

Nokia is pleased to pre-announce its new Nokia IP350. This letter should provide you with the information you require to ensure the product's smooth and successful introduction to your reseller channel.

Product Description

Nokia IP350 is a member of the new generation of Nokia's successful IP300 series of Security Appliances. Its advanced design brings provider and enterprise level serviceability to small and medium enterprise customers. The slide out access tray allows instant installation of new cards for more memory without having to unrack a unit. All the connectivity flexibility a network needs can be found in its options mix with four integrated and fully routable Ethernet ports and two option slots for dual port Ethernet or serial WAN cards. Optimized for Check Point VPN-1/FireWall-1 NG, the IP350 has outstanding performance for its price, reaching 400 Mbps of firewall secured throughput and encrypting 3DES VPN at 60 Mbps with its on board encryption chip. It also is a great platform for RealSecure for Nokia, being able to be deployed on 10/100 Ethernets. Unlike competitive security offerings that focus on single aspects of business security needs, the IP350 addresses the needs for a complete and flexible security platform with performance that fulfills current and future customer needs.

Features and Benefits

The Nokia IP350 is designed to better fit the evolving needs of the small enterprise customer. The IP350 combines the best features of earlier Nokia platforms along with new capabilities to set a new standard for the small enterprise. The IP350's port density is the highest in its class, and with option cards can be adapted to a wide variety of networks. Finally, the slide out service tray design makes it the most serviceable single rack unit system available. Faster, more flexible and more serviceable, the IP350 is the next stage of network security platforms.

Product Availability

The IP350 is orderable from Aug 12, to start shipping with normal lead times to co-incide with Nokia's public announcement of the products on Aug 20. It may be purchased and resold by Gold and Premier VARs and Service Providers. Please refer to the Country Availability Matrix in the Price List for availability by country

The Nokia IP350 will be available everywhere it is approved. This initially includes, but is not necessarily limited to, the US, Canada, Western Europe, Poland, Australia, New Zealand, India, Indonesia, Hong Kong, Singapore, South Korea, Taiwan, Thailand and Japan as well as Chile, Colombia, Peru, Costa Rica and Venezuela.

PRODUCT DETAILS: This product has a Category A Discount Rate.

Additional Information

The following information will be available on the Reseller Extranet by August 19, 2002.

- Product Bulletin
- FAQ
- Data Sheet
- Customer Presentation

PRODUCT DETAILS

For pricing information please refer to your local price manual

PART NUMBER	PRODUCT DESCRIPTION	WEIGHT (Lbs / Kg) Packaged	PRODUCT DIMENSIONS (Inches) L x W x H
NBB0350000	Nokia IP350 Base System	19 lbs. / 8.6 Kg	16.1 x 17 x 1.75
NBB0351000	Nokia IP350 Demo System	19 lbs. / 8.6 Kg	16.1 x 17 x 1.75
NCZ0501000	USA/Japan power kit	As all IP platforms	As all IP platforms
NCZ3020000	UK power kit	As all IP platforms	As all IP platforms
NCZ3018000	France/Germany power kit	As all IP platforms	As all IP platforms
NIM3525000	512 MB Memory Option	Factory install	N/a
NIS1710000	IGRP Software	N/a -software	N/a -software
NIS1905000	BGP Software	N/a -software	N/a -software
NIF4300000	Dual Port 10/100 Mbps Ethernet	As all cards	As all cards
NIF4301000	Single Port ISDN, BRI S/T	As all cards	As all cards
NIF4302000	Single Port V.35 and Cable	As all cards	As all cards
NIF4303000	Single Port X.21 and Cable	As all cards	As all cards
NMS2342000	IPSO release pack		
NIM3525FRU	512 MB Memory Option		
NIF4300FRU	Dual Port 10/100 Mbps Ethernet	As all cards	As all cards
NIF4301FRU	Single Port ISDN, BRI S/T	As all cards	As all cards
NIF4302KIT	Single Port V.35 and Cable	As all cards	As all cards
NIF4303KIT	Single Port X.21 and Cable	As all cards	As all cards

Note: Nokia Global Support and Services is pleased to pre-announce a concurrent strategic reprice of support offerings for the Nokia IP330 in the Americas Region. These support price reductions are being implemented globally to align IP330 support pricing to that of the newly announced IP350. The new prices will become effective in Nokia ordering systems September 1, 2002 and will appear in the Nokia Price List as "Orderable and Shippable" on that date. Specific notice and details of the IP330 price reductions will be communicated to Distributors separately.

SUPPORT AND SERVICES – IP350

PART NUMBER	PRODUCT DESCRIPTION
NSP170A350	On-Site HW Install - Area A, IP350
NSP170B350	On-Site HW Install - Area B, IP350
NSP170D350	On-Site HW Install - Area C IP350
NSP170D350	On-Site HW Install - Area D, IP350
NSP1004350	Essential, 1Yr, IP350
NS21004350	Essential, 2Yr, IP350
NS31004350	Essential, 3Yr, IP350
NSP250A350	Essential Plus 5x8 - Area A, 1Yr, IP350
NSP250B350	Essential Plus 5x8 - Area B, 1Yr IP350
NSP250C350	Essential Plus 5x8 - Area C, 1Yr, IP350
NSP250D350	Essential Plus 5x8 - Area D, 1Yr, IP350
NS2250A350	Essential Plus 5x8 - Area A, 2Yr, IP350
NS2250B350	Essential Plus 5x8 - Area B, 2Yr, IP350
NS2250C350	Essential Plus 5x8 - Area C, 2Yr, IP350
NS2250D350	Essential Plus 5x8 - Area D, 2Yr, IP350

PART NUMBER	PRODUCT DESCRIPTION
NS3250A350	Essential Plus 5x8 - Area A, 3Yr, IP350
NS3250B350	Essential Plus 5x8 - Area B, 3Yr, IP350
NS3250C350	Essential Plus 5x8 - Area C, 3Yr, IP350
NS3250D350	Essential Plus 5x8 - Area D, 3Yr, IP350
NSP260A350	Essential Plus 7x24 - Area A, 1Yr, IP350
NSP260B350	Essential Plus 7x24 - Area B, 1Yr, IP350
NSP260C350	Essential Plus 7x24 - Area C, 1Yr, IP350
NSP260D350	Essential Plus 7x24 - Area D, 1Yr, IP350
NS2260A350	Essential Plus 7x24 - Area A, 2Yr, IP350
NS2260B350	Essential Plus 7x24 - Area B, 2Yr, IP350
NS2260C350	Essential Plus 7x24 - Area C, 2Yr, IP350
NS2260D350	Essential Plus 7x24 - Area D, 2Yr, IP350
NS3260A350	Essential Plus 7x24 - Area A, 3Yr, IP350
NS3260B350	Essential Plus 7x24 - Area B, 3Yr, IP350
NS3260C350	Essential Plus 7x24 - Area C, 3Yr, IP350
NS2260D350	Essential Plus 7x24 - Area D, 3Yr, IP350
NSP5002350	ACCESS 5x8, 1Yr, IP350
NS25002350	ACCESS 5x8, 2Yr, IP350
NS35002350	ACCESS 5x8, 3Yr, IP350
NSP5001350	ACCESS 7x24, 1Yr, IP350
NS25001350	ACCESS 7x24, 2Yr, IP350
NS35001350	ACCESS 7x24, 3Yr, IP350
NSP502A350	ACCESS PLUS 5x8 - Area A, 1Yr, IP350
NSP502B350	ACCESS PLUS 5x8 - Area B, 1Yr, IP350
NSP502C350	ACCESS PLUS 5x8 - Area C, 1Yr, IP350
NSP502D350	ACCESS PLUS 5x8 - Area D, 1Yr, IP350
NS2502A350	ACCESS PLUS 5x8 - Area A, 2Yr, IP350
NS2502B350	ACCESS PLUS 5x8 - Area B, 2Yr, IP350
NS2502C350	ACCESS PLUS 5x8 - Area C, 2Yr, IP350
NS2502D350	ACCESS PLUS 5x8 - Area D, 2Yr, IP350
NS3502A350	ACCESS PLUS 5x8 - Area A, 3Yr, IP350
NS3502B350	ACCESS PLUS 5x8 - Area B, 3Yr, IP350
NS3502C350	ACCESS PLUS 5x8 - Area C, 3Yr, IP350
NS3502D350	ACCESS PLUS 5x8 - Area D, 3Yr, IP350
NSP501A350	ACCESS PLUS 7x24 - Area A, 1Yr, IP350
NSP501B350	ACCESS PLUS 7x24 - Area B, 1Yr, IP350
NSP501C350	ACCESS PLUS 7x24 - Area C, 1Yr, IP350
NSP501D350	ACCESS PLUS 7x24 - Area D, 1Yr, IP350
NS2501A350	ACCESS PLUS 7x24 - Area A, 2Yr, IP350
NS2501B350	ACCESS PLUS 7x24 - Area B, 2Yr, IP350
NS2501C350	ACCESS PLUS 7x24 - Area C, 2Yr, IP350
NS2501D350	ACCESS PLUS 7x24 - Area D, 2Yr, IP350
NS3501A350	ACCESS PLUS 7x24 - Area A, 3Yr, IP350
NS3501B350	ACCESS PLUS 7x24 - Area B, 3Yr, IP350
NS3501C350	ACCESS PLUS 7x24 - Area C, 3Yr, IP350
NS3501D350	ACCESS PLUS 7x24 - Area D, 3Yr, IP350

1. ORDERING RULES FOR NOKIA IP350

1.1 What does the customer receive when they order the IP350?

The IP350 is a 1-rack space (1.75 inches or 4.45 cm) tall security platform. The IP350 is an Intel based application platform for use with the Nokia partner applications such as Check Point VPN-1/FW-1 NG or ISS RealSecure. The IP350 base bundle ships with 256 MB of RAM, one IDE based hard drive, four integrated 10/100 Mbps Ethernet Ports, two additional PMC slots for Network Interface Cards (these are not Hot Swappable), PCMCIA slot for Modem, Power Cord, IPSO software and system documentation. Please note customers must select power cord for the region in which the platform will be used.

1.2 Who can order this product?

This product may be ordered by Nokia Gold Resellers, Nokia Premier Resellers, Nokia Distributors, Nokia Direct VARs, and Named Accounts that are authorized to order direct from Nokia.

1.3 What quantity of this product may be ordered in any one month?

This product does not have any order quantity restrictions at this time.

1.4 What other products and/or options must be ordered with this product?

The purchaser must order a power cord kit (NCZxxxxxxx) with the IP350. (Check Price List for SKUs)

When purchasing RealSecure for Nokia both the RealSecure option (NPSxxxxxxx) and the software subscription (NSSxxxxxxx) are required (Check Price List for SKUs).

1.5 What other products may be ordered with this product?

The following are a list of options that can be ordered with the IP350:

IP350 PMC Network Interface Cards

	LAN
NIF4300000	FRU, Two Port 10/100 Mbps Ethernet PMC Interface Card (Cables not included)
	WAN
NIF4301000	FRU, Single Port ISDN BRI PMC Interface Card (S/T Interface, Cable not included)
NIF4302000	KIT, Single Port Serial V.35 PMC Interface, Plus One (1) V.35 Cable
NIF4303000	KIT, Single Port Serial X.21 PMC Interface, Plus One (1) X.21 Cable
Product Options (Installed at Factory)	
NIM3525000	FRU, 512 MB DIMM Upgrade Kit for IP350 (Total Platform Memory of 512 MB)

FRU's

IP350 Field Replaceable Units

	LAN
NIF4300FRU	FRU, Two Port 10/100 Mbps Ethernet PMC Interface Card (Cables not included)
	WAN
NIF4301FRU	FRU, Single Port ISDN BRI PMC Interface Card (S/T Interface, Cable not included)
NIF4302KIT	KIT, Single Port Serial V.35 PMC Interface, Plus One (1) V.35 Cable

NIF4303KIT	KIT, Single Port Serial X.21 PMC Interface, Plus One (1) X.21 Cable Other
NIY2380FRU	IDE based Hard Drive (No Redundancy) FRU, 512 MB DIMM Upgrade Kit for IP350 (Total Platform Memory of 512 MB)
NIM3525FRU	MB)

1.6 What other products may not be ordered with this product?

The IP350 cannot accept a Nokia Encryption Accelerator II card (NIF4214xxx). Additionally, the IP350 is limited to 512 MB of total memory.

1.7 What service products may be ordered to cover this product?

The IP350 is available with all standard service offerings, specifically:

Essential Services - Nokia Software Subscription & Advance Replacement

Essential Plus Services - Nokia Software Subscription & 5x8 Onsite Hardware Replacement

Essential Plus Services - Nokia Software Subscription & 7x24 Onsite Hardware Replacement

Installation Services Nokia Access (On-Line) 5x8

Nokia Access (On-Line) 5x8

Nokia Access (On-Line) 7x24

Nokia Access Plus (On-Site) 5x8xNBD

Nokia Access Plus (On-Site) 7x24x4

Please consult the current price list for part numbers and pricing. The IP350 will also be included in the Nokia Security Administrator training offered through Global Education Services.

1.8 Where does Nokia provide onsite support for this product?

Assuming the product is homologated, onsite support will be offered as laid out in the current price list

1.9 Does this replace a previous product?

No, the IP350 is a complement to the current IP line and does not replace any product.

1.10 Where may this product be shipped?

The IP350 has been homologated to legally ship to the following countries:

United States, Canada

Western Europe: UK, Austria, Belgium, Denmark, Finland, France, Germany Greece, Ireland, Italy, Luxembourg, Netherlands, Norway Portugal, Spain, Sweden, and Switzerland

APAC: Japan, Australia, Singapore, and Hong Kong

Please refer to the Price List with the most current Country List for all countries where the IP350 is available

2.0 Physical dimensions

	Height	Width	Length
IP350	1.75 in. (4.45 cm) - 1 RU	17 in. (44 cm) - without rack mounting ears 19 in. (48 cm) - with rack mounting ears	16.12 in. (40.94 cm)
Package	6.4 in. (16.2 cm)	22.6 in. (57.5 cm)	21.2 in. (54.0 cm)

Weight:

System only: 17 lbs. (7.7 kg)

Package + System 19 lbs. (8.6 kg)

The Quick Start Guide for the IP350 has been localized to Kanji for shipping to Japan.