

Connect, Communicate, & Control with The World's Longest Ethernet Cable™

4Gen VPN, IoT, & Security Solution Overview

An aerial night view of a city, likely New York City, with a dense grid of streets and buildings. Overlaid on the city are numerous glowing yellow and orange lines that radiate from a central point, creating a complex network pattern that resembles a fiber-optic or data network map. The lines are most prominent in the center and spread out towards the edges of the frame.

//Connect //Secure //Extend //Access

Agenda

Who We are and What we Do

Market Condition – Connectivity is Key

Solutions Overview

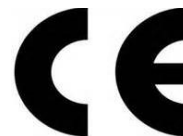


IpTL is a Designer & Manufacturer of Ethernet Solutions

■ Who We are

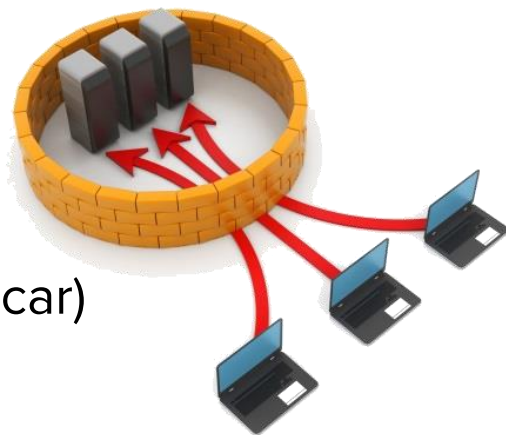
- IpTL designs, manufactures, & markets IP solutions
- Founded in 2009, HQ Baltimore, Maryland USA
- Technology Driven: Patents on innovations
- Global from the start – used in 70+ countries
- 7,000+ end points across every industry
- Go to Market: Sell globally – Support locally
- USA Designed – Manufactured – Supported

Our Mission – *Network Communications Simplified*™



Our View of Access Connectivity

- **The Network has Left the Building.**
- **The WAN & LAN are Converging at the Application!**
 - Where ever that app happens to be! (phone, cloud, car)
- **Access network still the “Toughest Mile”**
 - Options delivering too little benefit
 - End Users forced to implement multiple solution
 - Nothing works 100% right



Connectivity breaks applications & user productivity
Privacy still missing – open info for the grabbing
Security ineffective – you don't control your data!

Why IPTL- Better – Faster – Cheaper --- We Actually Work!

- **Transparently** – all apps work as if on the LAN – including VLAN and VLAN trunking
- **Automatically** – even over NAT/Nested NAT Dynamic IP, and through Firewalls
- Use Over **ANY** IP/Commodity Internet
- Truly **Secure** – Perfect Forward Secrecy standard!
- **Now!** No waiting for “installs” or engineer availability



IPsec, GRE, AnyConnect, VPN, & DMVPN
CANNOT MEET THESE Points

When you have **IoT, VoIP/,Video, UC, LAN Networking**, or solutions such as **IP Cameras, Digital Signage, Access control**



IpTL eliminates the difficulties of VPN/Remote Access connectivity: Lack of End-to-End Communications Security; Recurring costs of MPLS or VPN's; Delays or Blockages to Deployment



Your Benefits when **deploying IpTL** as part of your solution

**Works over
any IP
network
Securely**

**Lower costs
for your
Solution
Deployment**

**You Control
Your Security**

**Deploy now
with rip-out /
or change**

**Users and
Applications
Work properly**

**Scalable
with Top
Support**

About IpTL *FastLane*™ Appliances – Quick Snapshot



- CE Mark, FCC, Canada, AUZ/NZ, UAE & Oman TRA certified
- Works with Dynamic IP – even on both ends of the link
- Can be installed behind a NAT on both ends
- Supports VLANs and VLAN trunking over IP networks
- Data always goes between your devices
- You can implement your own security & lock-down
- Client Independent - No software installed
- You can deploy with 100% Touchless deployment
- Not a service –You create your own link
- No recurring feature licenses
- All endpoints are locally and remotely manageable
- Designed, built, and shipped from the USA

 	
Telecom Equipment Registration Certificate	
شهادة تسجيل منتج (إعتياد النوعية)	
Authorization Number :	ER0091039/12
Name of Registered Dealer :	IP TECHNOLOGY LABS LLC
Product Details Equipment Name : LAN ETHERNET IT CONNECTIVITY EQUIPMENT Model : MODEL 70 SERIES Manufacturer : IP TECHNOLOGY LABS LLC	
Applied Standard and/or Network Interfaces and/or Radio Services Spectrum Usage for which this authorization applies. Comments :	
Authorization وفقاً لمرسوم قانون الاتصالات وإلحاحات تنفيذية ، والسلطة المسؤولة لتعليم تنظيم الاتصالات قطاع اتصالات ، بحراً هذا الترخيص لاستخدام المنتجات المذكورة أعلاه في الدولة وفقاً للشروط المحددة والسيدة في الصفحة التالية The Telecommunications Regulatory Authority, pursuant to its authority under the Federal Law by Decree No. 3 of 2003 – Telecom Law & the Executive Order of the Federal Law by Decree No. 3 of 2003 Regarding the Organization of the Telecommunications Sector, hereby authorizes the above product for the usage of specified subject to the conditions set out overleaf, attached on the second page.	
Date of Issue :	09-Jul-2015
Date of Expiry :	08-Jul-2018

What the Market Says about IpTL



“...the tunnel is up - very simple...:-)”

“Benoy: nightmare for the competition”

– Mr. Benoy Nair, Head of Support Almasa

“...The experience was “great”...”

– Stuart, Senior Policy Analyst

“...IpTL support in the US is great...”

– Brix, Computer Depot UAE

“...Amazing support!”

– Hassan Algeresi, FVC

“...Very Clever! ...the system worked without any glitches.”

– Mr. Daaa Serdah, Director Honeywell KSA

“It was a great experience to work with IPTL and we are much more satisfied with your equipment’s.”

– Umair Latif, OSAS Technology

“All worked seamlessly - so doing its job well”

“Saved the Day-- Your redundancy kicked-in twice when I was on holiday”

– Dr. Robin Leadbetter, Veterinary Clinics

“...and to top it all have produced an excellent product at a very attractive price level.”

– Amer Ghul, Ghul Group

“...So far all well, tunnel is solid !!!”

– Sandeep Fernandes, Dragon₇Oil

Unlimited Users, Networks, & Apps from 1 link to 1,000's

Mobility

Workgroup

M2M/DR-BC

Office

Office+

Enterprise & Cloud

1 Tunnel Fixed

8 Tunnels Fixed

1-25 Tunnels

1,000's Tunnels

Model 7



USB, WiFi, Eth
• Single User

Model 71LW



WiFi, Dual Wired Ethernet

- 10-20 Users
- Max 128 WiFi
- Single Tunnel

Model 71-04



Integrated 4GLTE + Dual Wired Eth.

- Single Tunnel
- Auto Dial-Backup
- Internal SIM

Model 72/75/78



4X GiGE; PoE input; USB dial

- 100-250 users
- Office VoIP/UC Integration
- Full Access Router
- Metal Enclosure

Model 770



4X GiGE+USB dial

- 1-25 Connections
- Connections are license scalable
- Office VoIP UC
- Full Router
- Metal Enclosure
- Easily Expandable for additional sites

Model 79R



1U Rack Mount

- 1U form Factor
- 1,000's of users
- 6x GiGE ports

Model 70v



- VMWare ESX
- Virtual Box
- Hyper-V
- Scales System

Major Application Technology Verticals

Technology Vertical	Use Case
MPLS/Leased-Line Replacement and Redundancy	<ul style="list-style-type: none">• Use commodity Internet to create secure low-cost tunnels• Provide redundancy to carrier services• Control your own network
4Gen VPN & Remote Access	<ul style="list-style-type: none">• Mobility Remote Access/ BYOD• Network Extension• Cloud Access• Fixing broke IPSec VPN
M2M/IoT – Machine-to-Machine and Internet-of-Things	<ul style="list-style-type: none">• Critical infrastructure e.g. SCADA• IP Cameras/ Access Control• Sensor connectivity and security

Say Yes To your Applications, Customers, & Business with IPTL

Minimize
Investments

The Network
Anywhere

Serve all your
Customers

**Meet your customer's
expectation for integration**

Services today Voice (VoIP), Video, VPN, Internet, Redundant
& Assured Connectivity, Virtual Leased-Line over IP

Services emerging IoT/m2m, Cloud, Collaboration, SmartGrid, XaaS

Services tomorrow Any Device, Any Media, Any Anywhere

Carrier Services are Expensive


- WAN offerings are all over the place, expensive, and with delays – International makes this worse!

This?
1.5mpbs

Average monthly cost of
T1/MPLS dedicated
access per site

↓

\$400




Or this?
25Mbps

Better
5x the upload speed of our Good plan

\$74⁹⁹
/month

For one year with term contract. Plus
taxes & fees.

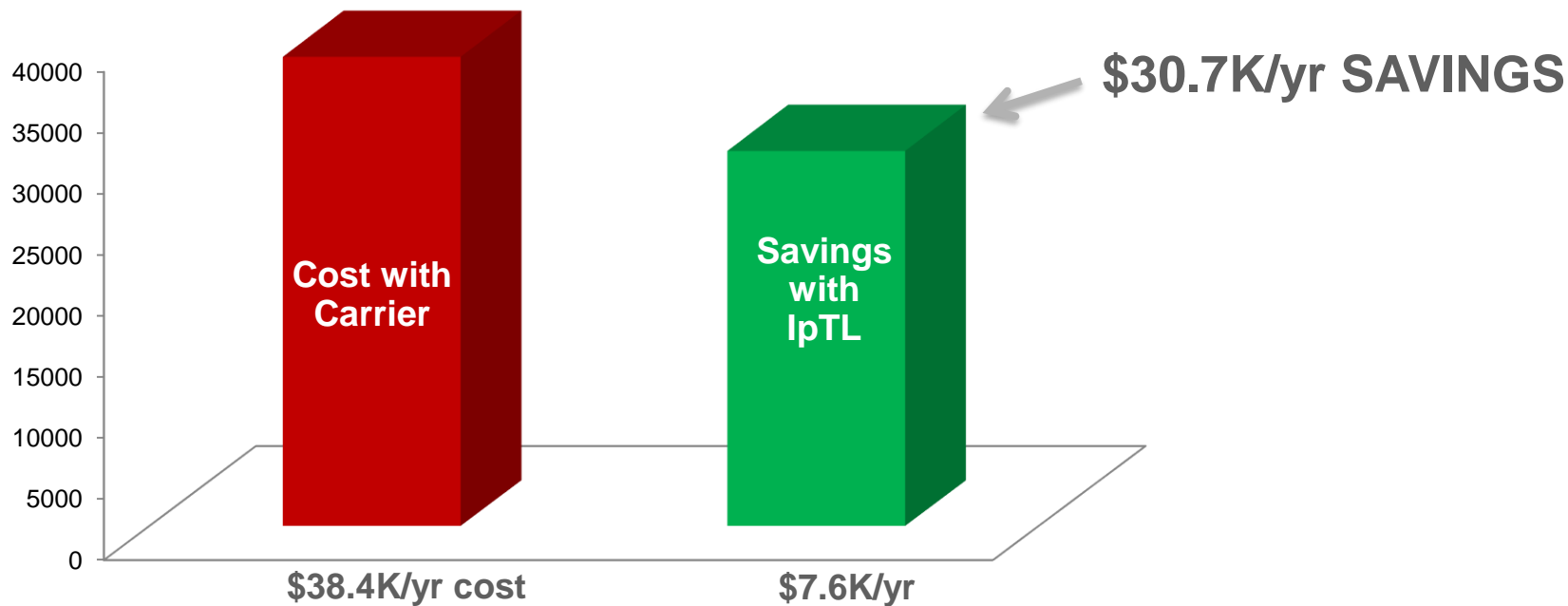
[Check Availability](#)

 **25/25 Mbps**
Download 2-hr. HD video
(5GB) in 26.7 min.*

- Many applications are blocked such as VoIP and Video.

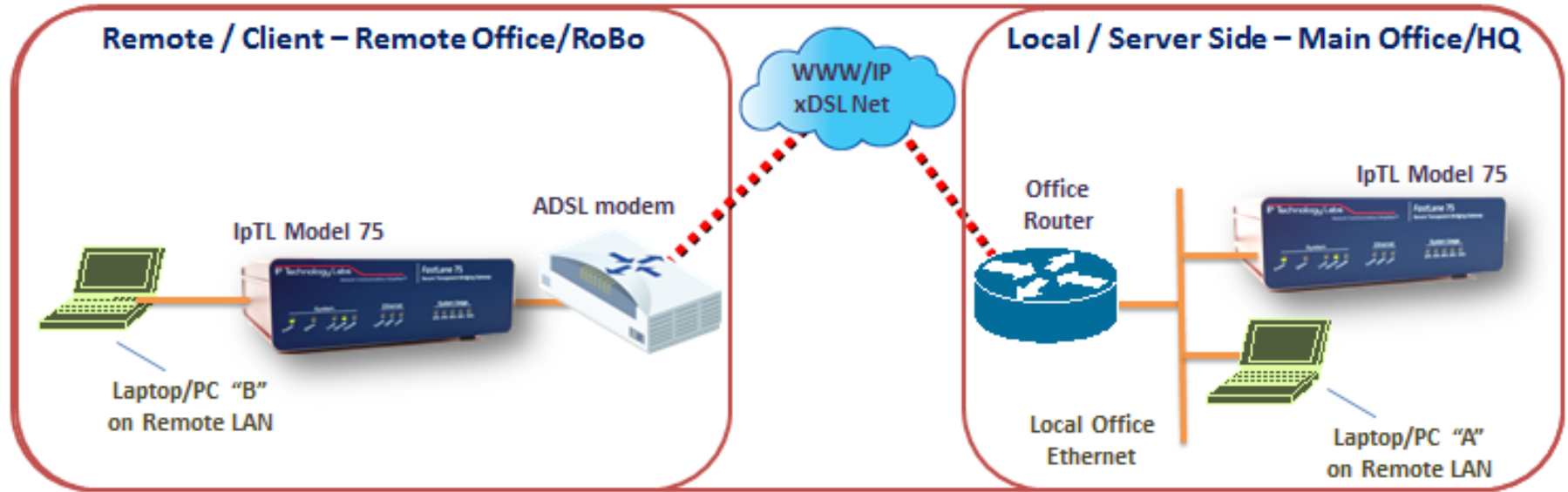
Example Business Problem - MPLS Services Cost too Much

Carrier Services



Typical 8 Site private network. MPLS Leased-Line Cost vs IpTL Savings

Opportunity: Typical Extension Voip/Video/Data Extension



Issue: How do I get the Remote to “look” like it is local to HQ

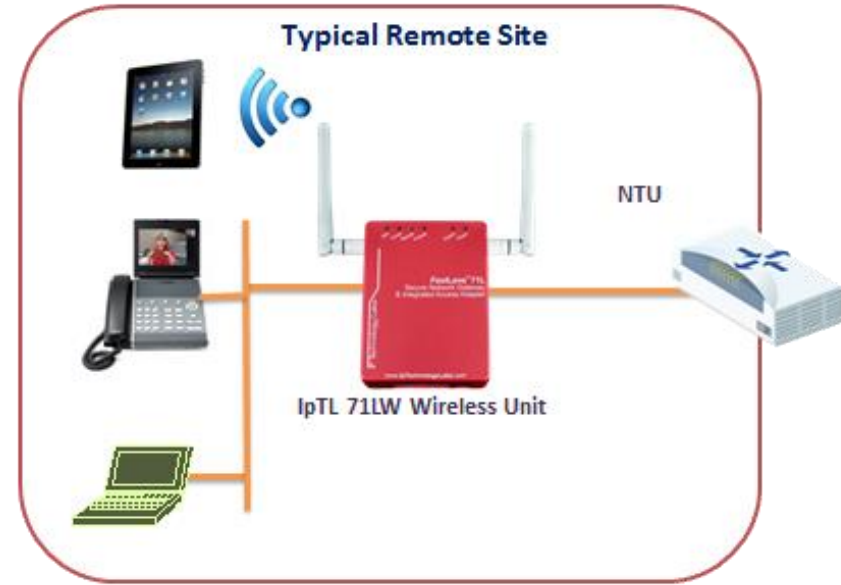
Solution: IpTL in-line creates the “Worlds Longest Ethernet Cable” over the Internet

Connect Wired and Wireless – VoIP, Video, Streaming, iTunes

Connect your iPad, iPhone, WiFi

Connect UC/VoIP

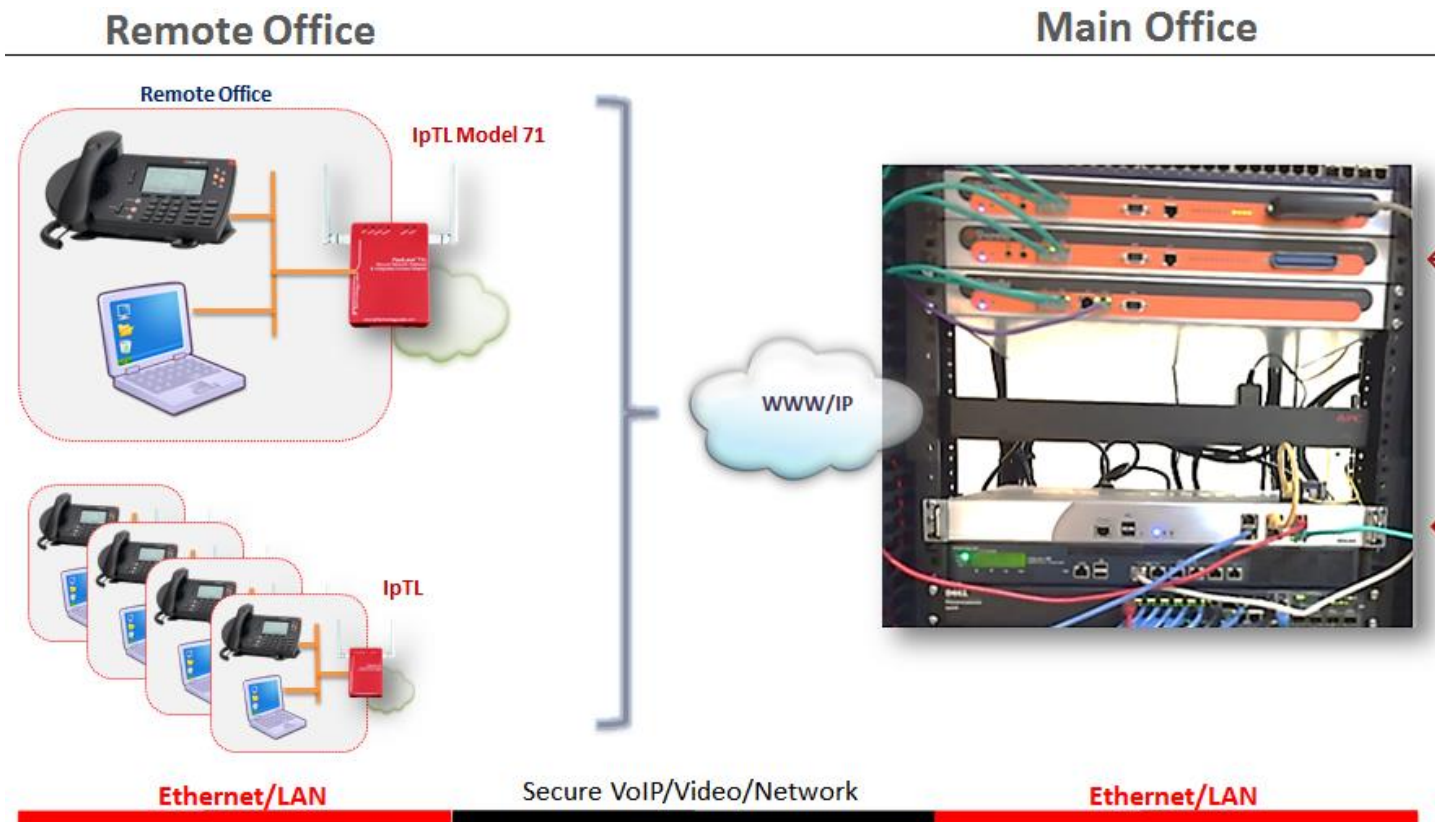
Connect Laptops and Printers



Issue: Integrate the whole office, next gen devices, legacy devices

Solution: IpTL brings all together with Ethernet & no modification to the device

Application: Remote Site Integration



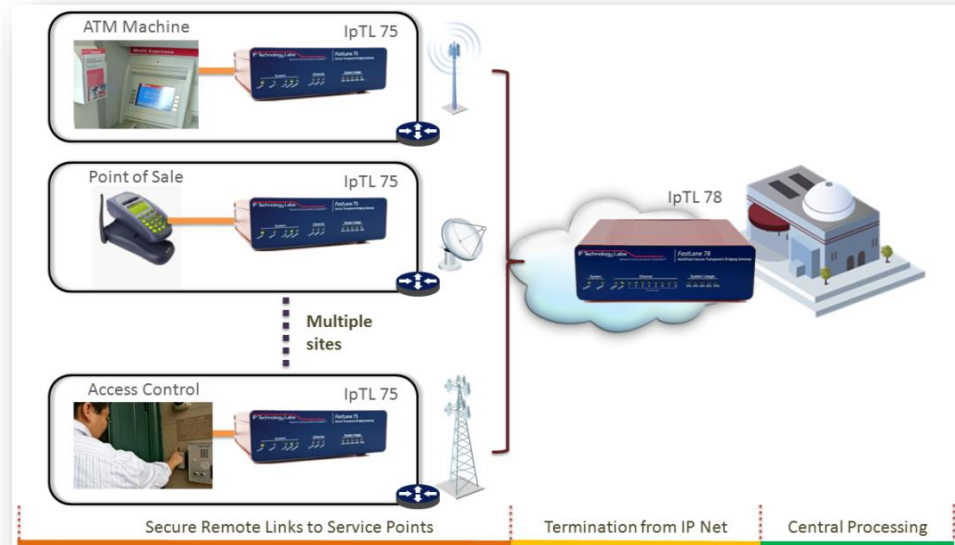
IpTL provides a secure LAN based connection for remote VoIP and Data users without change to devices, applications, or process.

Opportunity: Point of Sale / ATM / Access Connectivity

ATM, PoS, and Access Control can easily connect over public or semi-public data facilities.

Ethernet Bridging of NON-IP protocols permits the devices to function with their own native security.

Control is maintained by the central site



Issue: Integrate devices where a you can't install a client and aren't IP based

Solution: IpTL can integrate with any Ethernet based device without modification

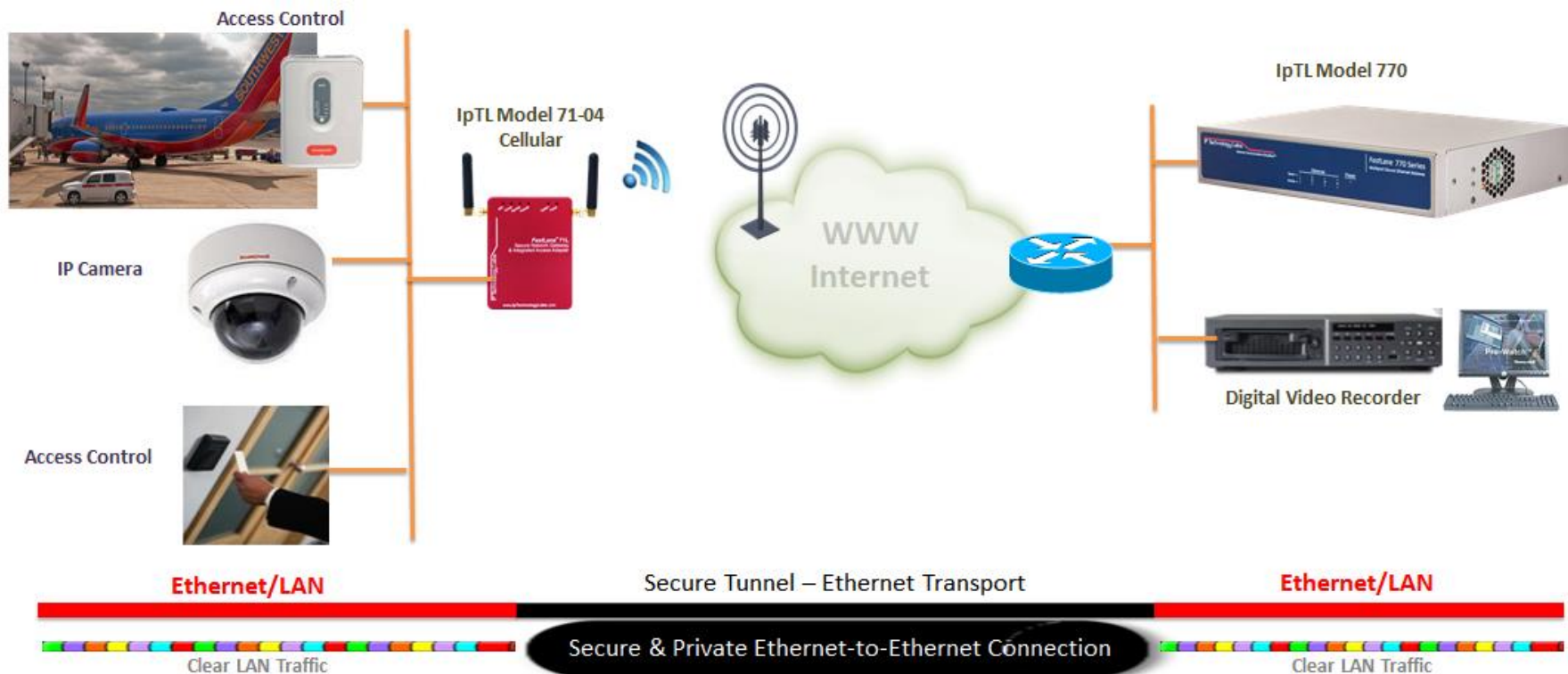
Opportunity: Medical Imaging – Filmless XRay



Issue: Connect Health Care Providers, Transition from MPLS, Upgrade to UC/VoIP

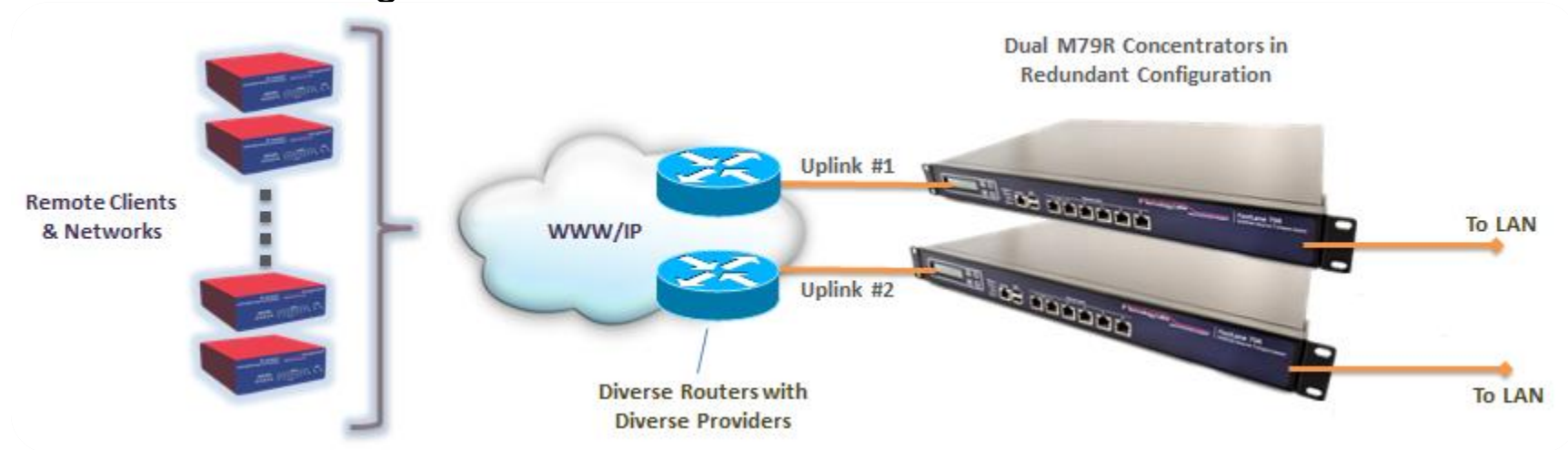
Solution: Collapse over public facilities, support all users, cut costs

Application: Industrial Secure Networking



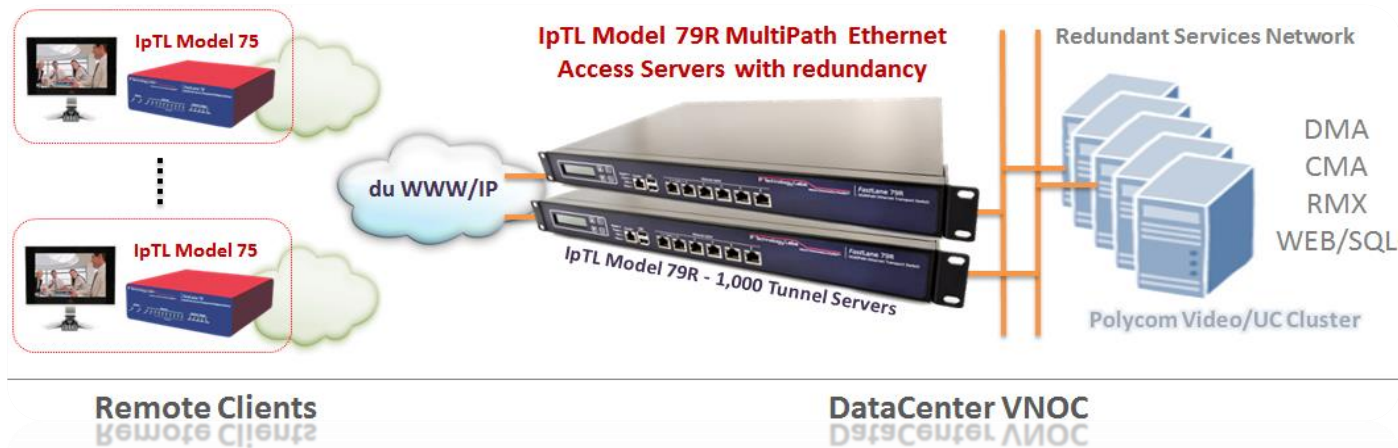
Typical Redundancy with IpTL – Fallback and Failover

- Large concentration of remote users at the central site.
- When 100% guaranteed access to the central site is required.
- Protection from Link, Provider, & Equipment failure is required *at the same time*.
- Positive indication that the backup is available and active. (e.g. Hot Active) even when it is not being utilized.



Leased Line Replacement

- Competitive carrier offering hosted Video conferencing needs easy and secure connectivity
- International connection over Commodity Internet



Challenge

- Provide remote access for users of hosted Polycom telepresence and conferencing regardless of location
- Video/UC blocked by NAT or country proxies – Traditional VPN didn't work due to dynamic IP
- MPLS or Leased-Lines expensive or not universally available
- Incomplete Security, Privacy & Control

Solution

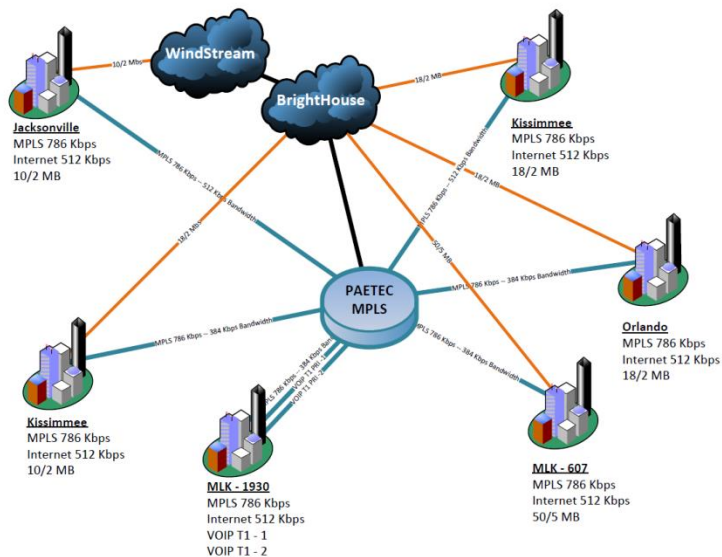
- Redundant IpTL Model 79R servers in data center
- Model 75 end-points at remote sites.

Results

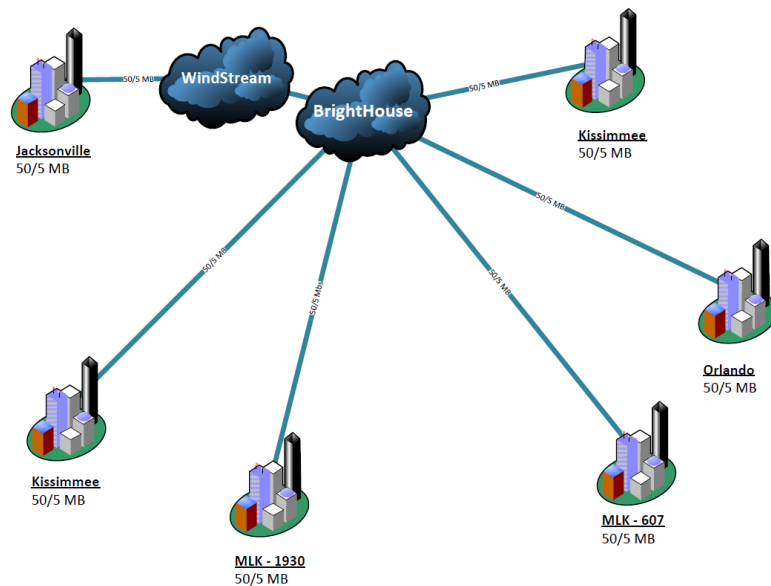
- Transparent and secure Ethernet from remote Video clients to hosted MCU service
- Plug-and-play quick deployment
- Use any Internet connection with no network, NAT, firewall or provider blockages. Works with Dynamic IP on both ends of the link – No Static Public IP required
- Full End-to-End manageability for quick support and provisioning.

Use IpTL to Simplify and lower Costs

OLD



NEW



Real Bottom Line Value – Multi Site Medical Center

Astra ITM - Monthly Cost Analysis - Advanced Diagnostic Group

<u>Locations</u>	<u>Existing Cost</u>	<u>Proposed Cost</u>	<u>ADG Savings</u>
MLK II - 1931	\$1,498.44	\$ 900.00	\$ 598.44
MLK - 607	\$ 882.90	\$ 450.00	\$ 432.00
Waters	\$ 871.90	\$ 400.00	\$ 471.00
Orlando	\$ 930.90	\$ 450.00	\$ 480.00
Kissimmee	\$ 945.72	\$ 400.00	\$ 545.00
Jacksonville	\$ <u>922.90</u>	\$ <u>435.00</u>	\$ <u>537.50</u>
	\$ 6,520.00	\$ 3,035.00	\$ 3,065.00



“Better service is available @ half the cost ”

Astra ITM - By redesigning your network now - we can easily take advantage of changing tariffs - Broadband connections and Secure LAN & PBX technologies



12 Months Savings \$36,680
24 Months Savings \$73,560
36 Months Savings \$110,340
48 Months Savings \$147,140

Additional Resources

■ FastLane Forum –

<http://iptechnologylabs.com/forum>

- App Notes
- Marketing Info
- Community Questions & Answers
- Proposal Templates

■ IpTL Demo Server

<http://demo.IpTechnologyLabs.com>

User = monitor

Pass = monitor



Thank you for your Attention!

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