

# PowerDsine® Midspans

## Why PoE Midspans?

- ✓ **Cost savings**
  - Upgrade to PoE without replacing your switch
  - No need to re-buy PoE when replacing your switch
- ✓ **Simple installation** – true plug-and-play; no network down time or switch reconfigurations
- ✓ **Reduces operating costs** – management software enables powering devices only when needed
- ✓ **Flexible** – from 1 to 24 ports, with High Power and Gigabit options



PowerDsine 6524  
24-Port Midspan

### Main Markets



## Why PowerDsine?

- ✓ **Patented PoE technology**—Owns 60 PoE related patents.
- ✓ **Major contributor to the IEEE 802.3af and 802.3at standards**—Over 70% of standards' contribution.
- ✓ **Leading the PoE market with:**
  - ICs, modules and midspans
  - Advanced power management
- ✓ **Lifetime Warranty**

How will you power that?

# PowerDsine Midspans

## PowerDsine Midspans Deliver Best ROI !

- Cost savings on every Midspan vs. PoE switch
- Plug & play
  - No network downtime
  - No configuration needed
- Power savings through remote management capabilities

## ROI Analysis to the End-User

A company with an existing installation of 300 Gigabit switch ports compares adding 300 PoE ports using midspans with installing new 300 Gigabit PoE switch ports.

	Cisco	PowerDsine C3560-24P PoE	Difference PD 6524 G/M	300 Ports
List Price	\$4,599	\$1,299	\$3,300	\$42,900
Inst. & Config. @ \$250 per hr	10 hrs	1 hr		\$2,250
Annual Power Savings @ €18* per KWh (14 hours down time)				\$2,300
<b>Total annual savings CAPEX</b>				<b>\$ 45,150</b>
<b>Total annual savings OPEX</b>				<b>\$ 2,300</b>

- \$3,300 savings per midspan (over high-end PoE switch)= ~\$43,000
- 10 hours installation time = \$250 x 9 = \$2,250
- Electricity savings = \$2,300

**Total Savings CAPEX of \$45,000 !**  
**Annual OPEX Savings of \$2,300 !**

\* Source — <http://www.energy.eu/#industrial>

### Typical Midspan Application

