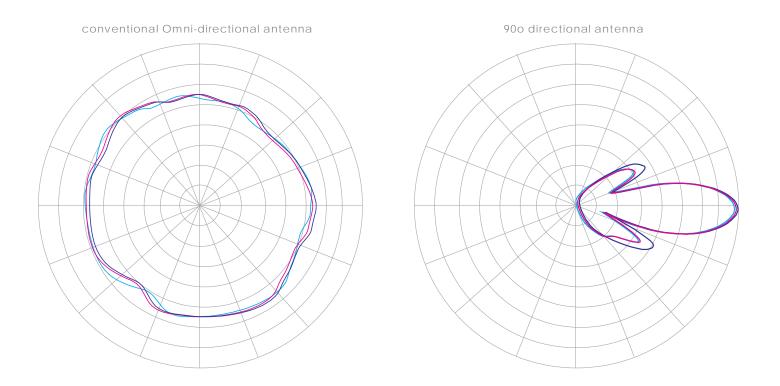
Also it doesn't completely remove the Co-Channel Interference (CCI) issues.



Coverage Area

Interference Area

What is a Smart Antenna and how does it work?



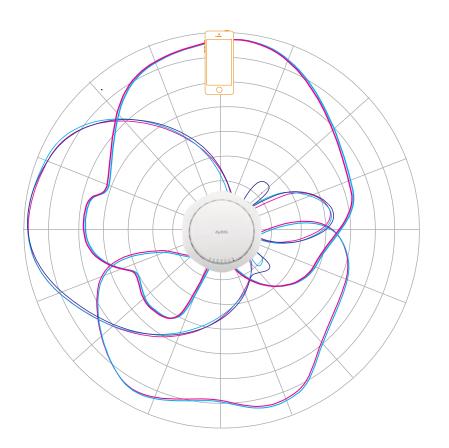
Wi-Fi Client Adjacent / Co channel or Non Wi-Fi

Smart Antenna

Scans for clients and interference.

Intelligent algorithm selects from over 700 optimized antenna patterns. This cycle takes less than 100ms.

Optimal beam combination is shaped for each client (station).



Smart Antenna

The cycle is repeated if necessary to dynamically shape different patterns in response to changing environments.

For example: client (station) moves or interference is detected.





Research

University of Brescia (Italy).

http://netweb.ing.unibs.it/ntw/



The devices put under test:

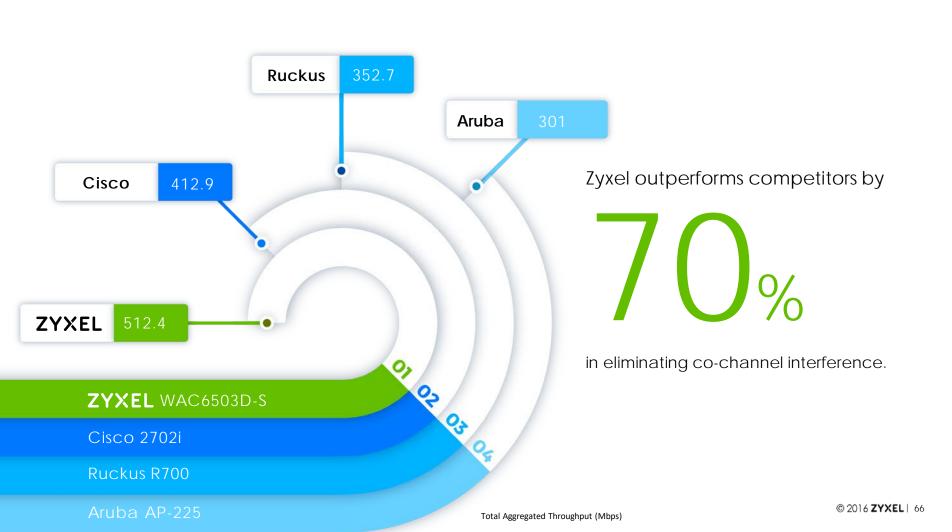








ZYXEL Your Networking Ally	WAC6503D-S	802.11ac	3×3:3	Dual Radio	Smart Antenna
aruba [®] NETWORKS	AP-225	802.11ac	3 x 3 : 3	Dual Radio	Non-smart Antenna
Ruckus	R700	802.11ac	3 x 3 :3	Dual Radio	Smart Antenna
cisco.	2702i	802.11ac	3 x 4 : 3	Dual Radio	Non-Smart Antenna





HARDWARE CONTROLLER (NXC/USG/VPN)



Plug-in Nebula Device/s



Login & Register Device/s Via NCC or APP



Assign, Configure and Monitor



Setup without unboxing!

Register your device via NCC or via the APP by either entering the serial number and MAC address or by scanning the QR code (available on selected models) and configure the device without even unboxing it!

...It's that simple!



Manage all your clients and sites in one place!

Don't just settle for managing a single site. Nebula has been designed to support Multi-tenant (Organizations) as well as individual sites all in a single pane of glass.

...It's that simple!



Multi-tier Management SITE View.





Martner Program



ZAP! Partner Program

Extra Discount*
Deal Registration
Free Webinars
Free Tech Support
Lease Financing**
Dedicated Account Manager
NFR/Demo Discount
Lead Referral
Sales Engineer Access
Advanced Replacement
Qualifying Sales / ½ Year Period

Bronze	Silver	Gold
0%	16%	20%
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	\$6K	\$12K





Partner Site

http://vars.zyxel.com/





