



About Lan 1

Lan 1 is a Value Added distributor supplying and where required provide assistance to train our partners in configuring and installing our range of vendors IP Storage, IP Networking, IP Security and IP Surveillance products & services.

Established in 1993, Lan 1 has built a strong name for itself in the networking, storage, security and IP surveillance fields. Lan 1 is headquartered in Waterloo, Sydney, with branch offices in Brisbane, Melbourne and Perth. Lan 1 provides strong brand name products backed by high levels of service and support. Lan 1 can assist with design, configuration and implementation of its complete range of products to enable its partners to offer very effective solutions to their end customers.

Core competency: Lan 1 provides a diverse range of data storage, networking and security products. In addition to time and place distribution, Lan 1 offer flexible support options, training and education on our products. Lan 1 also offers co-marketing support (trade-show support, direct mail, partner road shows, creative services, and marketing collateral – print and electronic) to assist its resellers and grow their respective market segments. Lan 1 has considerable expertise in providing DSL CPE and assisting with staging for the ISP. Lan 1 provides virtual warehousing and drop shipping for larger resellers upon request. Lan 1 services for reseller partners include design, configuration and installation.

Market differentiator: Vendor certified and trained on all products, Lan 1 extends a sales, marketing and support function to resellers to enable them to leverage against Lan 1's channel support infrastructure. Lan 1 can preconfigure security and storage products to meet reseller's requirements. Lan 1 is dedicated to ongoing training and certification for employees and partners through vendor accreditation programs, is QITC and ISO9001 compliant, and an Australian Government Endorsed Supplier. Lan 1 can combine various vendor program offerings tailored for the specific needs of the reseller in order to address its unique customer segments and vertical market specialisations.

Value added services offered: Extended warranties on a range of products. Pre-sales support, including pre-sales product configuration. Next day advanced replacement options on most networking, data storage and security products. Lan 1 has an expert support team with extensive experience from the distributor, reseller and vendor community. Lan 1 also provides Telco & ISP partners with a CPE installation services nationally.

Web site capability/functionality: Secure Reseller channel with on-line ordering and tracking. Product returns submission, eNews letter subscriptions and access to Lan 1's unique Interactive Price List, events and training information.

Vendor partners: Adaptec, ATTO, Iomega, JVC, Pioneer, SnapServer, Roxio, StoreVault, D-Link, VegaStream, Motorola, ZyXEL, pbxnsip, Raritan, Fortinet, T3, SonicWALL, VASCO, Axis, Milestone and Mobotix.

Lan 1 e-News: Keep abreast of the latest products news, promotions and tech tips from Lan 1 by subscribing to Lan 1's weekly reseller news bulletin, "Lan 1 e-News"; you'll be assured of being on top of the news.



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www.lan1.com.au
ABN: 48 059 059 522



Lan1

IP Storage, IP Networking, IP Security

IP Storage

adaptec®

www.adaptec.com

Adaptec; a name synonymous with SCSI Storage, offer a complete Range of Host Bus Adaptors including Advanced Hardware Raid Host Bus Adaptors for Today's Storage requirements

- SCSI
- SAS - Serial Attached SCSI
- SATA - Serial Attached ATA
- SAS & SATA Internal Housings
- SAS & SATA Cabling.

snapserver™

www.snapsolutions.com

SnapServer; NAS Appliances for data storage, protection, and management; With the largest installed base of any network storage solution

- Cross Platform, reliable NAS for ease of Management
- iSCSI & D2D2T ready with Bundled Packages
- SAS & SATA Expandable up to 24TB
- Entry Level for corporate solutions

iomega™

www.iomega.com

iomega; from the maker of the 100MB Zip Drive we offer NAS for all levels of business Personal to Corporate levels and the groundbreaking REV Drive a 35GB or 70GB native Tape backup replacement that runs at HDD speeds!

- Network Attached Storage - SOHO to Enterprise
- Revolutionary REV® Disk Drives & Libraries
- Staged backup to disk
- File Server replacement

ATTO

ATTO Technology, Inc.

www.attotech.com

ATTO; the preferred Mac HBA - Host Bus Adaptors and Bridging products supporting all major OS's, most notably the Mac OS market where they maintain a Cult-like following.

- Fibre Channel
- SCSI
- Fibre to SCSI Bridges
- iSCSI to SCSI Bridges

Pioneer

www.pioneer.com.au

Pioneer; a leader in Optical Storage Development, Specialising in high-end Jukeboxes for archiving & near-line access along with retail Optical Storage Drives

- Jukeboxes
- DVD-RW Drives, Standard & Slimline
- BluRay Drives

roxio®

www.roxio.com

Roxio; is the world's leading provider of consumer digital media creation applications and produces innovative, easy-to-use products and media services that empower people to create, manage and share their digital media.

- PC - Easy Media Creator, Record Now Premier, Photosuite
- Mac - Toast, Popcorn, Boom Box, Spin Doctor.
- Multimedia Devices

STOREVAULT™

A NetApp Division

www.storevault.com

StoreVault; focused on delivering data storage solutions tailored to the needs of small and medium-sized businesses. StoreVault combines enterprise-proven technology from Network Appliance.

- NAS, iSCSI SAN and FC-SAN capabilities in one box
- Ease the Pain of Backup and Restore
- Simple Scalable Storage Provisioning
- Complete Data Security from 1 to 6TB
- Power and Data Fault Tolerance



Quality
Endorsed
Company

ISO 9001 LIC 6175
SAI Global

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IP Networking



D-Link; is a respected leading designer, developer and manufacturer of Networking, Connectivity, Voice and Data communications products for mass consumer, small to medium business and enterprise market segments.

- Switches; xStack, POE for SoHo to Enterprise
- ADSL Modems & Broadband Routers
- Wireless/Wifi & Antenna's
- Voice Over IP
- Home Multimedia & Gaming



Motorola; global communications leader, powered by, and driving, seamless mobility. Motorola is revolutionizing broadband, embedded systems and wireless networks – bringing cutting-edge technologies into your everyday life, with style.

- Carrier Solutions & ISP Solutions
- Backhaul Solutions & Enterprise Solutions
- HotZone Mesh



ZyXEL; IP Products boasting the latest networking features such as Triple-Play and Quality of Service (QoS) Corporate and home users can enjoy high quality, versatile media applications in a secure and manageable networking environment.

- IP DSLAM's for internet access management
- xDSL broadband products
- Advanced QoS for Voice over IP products
- Multi function devices



Raritan; Est'd in 1985 and regarded as the industry pioneer Raritan is the leading global provider of enterprise, analogue and digital KVM switches, serial console control, remote access, and centralised server management solutions.

- CommandCenter/NOC Management Appliances
- IP & KVM Switches, Digital & Analogue
- Remote Office & Remote Access & Power Control



Vegastream; VoIP gateways enabling service providers and business customers to rapidly deploy and profit from lower telephony costs and improved productivity across their organisations' HQs and remote offices.

- Australian Certified Voice Over IP Gateways
- Complete portfolio of analogue and digital CPE gateways
- Open and non-proprietary support of SIP and H.323
- Interoperability with all major PBX systems and VoIP soft-switching platforms



pbxnsip; The pbxnsip ties the PBX & SIP technologies together the result is an affordable SoftPBX offering services like music on hold, auto attendants, dial by name, and voicemail, PBXnSIP customers can;

- Enjoy the look & feel of a PBX
- Can run their communications infrastructure solely on IP
- Improve the experience of their callers





Lan1

IP Storage, IP Networking, IP Security

IP Surveillance



Axis Communications; has been developing solutions since 1984 and offer a wide range of indoor and outdoor IP Surveillance solutions, Axis has the experience to meet customers' networking needs.

- First developer and manufacturer of IP Cameras
- Largest range of IP video devices and cameras
- Indoor, Outdoor, Megapixel and PTZ solutions



Mobotix; are the world's leading manufacturers of IP Surveillance camera systems. Comprised of the most advanced and robust IP video camera technology in the world - the Mobotix camera devices are designed and manufactured in Germany.

- Cameras fully weatherproof and do not require outdoor housings
- Highest image quality available – using 3/4" image sensors
- Offering two-camera in one technology
- Customised camera solutions – you design your own configuration



Milestone Systems; is the world market leader for open platform IP video surveillance management software, according to the newest reports from IMS Research.

- Open platform systems supports most IP video devices
- Range of products to suit the small retailer to large enterprise
- Integrates with POS systems and Access Control
- Complete robust head-end system for any IP Surveillance system



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IP Security



Fortinet; created and leads the rapidly growing [Unified Threat Management](#) (UTM) market space and is the only supplier of real time ASIC-accelerated network security systems

- Real time network protection
- Anti-virus, Firewall, IPS, VPN, Content Filtering, Antispam
- Email Security
- Wireless Security

www.fortinet.com



SonicWALL; complete protection that is easy to install.

- Firewalls/VPN, Secure Remote Access – SSL-VPN, Email Security, Content Security Management, Continuous Data Protection (back up & recovery) appliances
- Unified Threat Management Platform
- Anti-virus, Anti-spyware
- Content Filtering, Viewpoint Reporting
- Managed Security Services
- Wireless Security

www.sonicwall.com



T3 Australia; specific focus is to provide protection, security and control for PC & Laptop email and internet users through specialized, integrated & portable Total Internet Security Solutions (TISS).

- Simple, Scaleable & Effective PC lock, securing enterprise Pc & Notebook access
- Double protection of Security Key & Password
- Encrypted data to protect own corporate data & liability from litigation of exposed customer information
- Centrally managed and controlled

www.t3australia.com



VASCO; number one provider of Strong User Authentication products to the financial market - has established itself as a world-leader for strong User Authentication with over 420 international financial institutions and approximately 2000 blue-chip corporations and governments located in more than 100 countries.

- Protect Sensitive Information
- Safeguard User Identity
- **Digipass;** Strong User Authentication Tokens in hardware and software format, secure smart card readers/one-time password and digital signature technology
- **VACMAN;** Server based Strong User Authentication software/one-time password and digital signature technology

www.vasco.com



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